

OPENING THE DOORS TO SPECIALTY INSURANCE MARKETS FOR YOU

Throughout 2023, TSW's focus remains on strengthening our skills as a national insurance MGA and wholesaler, specializing in commercial insurance needs. With offices in Montreal, Vancouver and Calgary, the TSW team is working hard on building capabilities to assist brokers with both in-house underwriting authority and as a wholesaler representing a vast array of top-tier Canadian-licensed insurers and Lloyd's.

TSW's Product Offering



Property



Crime



Primary CGL



Excess/Umbrella
Liability



Equipment
Breakdown



Legal Expense



Environmental



Wrap Up Liability

HIGHLIGHTS OF WHAT WE HAVE WRITTEN LATELY

These are some of the risks we are proud to have been able to help place recently through our teams from coast to coast.

EAST



Retail - Big Box Hardware Store

EXCESS LIABILITY

TSW was able to successfully quote excess coverage for a Canadian retailer of home improvement and construction products and services. This retail client generates billions in revenues and is made up of a large coast to coast network of corporate and dealer affiliate stores. Broker won the business by offering competitive terms that fit within their client's budget.



Government Facilities

PROPERTY & CGL

TSW was approached by a broker looking to secure coverage for their client's government facilities including building with campus, offices, hotel, restaurant, gym and conference occupancies. TSW was able to find and place this risk with a large TIV - 100% through a partner. Broker bound the CGL component using TSW in house binder facilities.



Forestry - Sawmills

PROPERTY

Client specializing in providing hardwood lumber products to the manufacturing industry struggled to get coverage as local insurers reduced their appetite for sawmills. With our knowledge and expertise of sawmills, TSW was able to write 50 % of the placement as a result of competitive pricing and quick turnaround (48 hrs) enabling the broker to close the deal.



Excavation Contractor

CGL

Client specializing in residential, commercial and large-scale excavation. CGL and Umbrella coverages were previously placed through other MGA's. In a competitive market situation, broker was able to bind this risk and win the business while displacing the incumbent competitor working through TSW.



Roofing Contractor

CGL

TSW is making strides in insuring roofing contractors in what is a very difficult class of business to insure. A broker approached TSW looking for quotes for multiple coverage options to present to their roofing contractor client. Broker presented a competitive quote through TSW that exceeded expectations and ultimately won the business.

CENTRAL



Mining Engineer

PROFESSIONAL LIABILITY

Broker reached out to TSW searching for competitive terms for Professional Liability on a difficult to place class of business. Broker's engineering client provides pre-feasibility studies for the mining industry. TSW provided multiple comprehensive quote options for the broker's client and ultimately won the business due to TSW's broad network of capacity providers.

Wholesale - Inflatable Children's Toys

CGL

TSW was approached by a broker whose client is a wholesale retailer specializing in water activity products marketed towards children (risky placement). The client never carried their own insurance and most markets would not write this risk. TSW canvassed domestic and London markets and ultimately helped the broker bind the business through a wholesale placement.

Residential Realty - Real Estate Developer

CONTRACTORS POLLUTION LIABILITY, FULL P&C PACKAGE

Client is a general contractor, real estate development and property management company. Broker was seeking to partner with a market that could write all exposures and entities under one policy at a competitive premium. On a quick 48hr turnaround the broker met their client's needs and bound the risk.

Construction - Concrete Contractor

UMBRELLA

TSW provided opportunity to quote on a difficult class of business in the area of concrete forming and finishing specializing in piers, culverts and bridges. Challenging class to place considering the large vehicle schedule with many heavy units included. Broker was able to win the business, bind the risk and provide full limit offering under one layer at competitive pricing leveraging TSW capacity.

Construction - Railway Project

WRAP-UP LIABILITY

Client involved in a multi-million \$ railway project with multiple project sites involving the rebuilding of existing rail lines. Their broker exhausted their network to place coverage themselves but after engaging TSW was able to secure competitive terms for this challenging risk placement and ultimately win the business.

WEST



Heavy Industry - Mining

PROPERTY

Client is a northern Saskatchewan company providing logistical support to remote mining operations who was previously insured by a domestic carrier. Due to a change in appetite the carrier was no longer able to provide coverage. They turned to TSW who was able to secure full coverage for the client with service from the broker and terms that the client really appreciated.

Manufacturing - Pesticide & Herbicide

CGL

Broker approached TSW to assist with placement for a large agriculture-based pesticide & herbicide supplier. Both client and broker were unhappy with the service from their previous insurer. TSW presented a competitive quote before the other wholesaler had even responded to the broker's inquiries. The broker and their client decided that they will be transferring the property policy to TSW on renewal.

Residential Realty - Condo Development Project

BUILDERS RISK, WRAP-UP LIABILITY

Broker for a residential developer building custom homes in the Vancouver Lower Mainland required COC support on lead terms for a large custom build. TSW secured 40% capacity and reviewed lead company forms, gaining agreement to support. Broker was very satisfied with accurate rating of the risk from TSW leading them to also place Wrap Up Liability coverage through TSW.

Professional Services - Insurance Brokerage

BROKERS E&O

Broker approached TSW near their renewal date advising they had only just received renewal terms from their insurer and requested TSW provide a quote. TSW worked with the insurer to quote and bind the broker's account in 3 days providing better terms and coverage than the incumbent insurer. The client appreciated TSW's competitive quotes and efficient service.

Security Services - Special Events

CGL

Broker's client is a special events surveillance, security and staging company who got off risk due to class and recent claims. Broker scoured their market contacts but were unable to write the risk. Through support from Lloyd's, TSW was able to place Liability Coverage. This allowed the broker's client to satisfy their contracts without gaps in insurance and also write their property coverage.

TSW IS ALWAYS READY TO ACT AS YOUR ADVISOR. LEARN HOW WE CAN HELP.
Connect with our team: commercial@tsw-management.ca

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