

Western Region

Demonstrating Broad Appetite

Each win tells a story - why brokers and clients chose CNA and how our differentiated approach helped secure the right coverage for complex risks. From comprehensive multi-line placements to fast, responsive underwriting and specialized terms, these wins showcase our ability to partner with you to solve challenges and create value for your clients.

Description of Operations	Customer Segment	Coverages Written	Premium	Reasons for Success
Concrete construction	Construction	GL, Builder's Risk, Umbrella	\$105,000	Delivered a customized, integrated property and liability solution in a single placement.
Commercial roofing	Construction	GL, Builder's Risk, Umbrella	\$60,000	Provided large capacity supported by strong operational understanding and competitive pricing.
Excavation	Construction	Builder's Risk	\$30,000	Demonstrated specialized expertise in heavy civil works, including concrete and aggregate processing operations.
Machinery parts manufacturing	Manufacturing	GL, Umbrella	\$185,000	Tailored coverage to support US exposure for Agricultural Machinery sales.
Furniture manufacturing	Manufacturing	Boiler and Machinery, GL, Directors and Officers, Property, Umbrella	\$120,000	Offered admitted international capabilities in both the U.S. and UK.
Water bottling	Manufacturing	Boiler and Machinery, GL, Directors and Officers, Property	\$360,000	Delivered a comprehensive multi-line solution with a fast response time.
Truckers-long hauling	Transportation and Utilities	Boiler and Machinery, GL, Directors and Officers, Property	\$150,000	Provided stand-alone cargo capabilities.
Heavy construction equipment rental	Services	Automobile, Boiler and Machinery, GL, Property, Umbrella	\$70,000	Structured a comprehensive package solution for mobile crane operations.
Contractors' equipment	Services	Boiler and Machinery, GL, Directors and Officers, Fidelity, Property	\$70,000	Combined international capabilities with a coordinated multi-line solution.
Ship repair	Manufacturing	Marine Liability	\$20,000	Partnered to provide a comprehensive solution for a complex risk.
Street and road construction	Construction	Marine Liability	\$10,000	Collaborative underwriting relationship with the broker.

Trailers manufacturing	Manufacturing	Umbrella	\$60,000	Demonstrated broad cross-border capabilities.
Restaurants	Retail Trade	Umbrella	\$55,000	Secured renewal through a quick, efficient turnaround.
Medical, hospital, surgical equipment	Healthcare	GL	\$40,000	Delivered a comprehensive, multi-line package, aligned to unique client needs.
Pharmaceutical preparations	Manufacturing	Excess – D&O	\$40,000	Supported the client through uplisting to a U.S. exchange with appropriate risk appetite.
Electrical equipment distribution	Technology	Automobile	\$115,000	Streamlined underwriting to drive timely placement.
Auto dismantling	Wholesale Trade	Automobile	\$60,000	Delivered solution to support a wide range of exposures.



For more information, please contact your local CNA underwriter or visit our website at cnacanada.ca.

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