

## Bulletin

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### Western Region

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Welcome to what will be the first of a quarterly newsletter sent out to our clients in Western Canada. Our newsletter will provide you with information about the Vancouver Regional Office as well as insurance news .



Mary Ann Toi      Jan Brownridge      Kathy Heaton  
Stephen Hawken      Ken Driedger

We look forward to staying in touch!

#### **Property News!**

Munich Re is the largest reinsurer in Canada and maintains an AM Best credit rating of A+. In effort to keep up with changes in the facultative market, we have made some changes recently to better align us with the needs of primary insurers in Canada.

In response to increased demand for excess of loss capacity, we have taken steps to greatly expand both our appetite and capacity while at the same time ensuring our pricing is competitive for this business.

In addition, we remain committed to providing quota share placements to clients that prefer this option. Flexibility and customer service are paramount at Munich Re!

For questions in regards to our capacity or our thoughts on a particular risk please contact one of our facultative underwriters.

#### **Casualty News! - Munich Bound**

Stephen Hawken will be in Munich this summer attending the Alois Alzheimer Scholarship Programme. The programme takes place July 4th to September 23rd. Not to fear though, as Ken Driedger will be keeping things moving through the summer and Wayne Dawe will be filling in during Ken's annual trip home to Altona, MB in July.



### **About the Alois Alzheimer Scholarship:**

Ten individuals from the international insurance industry and two Munich Re employees attend the programme which covers three main areas of expertise:

- Academically knowledge on risk management
- Insurance and Reinsurance know-how
- Management skills

In addition, the programme involves various excursions, workshops and discussions with Munich Re experts and executive managers. Further, the scholarship holders will work on a research topic of their choice and present it at the end of the programme.

### **Foreign Motor Insurance**

Click on the link below for an interesting article on some of the challenges faced by Auto Insurers from around the world. Published by the Motor Consulting Unit, it touches on issues such as next generation autos and factors effecting pricing in the Asia market.

[http://www.mroc.com/pdf/K\\_Forum\\_01\\_2011\\_english.pdf](http://www.mroc.com/pdf/K_Forum_01_2011_english.pdf)