

Recent Manufacturing Successes



MANUFACTURING

Agents and brokers expect to work with insurance specialists who have the expertise and understanding of their clients' business 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 agents, brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and promise a superior customer experience.

Highlighted Success Story:

An agent was struggling to find a market with the expertise to write a machine shop that manufactures aircraft parts. CNA's underwriter and UL-recognized Risk Control consultant were brought in by the agent to meet directly with the client. During the visit, we realized an opportunity to leverage our Work Process Flow solutions to improve the client's operational efficiency. Our ability to speak the language of the customer and provide meaningful solutions beyond just the insurance coverage won the account for CNA. Today, the manufacturer has incorporated CNA's School of Risk Control Excellence courses for its employees, and implemented our process flow recommendations to be well on its way to realizing nearly \$900,000 in annual labor cost savings.

DESCRIPTION	PREMIUM	COVERAGES WRITTEN	COMPETITIVE ADVANTAGE
Screw Machine Products Manufacturer	\$183,413	CNA Paramount® Package, Auto, Workers' Comp, Umbrella	Demonstrated industry expertise in quote for related company
Wire Goods Manufacturer	\$145,706	CNA Paramount® Package, Auto, Workers' Comp, Umbrella	Unique General Liability extensions and International coverage
Machine Shop, Aircraft Products	\$158,500	CNA Paramount® Package (excluding products), Auto, Workers' Comp	Work Process Flow analysis and Risk Control services resulting in nearly \$900,000 in labor cost savings to the insured
Sheet Metal, Ductwork for HVAC Industry	\$111,000	CNA Paramount® Package, Auto, Umbrella	Infrared thermography testing; driver training risk control
Fabricated Metal Manufacturer, Architectural Products	\$324,611	CNA Paramount® Package, Inland Marine, Auto, Workers' Comp, International	Superior Property and Workers' Comp Risk Control services to incumbent carrier introduced during the quoting process
Metal Coating / Water-based Process	\$127,924	CNA Paramount® Package, Auto, Umbrella	Specialized work for oil / gas industry; ability to entertain products
Metal Tank Manufacturer	\$448,000	CNA Paramount® Package, Auto, Workers' Comp, Umbrella, International	Ability to entertain all lines; offered dedicated claim account executive

As of 7/31/16