



# Cargo Secure

Rethinking cargo insurance



[www.sgicanada.ca](http://www.sgicanada.ca)





We are listening to customers.

Until now cargo insurance has been complicated, often filled with restrictive fine print, insufficient coverage limits, and a variety of exclusions that cause confusion and dissatisfaction for customers. The trucking industry has changed so much in the past 40 years; unfortunately cargo insurance has not kept pace.

Customers want us to do better. We agree.

# We call it Cargo Secure.

## Building better cargo insurance

In developing Cargo Secure, we wanted to rethink cargo insurance coverage from the ground up. Most cargo insurance policies were developed decades ago around the idea of insuring only the minimum requirement of the law, and had very little to do with addressing the needs of the trucking industry.

Often forgotten in the equation is that your customer is buying cargo insurance to not only protect their interests but to also protect their customers' interests.

Cargo Secure takes a different approach.

Starting with a critical review of the motor truck cargo product, we eliminated a number of exclusions often found in other cargo insurance policies, like: insufficient or defective packing; collision with a road bed or railway ties; mysterious disappearance; shortage upon taking inventory; and goods carried gratuitously, to name a few.

Then a number of innovative, value-added benefits were added to make the motor truck cargo product even more customer- and business-friendly. They include:

**Experience** — We formed a National Underwriting Team who is dedicated to fulfilling our industry-leading service commitment to our Broker partners.

**Blanket vehicles/blanket commodities** — Gone are the days of having your customer call you at the last minute to add a vehicle or check if they can haul a particular commodity under their policy. This feature saves you and your customer time with annual adjustments to the policy, as needed.

**Valuation clause** — No declared value on the Bill of Lading? No problem. Cargo Secure goes beyond the minimum liability required by law. Instead your customer is insured for the actual cash value of the goods being shipped, so they can just pick up the load and go.

**Primary and Contingent Protection** — Besides traditional land-based transportation methods, Cargo Secure now covers regularly scheduled airlines, ferries, rail cars or transfer barges, meaning your customers can move goods seamlessly from coast-to-coast-to-coast in a variety of ways. It's their choice.





# We have a leg up on the competition.

## Expanded coverage

## Important benefits

## Less fine print

## Preferred pricing

**In Transit broadened** — Trucking companies often face two no-coverage realities when shipping someone else's goods: having to take responsibility for a load before picking it up and the load being rejected at its destination. Cargo Secure protects from the moment they take responsibility for a load until that responsibility ends, whether it's on their truck or not.

**Mechanical breakdown** — Simplified and streamlined to be more user friendly, we eliminated the need to log temperatures by a driver. They just need to fuel it, lubricate it and operate the reefer unit as it was intended by the manufacturer and they're good to go.

**Contractual penalties** — Couldn't get the load delivered on time because of an insured loss? Cargo Secure covers contractual penalties your customer might be assessed as a result.

**Terminal coverage** — Can't deliver the load until Monday morning? Cargo Secure automatically provides up to \$100,000 in coverage (higher limits are available) at owned or non-owned locations for up to 30 days or until a warehouse receipt is issued, whichever happens first.

**Enhanced commodity feature** — Cargo Secure automatically provides up to \$25,000 in coverage (higher limits are available) for the following commodities:

- Alcohol and tobacco products
- Livestock
- Paintings, statuary and fine arts

**Chains, tarps, straps and onboard electronics** — Your customer gets up to \$25,000 to cover the equipment they use to keep the load secure within, or on, their truck and/or trailer.

**Set up and dismantling** — Cargo Secure covers loss or damage caused by the set up or dismantling of equipment in conjunction with an insured load (most typically in the oil and gas industry).

## ▾ Cargo insurance scorecard

Don't be fooled into thinking that all cargo insurance policies are the same. Use this tool to compare the Cargo Secure product with others on the market.

Coverage Description	Cargo Secure	Other coverage
<b>Standard Protection</b>		
All-risks coverage	★	
Blanket vehicles	★	
Blanket commodities	★	
Loading and unloading included	★	
\$100,000 30-day warehouse (owned or non-owned locations)	★	
Erecting, dismantling or installing (in conjunction with In Transit)	★	
Goods of others	★	
Owned goods	★	
\$5,000 per loss / \$25,000 annually for contractual penalties	★	
\$25,000 debris removal (in addition to what is already provided)	★	
Defense costs included	★	
\$25,000 freight charges	★	
Liberalization clause	★	
Cross liability clause	★	
\$5,000 theft or hijacking reward	★	
Enhanced valuation clause (actual cash value) included	★	
Enhanced definition of In Transit included	★	
Mechanical breakdown coverage	★	
\$25,000 alcohol and tobacco limit	★	
\$25,000 livestock limit	★	
\$25,000 painting, statuary and fine arts limit	★	
\$25,000 tarps, chains, straps and onboard electronics limit	★	
Primary and contingent coverage included	★	
<b>Optional Protection</b>		
Consequential loss expense	Available	
Contractual penalties (enhanced)	Available	
Employee theft, including by owner/operators	Available	
Non-owned trailers and shipping containers	Available	
Accidental blending	Available	
Enhanced set or part clause	Available	
Warehousemen's Legal Liability — paired to cargo coverage	Available	
<b>Value Added Service</b>		
National motor truck cargo underwriting specialists	★	
National and international claims adjustment	★	
100% Canadian-owned insurer	★	
<b>Premium</b>		
Limit of insurance for cargo	\$	\$
Premium cost	\$	\$

This is a general description of coverage available. Actual policy conditions govern.

Make sure you're covered.



# Optional features

**Accidental blending** — Unique to Cargo Secure, if the customer happens to mix a load like grain, fertilizer, fuel or any other commodity that is devalued by accidental blending, they're covered for up to \$25,000. Accidents happen. That's what insurance is for.

**Employee theft coverage** — Many owners don't know that most cargo insurance policies exclude employee theft. Even if the customer purchases separate coverage for employee theft, they are still not fully protected since independent contractors like owner/operators are not considered employees. Cargo Secure lets your customer add coverage for theft by employees and owner/operators.

**Non-owned trailer/container damage** — Sometimes the trailer is also the cargo. If the customer moves non-owned trailers or shipping containers, this covers physical loss or damage incurred while in due course of transit.

**Set or partial set coverage** — If there's loss or damage to one or more parts of an entire set that can't be repaired or replaced (like a sofa as part of an entire living room suite), the entire value of the set is covered — not just the value of the sofa. Any trucking company that may haul a commodity in separate parts should consider this coverage.

**Warehousing coverage** — If the client provides any warehousing service, the SGI CANADA Warehousemen's Legal Liability Rider (B-80) has been refreshed to nicely pair with Cargo Secure and provide the customer with seamless insurance protection.

**Consequential loss expense endorsement** — The customer is hauling a load on one or more trailers and part of the load sustains repairable damage which is covered by the B-700 Rider. The customer attempts to make delivery of the undamaged portion of the load, but the receiver will not accept delivery of the partial load, for whatever reason, and instead wants delivery to occur when repairs are complete and the entire load is whole again. This leaves the customer having to arrange temporary storage for the undamaged portion of the load until such time as the damaged portion is repaired and the load is again whole. These extra expenses incurred by the customer, including but not limited to temporary storage fees and transportation costs, would be covered by the consequential loss expense endorsement.

This coverage would be of interest to trucking companies who haul one-of-a-kind equipment, or any load that could not easily be replaced.

**Contractual penalties (enhanced) endorsement** — This endorsement replaces the contractual penalties coverage included within Cargo Secure. It indemnifies the customer for written contractual penalties arising from late or non-delivery of the cargo; delivery errors; or failure to obtain a written receipt for the delivery of the cargo.

There is no requirement under this endorsement for there to be loss or damage to the cargo for coverage to apply.



# Choosing better cargo insurance

Cargo insurance is about protecting your business and protecting your customer. Cargo Secure is specifically designed to do just that. Here's how:

## Protecting your business

**Broad coverage** — This means covering as much as possible from the get go.

**Fewer exclusions** — We really are reducing the fine print.

**Flexible deductibles** — Your customer can decide how much a claim will cost them.

## Protecting your customer

**Efficient claims** — Time is money. Cargo Secure provides fast, fair and efficient claim service.

**Financially secure** — No matter how big the claim, we have the financial stability to honour our obligations.

**Qualified claim adjusters** — Adjusters with years of experience are at the ready to treat you and your customer right.

Cargo Secure delivers peace of mind on time, every time.

# Choosing a better insurance company

SGI CANADA is a subsidiary of a 100% Canadian-owned company that employs 2,000 people in five provinces. We've been doing business for 70 years through an independent broker network.

## Ask your broker.

Make sure you have the right protection for your business when you need it.

Your SGI CANADA broker is an independent insurance professional who provides:

- friendly, personal and expert advice
- insurance coverage that's right for you and your business
- helpful claims assistance

See your broker to discuss which SGI CANADA Cargo Secure coverage options are right for you.

This is a general description of coverage available. Actual policy conditions govern.

**SGI** SGI offers its competitive property and casualty insurance products through through SGI CANADA and its subsidiaries: SGI CANADA in Saskatchewan, SGI CANADA Insurance Services Ltd. in British Columbia, Alberta, Manitoba and Ontario. Visit [www.sgicanada.ca](http://www.sgicanada.ca) for more information.

