

# Insurance People

FORMERLY INSURANCEWEST

November 2014

Volume 19 • Number 6

MANAGING EDITOR

**Don McLellan**

604-436-4900 • toll-free 1-800-998-5211

editor@insurancewest.ca

ASSOCIATE EDITOR

**Ron Shorvoyce**

306-352-2660 • toll-free 1-855-352-2660

rshorvoyce@insurancewest.ca

EDITORIAL CONTRIBUTORS

**Laurie Jones, John Lekich,  
Keith Norbury, Brigitte Petersen**

ADVERTISING SALES

**Darren Franco, John Harbottle**

604-874-1001 • toll-free 1-800-888-8811

dfranco@insurancewest.ca

jharbottle@insurancewest.ca

PUBLICATION MANAGERS

**Fran Burnside, Cathryn Day**

ART DIRECTOR

**Wil Wong**

MANAGING PUBLISHER

**Susan Mellor**

PUBLISHER

**Bill Earle**



Kenneth R. Wilson Awards



Honourable Mention

*Insurance People* is published six times a year in Jan., Mar., May, Jul., Sep., Nov. for the general insurance industry by Insurancewest Media Ltd.

661 Market Hill, Vancouver BC V5Z 4B5.

Tel 604-874-1001 • Fax 604-874-3922.

Email: manager@insurancewest.ca

www.insurancewest.ca

Change of address? Please send old address label along with new address.

*Insurance People* is a national publication with about 12,000 copies distributed on a controlled circulation basis to general insurance brokerages, independent adjusting firms, insurance companies, wholesalers and risk managers throughout Canada: B.C., the Prairies, Ontario, the Maritimes and three northern territories. Included are major insurance associations and organizations as well as selected insurance services, suppliers and trades.

All rights reserved. Material appearing herein may not be reproduced in print or electronically without proper credit and written permission of the publisher. The opinions expressed in *Insurance People* are not necessarily those of the publisher or its advertisers. *Insurance People* is a trademark of Insurancewest Media Ltd.

Insurancewest Media Ltd. produces *Insurance People* (formerly *Insurancewest*), *BC Broker*, *British Columbia Insurance Directory* and *Prairies Insurance Directory*.

POSTMASTER

Returns to PO Box 3311 Stn Terminal,  
Vancouver BC V6B 3Y3

CPC Publications Mail Agreement #40027261

Printed in Canada • ISSN 2292-2849

regional brokers to become part of something bigger and stronger," said **Shawn DeSantis**, president and ceo of Navacord.

## EXPANSION

**Hub Horizon International Insurance** of Winnipeg recently expanded its operations across Manitoba with the purchase of two brokerages – Gibson's Insurance Agency and Essex Insurance.

The Gibson's acquisition involved two offices – one in Treherne and one in Notre Dame de Lourdes. Essex Insurance had four offices, all located in Winnipeg Superstores.

The acquisitions are all part of the strategy to strengthen and build Hub Horizon, said **Keith Jordan**, the firm's president and ceo. The company now has 22 locations, including its northern locations of Iqaluit, Rankin Inlet and Yellowknife.

"Ten years ago we had only seven locations, so we've grown considerably," said Jordan, who added that the acquisitions will continue. "We have several more in the pipeline and will be completing them in the next eight months or so."

Meanwhile, Hub International's



**Cook**

Ontario subsidiary **Hub International Sinclair Cockburn** has acquired a commercial lines book of business from broker **Lisa Cook**. Cook joins Hub's Markham office, focusing on health care, manufacturing and pharmaceutical industries.

## NEW COO

**John Hennessy** is the new president and coo of CNA Canada, replacing **Gary Owcar**, who recently retired.

During his 32 years at CNA, Hennessy has held the positions of chief executive of CNA Eu-



**Jordan**

rope, Milwaukee branch manager, central region president, senior vp for casualty underwriting and middle market and senior vp of distribution management.

"John is a proven leader who has a successful track record of expanding our international capabilities," said **Thomas Motamed**, CNA's chair and ceo.

## RETIRED

Following a 57-year career in insurance, Regina's **Clay Paget** has retired at the age of 75. Co-founder of All Claims General Insurance Adjusters, Paget began as a clerk at Saskatchewan Government Insurance in 1957 and worked his way up to adjuster. Over the years he worked as an adjuster for firms in Alberta and Saskatchewan before co-founding Regina-based All Claims in 2000. He specialized in commercial lines and liability.



**Paget**

"I'm very thankful for what the industry did for me, and I had a lot of good supporters across the country," said Paget, who is enjoying retirement with wife **Vivian**, a retired elementary school teacher. "There's always something to do. We like to golf and spend our winters in Arizona."

## ACQUISITION

**Marsh Canada** has acquired **Kocisko Insurance Brokers**, a Montreal-based commercial insurance brokerage. The Kocisko team has joined Marsh's national construction and surety practice.



**Garner**

"This addition enables us to offer greater resources and a broader platform to serve the needs of construction clients in Quebec," said **Alan Garner**, president and ceo of Marsh Canada.

## FCIP GRADS

The Insurance Institute of Canada recently celebrated the first 14 new-



## Forensic expert

Congratulations to Norm Parks, a regular contributor to this publication's Litigation Forum, for a forensic engineering career that now spans 40 years. "Forensic work is a real challenge," Parks, 64, told StreetTalk. "It's very satisfying." Earlier in his career Parks worked with the Canadian Standards Association's audits and investigation group. He launched his eponymous firm in 1984. For a list of his areas of expertise, see page 46. IP

track graduates of its FCIP designation program launched four years ago. The FCIP is a part-time, six-course professional development program focused on leadership training.

“We are proud of the accomplishments



**Hohman**

of our inaugural new-track grads who have committed themselves to broadening their knowledge of the p&c insurance industry,” said institute president and ceo **Peter Hohman**.

Visit [insuranceinstitute.ca/fcip](http://insuranceinstitute.ca/fcip) for more information.

## NATIONAL PROCESSING

Economical Insurance recently launched its national processing centre in Kitchener, Ont., creating more than 140 new jobs.

“This national processing centre is a key pillar of our new operating model, which is making our underwriting operations more automated, consistent and agile,” said **Tom Reikman**, the insurer’s senior vp and coo.



**Reikman**

**Pamela Marson**, vp, underwriting transformation, said all personal and small commercial business will be managed through the centre.



**Marson**

“The business flowing through here is the automated, low-touch policies that require little to no handling by an underwriter,” she explained.

“This will allow us to be very competitive in personal lines and simple commercial lines. We have underwriters, both personal and small commercial, and underwriting processing teams at the national processing centre dedicated to specific regions. They understand their regions and know their brokers.”

## BOATING PROGRAMS

One of the ways Gore Mutual Insurance Company is celebrating its 175th anniversary is with a \$175,000 donation to YMCA camps for children.

The donation, made by the mutual’s foundation, allows 17 overnight camps in Ontario and B.C. to purchase or repair a total of 175 canoes, kayaks, sailboats and windsurfers to enable more children to participate in boating activities.

One camp will be able to restore cedar-strip canoes from the 1920s, while another will start a kayaking program. A

[insurancepeople.ca](http://insurancepeople.ca)



## \$10,000 donation

Economical Insurance has partnered with Banter MacEwan Feagan Insurance Brokers to provide a \$10,000 donation to help weatherproof the multi-purpose picnic shelter at Goderich Lions’ Camp Klahanie. The children’s camp, located in the Huron County area of Ontario, is back in full swing after several revitalization projects to provide improved facilities for co-ed camping. “We are sincerely grateful for Economical’s support of Camp Klahanie,” said Scott MacEwan of Banter MacEwan Feagan. “For years the picnic shelter could only be used in fair weather.” The insurer is also providing \$17,000 to raise prostate cancer awareness. “We want to help men over 40 understand their best chance of surviving prostate cancer is early detection,” said Karen Kaminska, the company’s regional vp, sales and distribution in Atlantic Canada. “We’re proud to fund the annual Wake Up Call Breakfast events in Moncton, Saint John, Halifax and Cape Breton.” Photo shows, back row, L to R, Goderich Lions Club president Jim Crow; Raven Blyde; Goderich Lions Club past-president Walter McIlwain; Melody Falconer-Pounder, vice-chair of the board for Camp Klahanie; Carri Kram, Economical’s business development advisor; Mary Beth Alexander, the insurer’s assistant vp of organizational development and corporate marketing; Goderich Lions Club member Scott MacEwan; and Tom MacEwan of Banter MacEwan Feagan. Middle row: Ashley Whelan, Morgan Kennedy, Bailie Dayman, Lacey Papple and Goderich Lions Club vp Jerry Pelton. Front row: Candice Blyde. **IP**

boating program, cancelled due to lack of resources, will be re-introduced.

More than 11,000 children annually will benefit from the enhanced boating programs.



**Sevcik**

“Partnering with YMCA Canada and their camps is a natural fit, as they share our passion for building leaders of tomorrow and fostering an appreciation for our great Canadian wilderness,” said **Heidi Sevcik**, the insurer’s president and ceo.

**NEW HIRES**  
Jardine Lloyd Thompson Canada has appointed **Nathan Minovitch** and **Jason Trimble** to senior positions at its Calgary branch.

Minovitch has joined as managing

director and Calgary branch manager while Trimble has been appointed a



**Minovitch**

managing director. The new hires have experience in JLT’s specialty sectors, including natural resources, power, rail and construction. “The bolstering of the Calgary business and its specialties further supports recent national investments made in our Calgary, Vancouver and Toronto branches,” said **David Richards**, the firm’s ceo.



**Trimble**

## FIGHTING CRIME

Wawanesa Mutual Insurance Compa-  
*Continued on page 19*