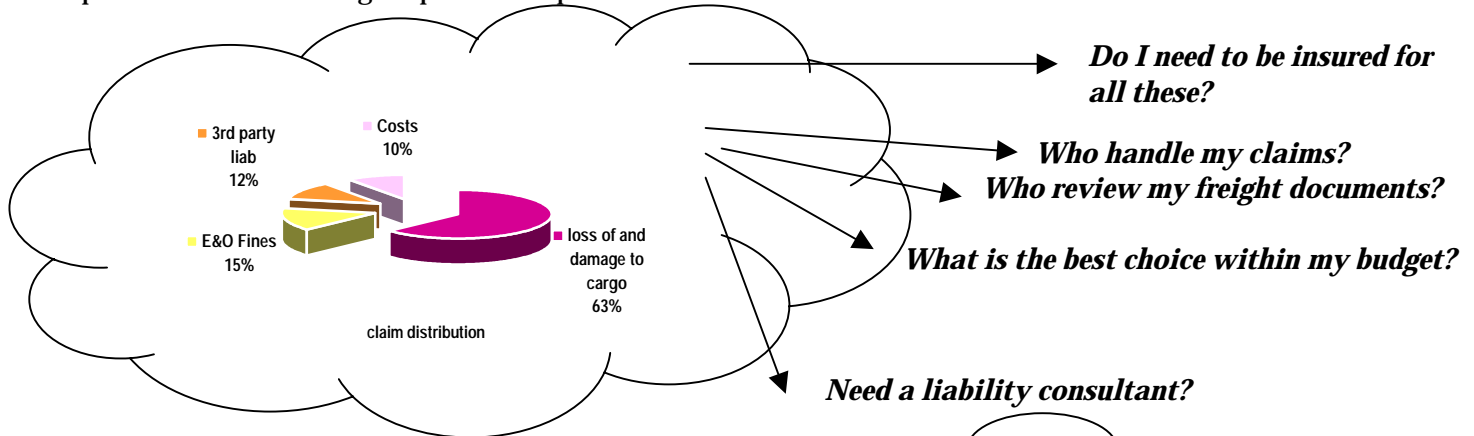


To: Transport Industry Operators

Liability Insurance Revisited II

The classic risk pie chart below in Chans advice/07 circulated to transport operators has helped **QUANTIFYING** potential risks but brought up a host of questions:-



How are you going to know that your needs are well addressed, or at least you really know what you are buying? Even assuming that you get what you wanted, how are you going to make sure you could hold onto a good insurer at reasonable costs in the long run, and that every dollar you spent is well worth? How these risks are insured, served and managed would pose a very different insurance cost profile.

Liability insurance is but a risk transfer, one of the many steps in risk management, its long terms success would rely on optimal insurance syndication, claims handling and loss prevention skills. The following are required attributes:-

1. Conversant with Multi-modal Transport operations, and legal rules of the game.
2. Balance your insurance requirement with budget.
3. Package your profile for best cover at available budget without compromising your insurance.
4. Ability to review and recommend changes for improvement of your transport documents.
5. Transport claims handling expertise able to take care of your claims in a follow-through and professional manner.
6. Competence in acting as your in-house risk, claim and contract consultant in all transport related matters.

You are better positioned to win the forwarding game if you have the above resources internally. On the other hand, a professional insurance broker could take care and free your valuable staff time for revenue generation without costing you a cent more. Why don't you talk to us?

Simon Chan and Richard Chan

Coming from a strong shipping and air transport background, Richard and Simon have ample experience in designing **liability and property insurance for forwarders, logistic service providers, shipping companies, feeder operators, air cargo terminals, container terminals, and container lessors** in Asia Pacific. Richard and Simon are independent risk management advisors able to offer full array of risk management services, **including full-scale professional claims handling, loss prevention advice and prudent sourcing of insurance for your ease of mind.** **Their blended transport and insurance expertise are unique in the market.** They are eager to answer whatever claims handling and insurance needs you may have as a transport operator.