



## MANUFACTURING

CNA and the National Precast Concrete Association (NPCA) have partnered to develop a comprehensive, flexible insurance program that addresses the specialized needs of precasters across the country.

ACCESSING THIS CUSTOM  
BUSINESS INSURANCE  
SOLUTION IS AS EASY AS...

# 1, 2 OR 3.

- 1. If your agent is already a CNA-licensed agent, simply have your agent contact his/her local CNA branch. For additional program information, contact:**  
  
Janis Allen, Precast Program Director  
Email: Janis.Allen2@cna.com  
Phone: 804-934-2691
- 2. If you already have an agent that is not currently a CNA-licensed agent, simply have your agent contact:**  
  
**Insential**, an insurance wholesaler who provides program access for non-CNA-licensed agents.  
  
**Contact:**  
Darwin Lucas, President  
Email: dlucas@insential.com  
Phone: 214- 235-7526
- 3. If you don't have an insurance agent or are looking to switch agents, simply contact:**  
  
**Insurance & Benefits Group (IBG)**, who proudly serves the needs of precasters and can help you find the right insurance solutions for your business.  
  
**Contacts:**  
Sam Bowlby, Agency Principal  
Email: sbowlby@ibgagent.com  
Phone: 816-525-3155  
  
David Parkhurst, Agency Principal  
Email: dparkhurst@ibgagent.com  
Phone: 800-254-0079

When it comes to providing a number of insurance solutions for precasters ... **we can show you more.®**  
**For additional information, visit [www.cna.com/manufacturing](http://www.cna.com/manufacturing)**

Endorsed by:

