

# VÉZINA FLASH

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## MARINE INSURANCE – DO I REALLY NEED IT?

**Is your property in transit well protected?** Is the “Property in Transit” coverage under your commercial lines property policy sufficient for your needs? While **Commercial lines property** policies cover domestic shipments via land conveyances and/or air shipments, **shipments of goods to or from overseas are best covered with an Ocean Marine insurance policy.** Is there a need for **Ocean Marine** insurance? Regardless of your terms of sales, you have an insurable interest in a marine venture when you stand to benefit from the safe arrival of the goods or be prejudiced by their loss.

**So what is Ocean Marine Insurance? Ocean Marine Insurance protects your goods and merchandise from perils of the sea while in transit by ocean carriers.** It is designed to provide coverage for International ocean and/or air shipments including the land connecting conveyance transits. Ocean transport engenders its own set of perils. Goods are loaded and transshipped and therefore generally handled many times during shipment.

**An Open Ocean Marine Insurance is designed to provide coverage throughout this process.** It contains a “Warehouse to Warehouse” coverage with a single underwriter eliminating the necessity to determine which Insurer is responsible should a loss occur.

**Why is an Open Ocean Marine Policy vital to your business? An Open Ocean Marine policy reduces your exposure to a financial loss.** You can carry on your business without worrying about having to contract insurance for every shipment you make or whether insurance cover is obtainable and face any future charges. **You get peace of mind knowing that your shipments will be covered automatically.** Shipments are reported as soon as practical and premiums paid at that time. Failure to do so **does not** void coverage. Shipments are held covered subject to policy terms.

**Purchasing your own policy puts you in control of the coverage options and the costs.** This enables you to more accurately control your future premium levels and cost projections, allowing a more accurate budget process.

**Do Freight Forwarders provide you with the most cost efficient insurance coverage?** Freight Forwarders deal with diverse commodities and trades for a variety of customers. Their insurance pricing along with the terms of acceptance reflect their past history. **Why rely on a contract which was tailored for someone else’s claims experience and specific needs?**

A further issue: who actually insures the goods? The rating of some insurers may not compare favorably. The protection of your business is important and knowing that you have chosen to deal with an Insurance company with a solid financial background is reassuring.

**Should you sustain a claim, does a Freight Forwarder have your best interest in mind?** Relying on the coverage offered by a Freight Forwarder may mean having to rely on an insurance company who may not speak or even provide a policy in your language. What is their worldwide claims network? Is it adequate in terms of your needs? Will your claims be managed in a diligent manner and by whom? **Who will defend your interests in the event of any discrepancies or problems?** Long delays, confusion and above all unnecessary ambiguities could occur with foreign claims management. As well, the claims payment may not be in the currency you desire! **Your Vézina Account Executive can ensure that a worldwide claims service is provided by claims representatives appointed by the Insurance Company we have chosen together.**

**What are the advantages of using Vézina’s expertise?** As Marine insurance is a competitive business, you require the guidance and expertise of an insurance broker to advise you on which policy best fits your needs. **Your Vézina Account Executive** can help you identify the appropriate Marine insurance market and work with underwriters to tailor the terms of coverage and issue the appropriate policy specifically suited to your individual organization. Our expertise enables us to offer innovative risk solutions, protect your interests and keep you informed of important developments.

To consult “Back issues”, please go to our web site [www.vezinainc.com](http://www.vezinainc.com)



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