

Industry Focussed Solutions



Travelers Canada provides Insurance, Risk Management, Claims and related services to a broad range of commercial businesses. Our underwriters, risk managers and claims experts understand the specialized insurance needs of our customers. In our offices across Canada, we have seasoned field underwriters who have point of sale expertise and local authority to write challenging exposures.

COMMERCIAL ACCOUNTS OFFERS THE FOLLOWING BROAD AND ENHANCED PRODUCTS:

- ▷ Property & Inland Marine
- ▷ Commercial General Liability
- ▷ Umbrella/Excess Liability
- ▷ Automobile Fleet
- ▷ Crime & Fidelity

In addition to the products offered by Commercial Accounts, we work closely with our other divisions to ensure that our customers are provided access to our company's full product range. We consistently look to develop an account relationship with our customers and energetically look for cross-selling opportunities with our Marine, Surety and Financial & Professional Services operations.

GENERAL COMMERCIAL TARGET ACCOUNTS

Subject to an account minimum of \$15,000, we write companies with sales typically in the range of \$20-\$300 million, including:

Electrical Equipment

Food & Beverages

- Bakery, Candy & Confectionery
- Dairy Products
- Meat, Poultry & Fish
- Prepared Foods
- Fruit & Vegetable Processors
- Soft Drinks, Beer & Wine

Metal Products

- Auto Parts Manufacturers
- Industrial & Agricultural Machinery Manufacturers
- Metal Stamping & Machining
- Metal Casting
- Metal Forging
- Metal Rolling & Drawing

Mineral Products Manufacturers

- Concrete, Brick & Stone Products
- Glass & Clay Products

Plastics & Rubber Goods

- Fabricated Rubber Products
- Molded, Extruded & Lathe-cut Rubber Goods
- Plastic Plumbing Fixtures, Films, Pipes & Bottles
- Rubber or Plastic Hoses & Belting

Textile Products

- Apparel & Accessories
- Mill Products
- Carpets, Rugs, Draperies & Curtains

Wood Products

- Furniture & Fixtures
- Wood & Paper Products

Non-Manufacturing & Institutions

- Hotels
- Printers
- Publishers
- Real Estate Owners and Managers
- Restaurants
- Retailers
- Wholesalers & Distributors

IN ADDITION TO THE FOREGOING, WE

- ▷ Actively pursue financial institutions, banks and insurance companies in concert with our Financial and Professional Services team
- ▷ Consider a broad range of light to medium hazard business that we can write on a “Program” basis”

COMPETITIVE ADVANTAGES

- ▷ Considerable financial strength
- ▷ Well-recognized name in the commercial insurance marketplace
- ▷ **Innovative Risk Management Services:** More than just assessing risks, our Risk Management Services team assists our customers to better manage their own risks and positively impact their coverage and premium terms while reducing possible interruptions of service to their own customers
- ▷ **Fast, fair, effective claims handling:** We recognize the varied needs of our customers and tailor our services to them; this includes the handling of large fronted deductibles where our customers have greater stakes in the claims process
- ▷ **Ability and appetite to handle U.S. Exposures:** Whether the exposure is simply sales from Canada to the U.S.A. or a need for admitted U.S. Policies, we have the comfort and expertise to insure our Canadian customers’ exposures in the U.S.A. Travelers is a recognized, financially strong and licensed insurer in the U.S.A. and we can provide our customers with policies that are compliant with U.S. laws and regulations

ABOUT OUR COMPANY:

- ▷ Travelers is a Fortune 100 company with more than 150 years of leadership, experience and stability
- ▷ Travelers is an industry leader in specialty insurance, serving professionals, financial institutions, construction companies, local governments, nonprofit organizations and more



For more information about Travelers and our approach to Commercial Accounts contact us to discuss your risk, or visit us at:

www.travelerscanada.ca

