



CARGO THROUGHPUT SOLUTIONS

SENSIBLE, SMART, SIMPLE AND
SEAMLESS MARINE INSURANCE



CARGO THROUGHPUT SOLUTIONS

Specifically designed for any size of import and export business, Cargo Throughput Solutions is revolutionary in the Marine market as it does not incorporate any Institute Cargo Clauses within the wording.

At RSA, we are constantly refreshing our delivery and products to make it easier for you to do business with us. We've listened to our brokers and customers, and now offer Cargo and Stock Throughput policies written on an All Risks basis in plain English to reflect your needs.

Typically, Marine Cargo policies refer to the 'Institute Clauses', which can be difficult for non-specialist brokers to decipher, and may not be the most suitable method of covering goods in store.

Unlike other marine insurance policies, our Cargo Throughput Solutions product:

Is written in plain English – with clear and concise extensions, conditions and exclusions.

Does not refer to Institute Clauses, so there's no need to check multiple clauses to determine cover levels – just the policy wording and schedule.

Is specifically designed to cater for storage exposures, with this cover on an 'All Risks' basis, rather than as an extension to Institute Cargo Clauses.

Provides a seamless cover for cargo and storage exposures.

Offers great standard cover and limits, plus a range of additions, to meet the needs of businesses.

The product can also be used for stand-alone cargo business (without storage cover).

As this is quite a departure from tradition, we understand that you may need a little reassurance so we're happy to guarantee that:

Any loss recoverable under Institute Cargo Clauses (A) will be covered by our new policy.

There will be no diminishment in cover between this policy and one underwritten subject to Institute Cargo Clauses (A) under our Simply Cargo policy form (unless specific terms have been negotiated for individual risks).

If the Assured's previous policy provided coverage beyond Institute Cargo Clauses (A) via the underlying policy wording, such cover may already be provided by our new policy or be capable of being provided by extension.

GREAT FOR BUSINESSES AND BROKERS

Cargo Throughput Solutions provides seamless cover for goods, from raw material to finished products in transit anywhere in the world, including whilst stored at own or third party premises.

Any business – from SMEs to multi-nationals – importing and exporting any type of goods can benefit from stock throughput insurance. And now it's more accessible than ever with 21st Century wording that removes the perceived complexity of traditional Marine Cargo insurance.

This product is designed to support brokers who do not handle Marine on a day-to-day basis – if you have an RSA agency we can trade.

EXCELLENT SUPPORT, RISK MANAGEMENT AND CLAIMS PROCESS

RSA Regional Marine has specialist and dedicated underwriting and claims teams with a wealth of experience. Our Marine Development Managers lead our broker relationships, offering support and training as required. We have dedicated in-house Recoveries and Risk Management teams able to provide advice and guidance. We also offer generic risk management material via our 'How To' documents.

We are proud of our quick and efficient claims process, which includes a Fast-track service on claims up to £10,000. We can also offer interim claim payments for claims exceeding £10,000.



OUR WORDING

When reviewing the policy wording you may notice that the layout and referencing differs from some of the common Marine market wordings.

We have identified some of the main queries you may have with this new wording and highlighted how the policy provides cover for some common Marine Cargo clauses that we have removed.

This is not intended to be a comprehensive comparison between our new policy and traditional Marine Cargo wordings. Should you have any additional queries, please do not hesitate to ask your usual RSA Marine contact.

Accumulation	Where other insurers may include an Accumulation Clause, we automatically double the highest conveyance limit to cater for the accumulation of goods in the ordinary course of transit.
Cargo ISM Endorsement (JC98/019)	This is an exclusion commonly found in Marine Cargo policies, which does not appear in our wording.
Cargo ISM Forwarding Charges Clause	This cover is automatically included under our Arrested and/or Detained vessel extension.
Container Damage Clause	This cover is only required where the Assured contracts directly with the container's owners and can be included where required, with the extension tailored to meet the Assured's individual requirements.
Demurrage	Should the Assured incur late charges in respect of hired equipment held back at our request to enable us to investigate and/or minimise a loss, the demurrage costs would be settled by ourselves as part of the claim, and therefore no additional clause is required.
Difference in Conditions on CIF Shipments	Marine wordings as standard tend to provide cover for: <ul style="list-style-type: none">• Circumstances where the Assured is not responsible for insuring the goods, but as a buyer/seller they may gain or regain an interest in the goods during transit.• Where the insurance effected on the Assured's behalf is more restrictive than that which is provided for under this policy. We cover these exposures under the 'Buyers' and/or sellers' contingent interest extension.
Engineers and Sales Representatives Tool Samples and Equipment	This cover is automatically provided within the definition of the 'subject matter insured'. Specific policy limits for this element of cover will also be detailed within the policy schedule.
Fumigation	The policy provides cover where fumigation is undertaken in order to minimise a loss (and not following customary and/or routine procedures) and causes subsequent damage.
Insolvency of Shipowners	This is an exclusion commonly found in Marine Cargo policies, which does not appear in our wording. However, where the Assured arranges their own shipments, we would expect them to take all reasonable precautions to ensure the solvency of the ship owner.

Installation	On occasion, the Assured may require cover for damage incurred whilst a piece of machinery is being installed following transit. Whilst not automatically provided, if required, the policy can be extended to include this cover. Any extension of cover would be tailored to meet the Assured's individual requirements.
Packer's Premises	Where this falls in the ordinary course of transit, cover is provided for goods at third party premises for packing.
Pollution Hazard	The policy provides cover for loss of, or damage, to the subject-matter insured caused by any authority taking action to prevent pollution.
Presentation Packing and Trade Marked Cartons Clause	This cover is provided for within the "General Terms" section under "Labels and Packing".
Removal of Debris Cover	This provides cover for costs incurred in the transhipment/removal/clearance/disposal of debris following a recoverable loss up to a sub-limit of £50,000.
Returned Goods Clause	Returned goods fall under the definition of the subject-matter insured and are therefore automatically insured by the policy.
Seals Intact Clause	Sometimes a container is delivered with the external seals apparently fully intact, but upon opening the container losses are discovered. This cover is provided for within the "General Terms" section under "Concealed Damage".
Termination of Transit Clause (Terrorism)	Cover for terrorism is provided whilst the subject-matter insured is in the ordinary course of transit. Where the subject-matter insured is stored, or at exhibition, terrorism cover is limited to £100,000. We can consider increasing this limit on a case by case basis.
Testing and Sorting and Segregation Clause	We would consider testing, sorting and segregation of damaged goods as part of minimising a loss under the policy. We would anticipate our Claims Team being engaged in this process with the costs incurred included within the claim.
Unauthorised Occupants Clause	If the subject-matter insured is damaged by stowaways then the loss is covered within the standard scope of cover provided by the policy.

FREQUENTLY ASKED QUESTIONS

Why are we now using Definitions?	RSA offer a wide range of policies under the Marine umbrella which use common terms. By defining these terms within each of the policies, it provides a consistent approach across our products and also provides clarity for the Assured and the Broker.
Is loss of profits / consequential loss cover available?	We do not automatically provide cover for consequential loss or loss of profits, but we can consider these on a case by case basis.
Is unspecified storage cover available?	We do not automatically provide cover for unspecified storage as we prefer to consider any request on its individual merits and based on the Assured's requirements. The cover provided would then be detailed within the policy schedule and be specific to our Assured.
Is cover available for non forcible and violent theft whilst in store?	Cover is available for this risk whilst goods are stored at third party premises subject to a sub-limit of £25,000.
Goods in store must be in a permanent building of substantial construction, what does this mean?	This is any building designed to be used to store goods built to a standard that will, under normal conditions, keep the goods safe from loss.
Is cover available for overseas storage?	Yes.
Losses at exhibitions and whilst in store exclude damage sustained during and resulting directly from any process, what does this mean?	The policy will not cover any loss due to the subject-matter insured undergoing any process (such as a production, treatment, testing, demonstration, service or repair). However, this exclusion only applies to the item(s) undergoing the process and does not exclude loss to other subject-matter insured caused by the initial incident.
Are Profit Commission Clauses available?	Yes, on a case by case basis.
Does the vehicle security apply to all vehicles?	The vehicle security requirements only apply to vehicles and trailers owned or operated by the Assured or any employees. They do not apply to third party vehicles.
What happens if the Assured has a claim abroad?	We have claims settling agents all over the world and will advise the Assured which agent is best placed to deal with their loss.
What happens if the Assured needs a local policy overseas?	We have an extensive network of companies all over the world that are able to provide local policies when required. We will ensure that the overseas policies are set up to meet local requirements and therefore protect the Assured from potential issues that can occur with overseas cover.
Can certificates be issued to comply with a letter of credit?	Yes. We recognise that international trade may require an Assured to issue certificates under a letter of credit using Institute Cargo Clauses and have catered for this within the policy.
If the sub-limit in the policy doesn't fit the business needs of the Assured can we change it?	Yes, all limits under the policy may be increased if required.



Any questions? Speak to your usual RSA contact to find out more.

Chris Caldwell
0121 600 1704
christopher.caldwell@uk.rsagroup.com

rsagroup.com

Royal & Sun Alliance Insurance Ltd (No. 93792). Registered in England and Wales at St. Mark's Court, Chart Way, Horsham, West Sussex, RH12 1XL. Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

UKC04355 3/14A