

Travelers OPTIMA® for Small Business

APPETITE AND ELIGIBILITY GUIDE



We're big on small business.

At Travelers Canada, we want to help you grow your business. *Travelers OPTIMA* for Small Business provides tailored options for the exposures small to mid-sized businesses face every day. Doing business with us has never been easier thanks to our faster quote turnaround, smarter pricing, better service and comprehensive coverage tailored to the unique needs of businesses in Canada. Fast. Easy. Flexible. You can quote us on it!

Tailored Coverage Options

Property – Three New Levels = More Customer Choice

- **Travelers OPTIMA** – Core form providing key Building and Business Personal Property coverage with additional basic extensions.
- **Travelers OPTIMA +™** – Supplementary endorsement providing additional Property extensions of cover for customers who see the need.
- **Travelers OPTIMA + Flex™** – The same coverage as our *Travelers OPTIMA +* form, but with the added flexibility of a blanket limit across multiple core extensions.

Commercial Crime coverage – Tailored to customers' needs, from basic Employee Dishonesty, Forgery or Alteration, and Money and Securities to more in-depth coverage across 10-plus insuring agreements. Customizable limit options, including Computer Fraud, Funds Transfer Fraud, Professional Fees, Rewards and Telecommunications Theft.

Commercial General Liability (CGL) – Standard CGL offerings of \$1M-\$5M per Occurrence/Aggregate with additional limit and Umbrella options available.

CyberRisk – Coverage that helps businesses respond to and recover from a data breach. Easy limit and deductible options, and no underwriting questions for companies with revenues of \$5M or less.

Manufacturers

Target businesses include companies that manufacture, process, assemble or fabricate goods for direct sale or distribution to wholesalers or retailers.

Maximum account size

Total Insured Values: \$25M per location and \$50M per policy

Sales/Revenue: \$15M annually

Vehicles: 35 Power Units

Risk characteristics

- ▶ Three years in business under same ownership
- ▶ Located in commercial buildings designed for operations
- ▶ Prefer buildings that are fully sprinklered and fire-resistant, modified fire-resistant, masonry non-combustible or non-combustible construction class 1-4; no unprotected frame construction
- ▶ Formal written quality control plan
- ▶ Formal housekeeping and proper controls for flammable liquids
- ▶ Design work only for their own products (not for other manufacturers)
- ▶ Building utilities and roof updated/replaced within 30 years when building coverage provided

A few reminders

- ▶ Home-based businesses are not eligible
- ▶ High-hazard or severe product liability exposures are not eligible, such as aerospace; aircraft; asbestos; chemicals; critical automotive parts; global positioning/navigation; infant or juvenile products; medical nanotechnology; nuclear, safety or protective equipment; reclaiming, recycling or scrap operations; RFID (radio frequency identification); and security/alarm systems
- ▶ Primary manufacturing processes such as plastic foaming and wood milling are not eligible
- ▶ Marijuana, hemp or cannabidiol (CBD) processing, handling, sales or distribution (including edible forms) are not eligible

Travelers *OPTIMA* for Small Business



Target Classes

This appetite and eligibility guide is designed to provide you with a list of our target classes for Manufacturers. This is where we want to grow. Our broad appetite reflects our deep expertise, experience and commitment to helping you grow your business with us. Since every business is unique, listed segments and classes are not guaranteed and may vary based on geographic considerations, risk-specific details, and the suitability of available products and coverages. This list is not exhaustive. Additional classes may be considered for underwriting review.

- ▶ Sheet Metal and Metal Products Manufacturers
- ▶ Sign Manufacturer
- ▶ Audio, Video and Communication Equipment Manufacturers
- ▶ Candy, Confectionery and Dry Goods Manufacturers
- ▶ Commercial Baked Goods Manufacturers
- ▶ Electronic Component Parts Manufacturers, including circuit board assembly and/or stuffing
- ▶ Laboratory Apparatus and Furnishings Manufacturers
- ▶ Office Machine Manufacturer
- ▶ Measurement, Control, Analytical and Testing Instruments Manufacturers
- ▶ Optical Instruments and Lens Manufacturers
- ▶ Watch, Clock and Clockwork Device Manufacturers

We know you need insurance markets that can help you support your customers and grow your business. We are here to help.

In addition to our *Travelers OPTIMA for Small Business* products, our team offers a wide range of specialty, middle market and commercial auto insurance solutions for businesses in Canada.

Contact your Business Development Manager or our underwriting team for more information. Send your submission to bisubmissions@travelers.com and **we'll take care of the rest.**



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