

# Eastern Region

## Demonstrating Broad Appetite

Distributors expect to work with insurance specialists who understand their clients' needs and can deliver meaningful solutions. That is what CNA brings to the table. With a powerful legacy, international capabilities rooted in a strong local presence, well-known business insurance expertise, and a deep commitment to our brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and a superior customer experience.

Description of Operations	Customer Segment	Coverages Written	Premium	Reasons for Success
<b>Air conditioning systems and distribution</b>	Construction	Boiler and Machinery, Comprehensive GL, Professional Liability, Property, Umbrella	\$109,000	Strong underwriter relationship with broker.
<b>Freight forwarders &amp; handlers</b>	Transportation and Utilities	Marine	\$220,000	Broker partnered with CNA to clarify the overseas exposures, winning the account.
<b>Electrical machinery, equipment manufacturing</b>	Manufacturing	Marine	\$57,000	Highly specialized policy for in-water survey equipment - broker appreciated fast responses and coverage options.
<b>Pipe manufacturing</b>	Manufacturing	Boiler and Machinery, Comprehensive GL, Property	\$11,000	Provided tailored coverages and specialized terms for account.
<b>Electric power line construction</b>	Construction	Comprehensive GL, Umbrella	\$130,000	Capabilities to support exposures within the US.
<b>Architectural consulting</b>	Services	Boiler and Machinery, Property	\$195,000	Strong partnership with broker to provide a unique solution for a complex risk.
<b>Electric light and power line construction</b>	Construction	Comprehensive GL, Umbrella	\$64,000	Competitive package policy that supports multiple international and cross-border locations.
<b>Auto repair service</b>	Services	Boiler and Machinery, Property	\$138,000	Customized coverages provided to support specialized client.



For more information, please contact your local CNA underwriter or visit our website at [cnacanada.ca](https://cnacanada.ca).