CargoCover: Protecting Your Clients' Interests
Fast, Easy, Secure, and Convenient

Insure Your Client's Interest

The logistics industry is in a period of rapid change. Client demands, digital technology and intense global competition require logistics and transportation companies to reimagine how they engage with clients.

CargoCover™ provides logistics and transportation companies with a scalable, leading edge and customer-centric cargo insurance solution with 24/7 access to competitive rates and expert advice.

Cargo insurance is designed to provide protection against all risks of physical loss or damage, from any external cause, to goods while in the course of transit. The cargo owner has a vested interest in the shipment arriving safely. Loss or damage caused in transit has the potential to impose great financial loss on a cargo owner. As a logistics provider, one of the best means to help your client protect their financial interest is to offer direct damage cargo insurance.

Why Offering a Cargo Insurance Solution Has Advantages

For You

- You are not absorbing the deductible applicable to each claim under your legal liability policy.

- The cargo policy protects you against subrogated claims. As you are a named insured under the policy, the insurers will not subrogate against you.

- This coverage protects your "legal liability policy" against suits from customers or their insurance companies.

- Dealing with claims costs everyone time and money. With full direct damage cargo insurance, the burden of proof of liability is waived and claims are handled directly between the insurer and the customer.

- Provides a complete service package to your customer and closes doors to possible competition.

For Your Customer

- Provides your customer with value-added service.

- Cost-effective way of protecting the cargo.

- You are protecting your customer as well as yourself.

- Coverage is available for the full exposure and the full value of the cargo.

- Fast and transparent claims settlement process.

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Protect Yourself and Your Customer

All risks cargo insurance is one of the broadest forms of coverage available for the full exposure and the full value of the cargo. The coverage provides protection from "warehouse to warehouse," irrespective of the number of subcontractors involved and includes "Acts of God", terrorism, strikes, riots, and civil commotion risks.

Limitations of liability are not always clearly understood, and the client may plead innocence and expect full payment from you, the logistics provider, should a loss or damage occur. Address the issue of "insurance" prior to shipping the goods and convince the customer that cargo insurance is their best protection option.

Claims are quickly settled based on the "insured value" of the shipment including freight charges and a 10 percent mark-up, if declared. Most importantly, the customer does not need to prove fault or negligence on the part of the at fault party.

> Put simply, cargo insurance provides a cost effective way of covering your customer cargo, as well as protecting yourself for physical loss or damage to goods in transit. It provides a value added solution and helps differentiate you from your competition.

CargoCover Highlights

- **Free and Easy Registration:** CargoCover is a no risk proposition. Register online at www.cargocover.com to obtain instant rates with no obligation or minimum volume requirements.

- **Competitive Rates:** Through key partnerships and a streamlined process CargoCover offers cargo insurance coverage at exceptionally competitive rates plus benefit from no minimum annual premiums; simply pay for the coverage you use.

- **Issuing Certificates:** Secure electronic certificates are printable and can be downloaded, saved or sent to your customers.

- **Customer Support:** Technical support is available 24/7 plus specialized broker support is available during regular business hours.

- **Convenient Claims Management:** CargoCover has integrated with one of the leading marine and transit claims specialists, providing real time claims reporting and monitoring, greatly improving the speed and efficiency of the entire claims process.

How To Protect Yourself

1. Discuss insurance with the customer.

2. Should they not wish to carry insurance, outline the limitations of payment as outlined in the Bill of Lading.

3. Should they still decline to insure the shipment, request a written declination.

4. Document your files at all times. This will prove useful in any claims action against your legal liability policy.

Additional Products

Beyond cargo insurance, Marsh offers additional lines of transportation insurance for Freight Forwarders (NVOCC), Third Party Logistics Providers (3PL's), Common Carriers (Ocean and Truck) and Load Brokers. Please visit www.cargocover.com for more information.

Getting Started with CargoCover™

Learn more about this innovative digital cargo insurance solution. Simply visit www.cargocover.com or speak directly with a Marsh JLT Specialty CargoCover team member: +1 877 755 4934 or email us at cargocover@marsh.com to register.