

FOR IMMEDIATE RELEASE

Henderson Insurance expands transportation business with addition of HAL Insurance

REGINA, SK, November 4, 2020 – Henderson Insurance, Navacord’s premier Broker Partner in Saskatchewan and a leader in mid-market commercial insurance and risk management, is pleased to announce its addition of HAL Insurance, effective November 2, 2020. The deal strengthens Henderson’s position in the transportation sector and further deepens their expertise.

Highway Agencies Ltd., now HAL Insurance, was founded in 1955 by the Saskatchewan Trucking Association and maintains a proud history of attracting and developing knowledgeable team members focused on delivering expert advice that’s driven by experience. With roots in the trucking industry, HAL Insurance specializes within the transportation sector and adds their expertise across a range of other products including Commercial, Personal, Farm, and Sports and Events insurance.

“Our mission is to support businesses and organizations across Saskatchewan, and build out our expertise in the sectors that drive the province,” says Dave Reidy, President and CEO, Henderson Insurance. “The addition of the HAL Insurance team—with their wealth of experience, deep relationships, and commitment to knowledge sharing—is a perfect fit.”

The acquisition of HAL Insurance elevates Henderson’s leadership within the Transportation sector and provides HAL with new-found scalability, increased access to markets, and entry into new sectors.

“It was important for us to find the right partner and leader for this next phase of growth,” says Susan Ewart, Executive Director, Saskatchewan Trucking Association. “Henderson Insurance really respects what we’ve built, and together with Navacord, shares our vision for the future. We see this as a tremendous development opportunity for our team and for our clients.”

In the coming months, HAL Insurance will transition to operating under the Henderson Insurance brand, but colleagues, clients, industry associations, and partners alike can expect a continued commitment to service excellence and expertise with the added resources and strength of a national firm.

Saskatchewan has been identified as a key area of growth for Navacord with HAL Insurance representing the fifth partnership in the province over the last 24 months.

“The addition of the HAL Insurance further enhances Henderson’s leadership in the province and supports Navacord’s vision of building the great Canadian brokerage,” says Shawn DeSantis, President and CEO of Navacord. “Two teams of experts with a shared focus on their clients and the future are strong, but we know that they will be even better—and stronger—together.”

About Henderson Insurance

Henderson Insurance's journey to becoming one of Saskatchewan's premier insurance brokerages began in 1965. Today, it is proud to be a second generation Insurance Brokerage with offices in Moose Jaw and Regina. Henderson Insurance manages the risks of clients in Central and Western Canada in the following industry sectors: Agriculture, Transportation, Manufacturing, Construction, Surety Bonding and Automobile, RV and Equipment Dealerships. Henderson Insurance's Mission is to make Companies Better, Families' Futures Safer, and Business Owners' Lives Simpler.

About Navacord

Founded in 2014 and headquartered in Toronto, Ontario, Navacord is one of Canada's top four commercial insurance brokerages and a leader in risk management services with \$2 billion in premiums. From commercial and personal insurance to surety, employee benefits, and retirement consulting, Navacord leverages national strength and a wealth of resources with the local-touch service of industry-specialized Navacord Broker Partners to deliver the trusted advice, expertise and custom insurance solutions our clients need to face the future with confidence.

With a unique ownership model and value proposition, Navacord is the preferred partner for entrepreneurial insurance brokerages seeking to grow as a part of something bigger, while maintaining their distinct identity and culture.

About HAL Insurance

Founded in 1955 as Highway Agencies Ltd., HAL Insurance helps clients find peace of mind. With knowledgeable staff, and a commitment to building strong relationships and a stronger community, we provide individuals and businesses with the right coverage and right advice. Over sixty years of expertise and roots in the trucking industry make HAL Insurance the go-to for Saskatchewan insurance. HAL Insurance drives trust and proves that there is no competition for passion and experience.