



Middle Market

Manufacturing

As the manufacturing industry grows, companies face challenges ranging from labor shortages to supply chain disruptions. CNA delivers insurance solutions tailored to each business's individual risks, helping manufacturers stay operationally efficient, competitive and profitable. Our integrated platform offers manufacturing expertise across Underwriting, Claim and Risk Control as well as authority at the point of sale.

Customized coverage

CNA underwriters develop end-to-end coverage programs for policyholders of all sizes – from traditional small job shops to large multifacility advanced manufacturers – and across multiple product lines.

- CNA Paramount®, our Commercial package, offers specific Property, Equipment Breakdown, Crime, Umbrella and General Liability coverages for mid-sized businesses.
- Casualty program structures include guaranteed cost and loss-sensitive rating plans.
- Property valuation includes manufacturer selling price, unlimited period of indemnity for business income and broadened definition of personal property.
- Industry-specific endorsements include our Manufacturers E&O policy offering limits up to \$10M, and the ability to offer Product Recall or Withdrawal coverage.
- CNA Passport® and CNA WorldPass® provide key foreign property and liability coverages such as Kidnap and Ransom, Automobile Liability, Real and Personal Property, and Business Income.
- Ocean Cargo covers against physical loss or damage to goods in domestic and international transit, including ocean vessels, goods shipped on aircraft, trucks and rail, as well as goods stored in warehouses between destinations.
- Additional key coverages include:
 - Commercial Auto
 - Workers' Compensation
 - Inland Marine
 - Management Liability – Employment Practices Liability, Directors & Officers, Fiduciary and Crime

Appetite

Our appetite for Commercial and Industrial products for traditional and advanced manufacturers includes:

- Fabricated metal
- Industrial and commercial machinery and equipment or components
- Automotive components and accessories
- Plastic fabricators
- Commercial electrical equipment or components

Industry expertise

We engage with many of the nation's leading trade associations to stay at the forefront of the industry's evolving needs and are endorsed by several industry leaders, including the Fabricators & Manufacturers Association, International (FMA).

CNA Risk Control Services

- **School of Risk Control Excellence (SORCE®)** – World-class training and resources to help minimize exposures and complement your clients' risk practices.
- **Business Resiliency** – Consulting services to help customers adapt to and endure business disruptions.
- **Work Process Flow** – Methodology that incorporates ergonomics with LEAN manufacturing insights to help increase margins, enhance productivity and improve work process quality.
- **Allied Vendor Program** – CNA-identified companies that may strengthen a company's risk control program and help mitigate costly exposures.
- **Infrared Testing** – Certified infrared thermographers test electrical systems, switch gears and motors to identify inefficient energy usage hotspots and potential damage to equipment and facilities.
- **Associate Business Continuity Professionals (ABCP)** – Certified professionals guide policyholders through catastrophic events.
- **Product Liability** – Consultants recognize product end use and help identify potential for a loss.
- **Workers' Compensation** – Offers a complete solution to loss drivers and includes a return-to-work program that allows our customers to function at full capacity sooner.

Prompt, attentive claim handling

Our Claim professionals provide 24/7 support around the globe, with dedicated, experienced adjusters and qualified lawyers who are positioned to handle complex claims and litigation. We provide programs designed to help clients manage and minimize their overall cost of loss.

- **Dedicated Claim Specialists** – Certified specialists in Product Liability claim handling and contract law help mitigate financial exposures and develop tailored insurance solutions.
- **Return-to-Work Job Bank** – Helps injured customers design a medically appropriate solution to minimize their time away from work.
- **Cost Management** – Offers medical savings and tools to help locate providers and specialty medical services.
- **Case Management** – Nationally certified case managers and vocational rehabilitation specialists collaborate with claim specialists to add value to a claim.
- **Litigation Management** – Offers counsel in 32 offices across 23 states, with more than 200 trial lawyers averaging 18 years of legal expertise.
- **Special Investigations Unit** – Seeks to detect fraud before it affects your clients, and conducts general investigations and prevention training.

About CNA

CNA is one of the largest U.S. commercial property and casualty insurance companies. We provide a broad range of standard and specialized insurance products and services for businesses and professionals in the U.S., Canada and Europe, backed by more than 120 years of experience.

For more information, visit cna.com/manufacturing.