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## **Largest Independent Insurance Brokerage in Canada Announces New Regional Manager and AVP in Western Ontario**

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*Canada's largest, privately-held insurance brokerage, Jones DesLauriers Insurance Management Inc., is pleased to announce the internal promotion of Trevor Waldron to Manager, Western Ontario Region and Norm McIntyre to AVP, Alternative Risk Solutions. Both employees will work from the firm's new Cambridge Office to oversee and manage the firm's growing book of business in the Western Ontario Region.*

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Toronto, ON  
(Nov 26, 2009)

Jones DesLauriers Insurance Management Inc. (JDIMI), the largest independent insurance brokerage in Canada, is pleased to announce a new Western Ontario branch, situated in the Cambridge Corporate Centre and opening in January 2010. To maximize the firm's strength, presence and development in this local marketplace, JDIMI has internally promoted two employees to oversee and manage the firm's growing book of business in Western Ontario.

### Trevor Waldron

An Account Executive with JDIMI since 2003, Waldron has been promoted to Manager, Western Ontario Region; He will be responsible for managing the day-to-day operations of the branch, as well as developing and implementing new business growth strategies for this region.

Waldron began his prosperous career in the insurance industry as a Commercial Underwriter at Royal & SunAlliance. He later gained valuable experience at CNA Canada and graduated from the company's USA Training Program, focusing on Cross Border Risks, US Products Liability and US Workers Compensation. Waldron is currently an Account Executive and Partner at JDIMI handling medium to large complex accounts. He is a graduate of the Mohawk College insurance program.

### Norm McIntyre

A Transportation Insurance Specialist with Safety Insurance since 2003, McIntyre has been appointed to Assistant Vice President, Alternate Risk Solutions; He will manage the firm's Polaris Captive relationship with Alternative Risk Underwriting (ARU) of Chicago. Working from the firm's new Cambridge office, McIntyre will collaborate with Glenn Murray and Aaron Nantais, Account Executives and Partners at JDIMI, to expand the team's participation in a captive program that focuses on insuring medium to large trucking operations using alternative risk methods.

McIntyre has over 20 years experience in the transportation insurance industry having worked with both Zurich Canada and Transit Insurance as the Underwriting Manager for Canada. He later formed his own brokerage, which he sold to Safety Insurance in 2003; Safety was purchased by JDIMI in 2008. McIntyre is currently a Transportation Insurance Specialist at JDIMI and focuses on insuring medium to large trucking operations.

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### **About the Cambridge Office**

This new office will be situated in the Cambridge Corporate Centre, a 25 acre business park featuring a mix of office, prestige/flex industrial and hospitality sites. Located at 600 Jamieson Parkway, Cambridge, Ontario, the single storey “drive-up” building can be seen from Highway 401 at Townline Road. JDIMI has selected Cambridge as their new location due to its strategic placement in the heartland of southern Ontario, in Canada’s Technology Triangle (CTT). The CTT is comprised of the urban centres of Kitchener, Waterloo, Cambridge and Guelph making this new location easily accessible and centralized for both existing and prospective clients in the Western Ontario region.

### **About Jones DesLauriers**

Jones DesLauriers Insurance Management Inc. (JDIMI), the largest privately held insurance brokerages in Canada, is committed to offering only the best commercial and personal insurance, financial services and mortgage experience.

The company prides itself on its passion for the industry, as each staff member has a dedicated and sophisticated approach to their knowledge and understanding of insurance and risk. They are dynamic and entrepreneurial in the way they combine industry knowledge, commitment to training, and personalized customer service.

JDIMI has nine offices in Canada to better serve their clients –Toronto (Head Office), Belleville, Ayr, Brampton, Collingwood, Guelph, Ottawa, Port Hope and Red Deer, Alberta.

For more information, visit [www.jdimi.com](http://www.jdimi.com)

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