



### 4 TOP ADVANTAGES OF 1ST-PARTY OCEAN CARGO COVERAGE

1. Tailored coverage
2. Greater transparency
3. Lower pricing opportunities
4. More responsive claims resolution

## A BETTER WAY TO PROTECT YOUR CLIENTS' GOODS AND THEIR WALLETS.



Businesses can lower their shipping insurance costs and secure a policy that better fits their exposures — while getting a more responsive claims resolution.

### CAREFUL ATTENTION TO UNIQUE EXPOSURES

Many businesses aren't aware of the greater flexibility, transparency and lower pricing opportunities available through first-party ocean cargo insurance.

Certain businesses in particular should consider ocean cargo insurance. These include:

- Manufacturers
- Technology companies
- Wholesalers and distributors
- Installers and processors

When businesses purchase coverage through their shipping carrier or freight forwarder, their shipment is often grouped in a commodity rate. This can leave them with insufficient coverage, depending on the actual value of their goods.

### BETTER COVERAGE FOR THEIR DOLLARS

Switching to a first-party ocean cargo policy provides the ability to tailor coverage based on a business's specific exposures.

The Hartford's Ocean Cargo Choice® policy provides broad coverage for damage to goods being shipped by air or sea. Coverage is tailored according to the terms of sale, whether the exposure is primary or contingent.

### PROOF OF NEGLIGENCE NOT REQUIRED

A business simply needs to show loss or damage to its shipment for the ocean cargo policy to respond. Proof of negligence is not required.

### NO MIDDLEMAN, NO EXTRA FEES

Also, by purchasing their own policy, businesses can avoid extra fees from freight forwarders, shipping brokers and other middlemen. In short, they can purchase more precise coverage at a lower cost.

## OCEAN CARGO INSURANCE: KEY CONSIDERATIONS

1. **Replacement coverage?** Buying ocean cargo coverage through a steamship, air cargo or express carrier may not cover full replacement value of a customer's goods. While most freight forwarders offer full value coverage options, the rates are typically higher than for comparable coverage from a business's own insurer.
2. **Limitations or exclusions?** Coverage offered by a freight forwarder may include certain exclusions and limitations that result in policyholder obligations for the business if a customer's goods are lost or damaged.
3. **Gaps in coverage?** Freight forwarders often insure each shipment separately port to port. There may be no coverage if a shipment placement is overlooked. A better alternative is The Hartford's Ocean Cargo Choice "all-risk" policy, which:

- Covers every type of cargo being moved legally anywhere in the world, by any conveyance means, with no advance reporting requirement
- Can extend to warehouse and transshipment locations

4. **Claims handling?** Businesses, such as foreign manufacturers of parts sourced for U.S. manufacturing, typically use foreign insurers in their own countries, which can complicate claim resolution. A manufacturer that secures shipping coverage from its U.S. property package insurer has the benefit of working with its local broker, as well as the protection of applicable state laws in the event of a problem. The Hartford Marine has dedicated marine claims adjusters ready to assist if the unfortunate happens. Leave the headaches of subrogation to us.

## SPECIALIZING IN MARINE RISKS

In this age of global trade, the uncertainties and complexities of a business's shipping-related risks are best handled by experienced marine underwriters.

"Our marine team has decades of experience in addressing our customers' specialized cargo protection needs," said David Higley, vice president of The Hartford's Marine insurance practice.

Dedicated marine underwriters in The Hartford's offices across the country,

as well as experts in risk control and claims management, work closely with agents in designing tailored cargo programs for clients.

"When losses do occur, our network of international claims adjusters is ready to jump into action when and where they are needed to make the claims process significantly easier for our customers," said Higley.

He added, "Marine is a sweet spot for The Hartford. Agents can feel confident placing their clients' business with us."

To learn more, visit [thehartford.com/marine](http://thehartford.com/marine), or email us at [commercialmarine@thehartford.com](mailto:commercialmarine@thehartford.com).

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