

The Expert Voice in Marine Cargo Insurance

With over sixty years sector experience, a&b is one of the UK's most respected brokers within the marine cargo insurance industry. As well as pioneering the UK's first online platform for obtaining cargo insurance, in the form of www.freightcover.com, the company is also a regular editorial advisor on matters affecting the industry, thanks to its longstanding links with both freight forwarders and insurance providers alike.

Special Report: Deregulation

Many in the freight industry have been celebrating recently following the Treasury's announcement that insurance is once again to become deregulated. But while the move may be a positive boost to the industry, what does it mean in practical terms for UK freight-forwarders?

Not Yet

Firstly, it is important to remember that all that has happened so far is an announcement of intent. Legally freight forwarders are still governed by the FSA until at least February and that's only if the relevant legislation goes through without delay or contest. With this in mind, freight-forwarders should not be too hasty in putting together an insurance package until all the facts are in.

FSA Still There

Another key fact is that if and when the legislation does go through to deregulate insurance for the freight industry, this does not necessarily mean that the FSA will no longer have a role to play. It is likely that the FSA, or other authoritative bodies, will still be able to investigate freight forwarders if a complaint is raised regarding cover provided.

No Protection

Any insurance package developed therefore stills needs to meet the quality demands previously required by the FSA particularly as while most liability policies for freight forwarders do contain Errors & Omissions extensions, they do not cover forwarders for mis-selling insurance.

Help Wanted

Given the time and effort required to ensure that insurance packages are up to scratch, not to mention the administrative burden associated with ongoing account maintenance, many freight forwarders are reluctant to incorporate such measures into their service suite despite deregulation. But not wanting to miss out on the opportunity, many are seeking alternative solutions. It is here that a&b can help. Freight forwarders can take advantage of a&b's expertise by offering their clients insurance via the broker's cargo division, relieving the administrative burden and pressure for professional accuracy whilst retaining an income stream.

Deregulation Check List – Which Are You?

1) I already offer my customers insurance having met the requirements specified by the FSA before the announcement on deregulation.

There is no need for you to alter your business practices in response to the announcement.

2) I couldn't spare the time or expense required to comply with FSA regulations but will implement an insurance offer once the deregulation legislation has gone through.

If time and money were an issue before, they still will be. Creating a comprehensive insurance package takes both if it is to be done properly. Failure to do this could result in costly claims and unhappy customers. Outside help in this case is a useful alternative. a&b has the experience and knowledge to ensure that a suitable insurance offer can be established without impacting on existing company resources.

3) I don't really have the resources to offer insurance to my customers but am worried that I'll lose out to those freight forwarders that can.

a&b has a package that is precisely for companies like yours. Get in touch to find out more.

If you would like any further information on deregulation, or on any insurance issues affecting the cargo industry, please contact:

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