

Pull out your current contingent cargo policy and check the box next to each feature you can confirm it includes — anything unchecked is worth a quick conversation with your advisor.

STANDARD

OFTEN LIMITED

IF NEEDED

— Standard: should be included · Often limited: frequently sublimited, excluded, or optional · If needed: depends on your operations

POLICY FEATURE	WHAT TO CONFIRM	PRIORITY
☐ What Triggers Payment	Contingent cargo usually pays only after the carrier's insurer denies the claim — confirm the trigger.	STANDARD
☐ Legal Liability vs. Shipper's Interest	Legal-liability forms pay only when you are liable; shipper's interest pays the shipper for broader losses.	STANDARD
☐ Per-Load Limit	Confirm the limit covers your highest-value load, not the average.	STANDARD
☐ Theft by Deception / Fictitious Pickup	Loads handed to impostors are often excluded — the fastest-growing type of cargo theft.	OFTEN LIMITED
☐ Commodity Exclusions	Confirm electronics, alcohol, tobacco, or pharmaceuticals aren't excluded or sublimited.	OFTEN LIMITED
☐ Contractual Liability for Full Value	Shipper contracts that make you liable for full value may go beyond a legal-liability form.	OFTEN LIMITED
☐ Reefer Breakdown	Covers spoilage when refrigeration fails — commonly restricted by endorsement.	IF NEEDED
☐ Broker E&O	Covers your own errors, like giving a carrier the wrong delivery details.	IF NEEDED

COMMON GAP IN THIS COVERAGE

The most commonly missed gap in this coverage is the gap between what shippers expect and what the policy pays. Contingent cargo waits for the carrier's insurer to deny the claim and is often written on a legal-liability basis, while shipper contracts may promise full value right away. Match your shipper contracts to the policy, ask about shipper's interest coverage, and confirm theft by deception is covered.

IMPORTANT — PLEASE READ

This checklist is a free educational tool from Cory Washington & Co. to help you review your own coverage and have a more informed conversation with a licensed insurance professional. It is general information only — not insurance, legal, or financial advice, and not a recommendation to buy, change, or cancel any policy. The Standard / Often Limited / If Needed labels describe general market patterns for this coverage — not a personalized recommendation or needs analysis for your specific operations. Coverage terms, availability, limits, and requirements vary by policy, carrier, and state, and only the language in your actual policy governs what is and isn't covered. Checking or leaving blank any item above does not indicate that you are adequately insured or under-insured. Using this checklist does not create a client, agency, or fiduciary relationship. Always consult a licensed professional about your specific situation.