



Pursuing  
Better  
Together®

**Middle Market Package**  
**Energy Service and Support Operations**

[archinsurance.com](http://archinsurance.com)



Arch Insurance Canada Ltd. Middle Market package offers coverage for Energy Service and Support Operations. The target client for this product is a middle market customer with energy sector exposure that requires a risk-based underwriting approach, and customized insurance coverage solutions. Our solution builds on Arch's specialty lines platform, while providing an experienced underwriting team with deep product knowledge and industry expertise.

## PRODUCT OFFERINGS

- Commercial General Liability (CGL).
- Property and Business Interruption.
- Inland Marine and Contractor's Equipment, including oilfield towing, ice and muskeg coverage.
- Commercial Fleet and Garage Automobile, in support of other lines.
- Crime.
- Equipment Breakdown.

## PRODUCT FEATURES

- CGL capacity: \$5M.
- Property and Business Interruption Capacity: up to \$75M.
- Minimum premium: \$25,000.
- Stand-alone CGL and Property coverage available.

## TARGET CUSTOMER SEGMENTS

- Service Contractors.
- Site Preparation Contractors.
- Manufacturing.
- Equipment Sales and Rental.
- Technical Services including Testing and Surveying.

## DISTRIBUTION

- Exclusive distribution with a select group of appointed brokers with industry expertise.

## SERVICE DELIVERY

- Focused, customized and solutions-oriented risk underwriting approach.
- Quick submission acknowledgement and quote turnaround.
- Superior claims experience working in a collaborative environment with customers and brokers.

**APPETITE**

Customer Segments	Target Appetite	No Appetite for
Service Contractors	<ul style="list-style-type: none"> <li>■ Contractors for upstream and midstream oil and gas operations.</li> <li>■ Wind contractors.</li> <li>■ Solar contractors.</li> <li>■ Wireline services.</li> <li>■ Swabbing/cleaning.</li> <li>■ Site remediation.</li> </ul>	<ul style="list-style-type: none"> <li>■ Pollution coverage.</li> <li>■ Rig erection/dismantling.</li> <li>■ Off-shore work.</li> <li>■ Liquid pipeline.</li> <li>■ Oilfield trucking/hotshot trucking.</li> <li>■ Fracking/well stimulation.</li> <li>■ Well capping and sealing.</li> </ul>
Site Preparation Contractors	<ul style="list-style-type: none"> <li>■ Grading and excavation.</li> <li>■ Access road construction.</li> <li>■ Camp/support building construction.</li> <li>■ Electrical contractors.</li> <li>■ Mechanical contractors.</li> <li>■ Coring/sampling.</li> <li>■ Surveying/testing.</li> <li>■ Water well drilling.</li> </ul>	<ul style="list-style-type: none"> <li>■ Extensive underground work.</li> <li>■ Waste collection/storage facilities.</li> <li>■ Contractors pollution coverage.</li> </ul>
Manufacturing	<ul style="list-style-type: none"> <li>■ Manufacturers of equipment for both traditional and renewable energy segments.</li> <li>■ Manufacturers of components and parts with energy sector applications.</li> <li>■ Machine shops with energy sector exposure.</li> <li>■ Energy storage/battery systems.</li> <li>■ Wind and solar parts and equipment.</li> <li>■ Renewable energy products manufacturing.</li> </ul>	<ul style="list-style-type: none"> <li>■ Manufacturers of high value down hole equipment.</li> <li>■ Drill rigs/offshore rigs.</li> <li>■ Critical safety equipment.</li> </ul>
Equipment Sales and Rental	<ul style="list-style-type: none"> <li>■ Equipment dealers and distributors for both traditional and renewable energy sectors.</li> <li>■ Mobile/construction equipment.</li> <li>■ Power generators and related equipment.</li> <li>■ Trailers and mobile camp infrastructure.</li> <li>■ Lifting and rigging equipment.</li> <li>■ Energy storage/battery systems.</li> </ul>	<ul style="list-style-type: none"> <li>■ Offshore equipment.</li> <li>■ Critical safety equipment.</li> </ul>

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