

### **WHY SHOULD YOUR CLIENT HAVE HIS OWN OCEAN CARGO POLICY?**

This journal and the next one are dedicated entirely to the reasons you will use in selling your insured a marine policy.

Marine insurance, covering an international transaction, may be arranged by either the exporter or importer depending on the terms of sale, which is ever so crucial in the placement of marine insurance.

Marine insurance being such a competitive business, calls for the guidance and expertise of the broker/agent to advise his client as to which policy will best fit his needs. After the broker/agent have canvassed the marine insurance market, underwriters will work with the broker to tailor make the terms of coverage and issue the policy.

Under sales whereby the buyer is obliged to arrange a portion of the insurance protection, there often will be different contracts in effect for certain portions of the “warehouse to warehouse” movement. The open ocean cargo policy “Warehouse to Warehouse” coverage with a single underwriter eliminates having to determine which insurer is responsible should a loss occur, particularly concealed loss or damage.

The open cargo policy, usually with war and strikes cover added, is a continuous contract designed to automatically insure all the assureds shipments that move at their risk. Shipments are reported as soon as practical usually on a monthly basis and premiums paid at that time. Failure to do so does not void coverage and such shipments are held covered subject to policy terms.

#### ***To sum up, these are the advantages of having your own ocean cargo policy:***

- 1) Automatic “warehouse to warehouse” protection is provided with proper terms of insurance specifically designed for the assured’s goods and methods of shipment.
- 2) Canadian dollar insurance protection reduces the probability of misunderstandings, correspondence and elapsed time in connection with handling claims. Claims are paid in Canadian Dollars; this practice facilitates prompt replacement of goods, improving trade relations.
- 3) Rates will be competitive and reflect the assured’s own experience.
- 4) Worldwide claims service available by claims representatives appointed by the Canadian Underwriter.
- 5) Finally, the assured has all the advantages of dealing through his own broker or agent; prompt personal service, dependability, convenience and the freedom to choose his/her own insurance company.