



# Identifying Cargo and Carriers Insurance Opportunities

Marine insurance isn't just for ships. It covers goods in transit whether by sea, air, road or rail and includes the people, businesses and vessels involved in moving them.

It's an essential part of the risk conversation.

**Many Australian businesses have an exposure which could be protected by a Marine insurance policy.**



[Read the full article](#)

## Does my client need Cargo or Carriers insurance?



### Cargo Insurance

For those who own the goods such as importers, exporters, manufacturers or distributors who want protection for their items in transit.



### Carriers Insurance

For those moving the goods such as transport operators who want protection from claims made by the cargo owners if something goes wrong.

## Marine risks - more common than you think

If a business buys, sells, trades, builds, repairs or transports anything whether physical or digital there's likely a marine risk and an NTI product that fits.

## What does Marine cover look like?

Product	Covers
<b>Cargo Insurance</b>	Inland transit, import and export, tools of trade
<b>Carriers Insurance</b>	Accidental damage, insured perils, legal liability
<b>Marine Liability</b>	Liability for marine trades
<b>Commercial Hull</b>	Passenger vessels, working craft, small watercraft

# Smart cover means fewer gaps

When multiple parties and policies are involved carriers risks can get complex. That's why NTI products are designed to work together.

## What's the benefit?

Coordinated claims handling across policies. No gaps, no confusion, just fast and effective support when it matters most.

## Know your Incoterms

Incoterms are global trade rules that determine who is responsible for goods at each point in the journey

They help establish

- Who bears the cost and risk
- Who arranges the insurance
- When and where risk transfers from seller

### Two common examples

#### FOB - Free on Board

Risk transfers to the buyer once goods are loaded onto the vessel

#### CIF - Cost Insurance and Freight

The seller covers the cost and insurance while goods are in transit until arrival at the buye

## When to ask the Marine question

1. Is the client being paid to move goods? - **Carriers Insurance.**
2. Is the client sending, receiving or buying goods they need covered? - **Cargo Insurance**
3. Is the client operating on water? Vessels, marinas, marine services? - **Hull Insurance or Marine Liability.**



They may already hold policies like Motor Fleet or Public Liability but marine exposures often go unnoticed

## Let's make it simple

Marine insurance doesn't have to be complicated. NTI's specialists can help you identify and place the right cover for your clients. Reach out to your NTI representative to explore coverage options, tailor a package, and access tools through our Broker Hub.

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