



NAVACORD®

FOR IMMEDIATE RELEASE



## Navacord continues expansion in Western Canada and strengthening of National Construction Practice



Toronto, Ontario, Jan 7, 2019 – Navacord continues expansion into Western Canada with the acquisition of a team of industry veterans and their book of business from BMS Canada, effective December 31, 2018.

The Vancouver team, led by Shaun Johnston, BMS Canada's Managing Director, Construction & Development, joined Navacord's Vancouver based Broker Partner, Wylie-Crump Limited. Wylie-Crump are experts in providing innovative insurance solutions and leading client service to the construction and development industries.

Nolan Heuchert, a Partner of Wylie Crump, said "We are very excited about the addition of the BMS Canada Construction team to Wylie-Crump. Shaun and his team have the entrepreneurial spirit and client focus that made this acquisition a perfect fit for our business. Together, we will be able to provide exceptional service to their clients while also building out the strength of Wylie-Crump as we continue to execute on our growth plans."

"Our objective all along has been to provide the depth and breadth of service that this opportunity provides; so being part of a Canadian brokerage, and also working with a national construction platform, is an exciting move for all of us in Vancouver", said Shaun Johnston, a veteran with more than 15 years of experience insuring construction and surety risks across Western Canada. "We are looking forward to 2019 and continuing to offer our collaborative partnership approach to our clients. Coupled with the construction expertise of Wylie-Crump and other Navacord Broker Partners, along with strong market relationships, I know that our clients absolutely win with this move."

Navacord has a strong track record of acquiring books of business and the teams that service them and successfully integrating them into one of its Broker Partners. "Navacord was born to keep the entrepreneurial spirit alive. The addition of Shaun and the rest of the team is a great example of the unique transactions we are able to do in order to make that vision a reality," said Marshall Sadd, Executive Chairman of Navacord.

### About Navacord

Based in Toronto, Ontario, Navacord is a national insurance brokerage offering risk management and consulting solutions including property & casualty, employee benefits, retirement, loss control, claims management, surety and personal insurance. Navacord is one of Canada's largest commercial insurance brokers with specialization in the following industries: Construction, Real Estate, Architects & Engineers, Transportation, Hospitality, Manufacturing, and Oil & Gas.

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**About Navacord cont'd**

Navacord is committed to the success of their clients and delivering expert advice in an increasingly complex world; allowing clients to face the future with confidence. Navacord Broker Partners deliver local, personalized service to their clients while being supported by the additional expertise, resources and efficiencies of a national brokerage.

Navacord is the preferred partner for entrepreneurial insurance brokerages seeking to collaborate and grow while maintaining their unique identity and culture. The company trades under different broker partner brands across Canada.

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## Navacord Broker Partners



**Broker Partnership Opportunities:**

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