



TAKE ADVANTAGE OF INTEGRO'S COMPREHENSIVE ONLINE CARGO INSURANCE TRAINING

After years of development, Integro's Transportation & Logistics Practice is pleased to offer the first interactive cargo insurance training module of its kind. Designed to increase your profits while educating your team, it's easy to use and will help you strengthen relationships with your shippers.

How Does Cargo Insurance Training Help Your Business?

Shippers do not appreciate the dangers of shipping the way you do. Until a problem arises, they are unlikely to have given much thought to the financial consequences that result from loss or damage to their products while moving in the supply chain. That's where you come in.

After completing Integro's interactive tutorial, your team will know more than some insurance professionals about cargo insurance and carrier liability. They will be knowledgeable on the subject and able to impart this insight to your customers. In turn, their confidence and loyalty will solidify your position as a trusted advisor.



As an added bonus, if you educate your customers properly, many of them will want you to arrange their cargo insurance. So in addition to building better customer rapport, you could see an increase in profits.



- Determining Insured Value
- General Average Example and Review
- Carrier Limits of Liability and Defenses
- Typical Commodity and Geographic Restrictions

What Makes This Training Easy to Use?

This convenient, flexible and robust training offers:

- 24/7 on-demand course access
- Chapter assessments
- Final exam and Certificate of Completion
- Printable Cargo Insurance Handbook for future reference

In addition, its management and compliance features include:

- Lower training costs
- Access to Management Reports and Controls that allow you to:
 - Receive automated notification of enrollment/completion of courses
 - Build private ad-hoc reports
 - View dashboards with drill-down reporting



Carrier Limited Financial Responsibility

Intermediary or Type of Carriage	Governing terms, Treaty or Regulation	Financial Liability
Ocean Carriers	Carriage of Goods by Sea Act	\$500 per Shipping Unit
NVOCC	Carriage of Goods by Sea Act	\$500 per Shipping Unit
International Air Carrier	Warsaw Convention or Montreal Protocol	\$8 USD per kilo/ approx \$28 k
Int'l Indirect Air Carrier	Warsaw Convention or Montreal Protocol	\$8 USD per kilo/ approx \$28 k
Truckers (USA)	Carmack Amendment ¹	no uniform contract (.30 lb)
Domestic Air Carriers		no uniform contract (.30 lb)
Rail Carriers	ICC Termination Act	no uniform contract
Express Couriers	Own terms & conditions	Typically \$300 per Package
3 PL's/Warehouse Operators	IRMA terms & conditions	Varies - multiple of base-rate
Customs Brokers	NCBFAA terms & conditions	\$50 per shipment or as agreed
Freight Forwarder	NCBFAA terms & conditions	\$50 per shipment or as agreed

Click on the charts to view the complete financial limitations and click on the blue boxed words for definitions.

How Do I Get Started?

Contact your Integro representative today to start enjoying the benefits of this convenient, powerful and flexible training tool.

Philip DiChiara

Global Transportation & Logistics Practice Leader

philip.dichiara@integrogroupp.com

What Topics does the Training Module Cover?

Topics covered include:

- How to Sell Cargo Insurance to Your Clients and Why They Need It
- Risks Faced by International Shippers
- All Risk vs. With Average vs. FPA
- When Coverage Begins and Ends
- Why Shipping Methods Matter