

Pull out your current 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
☐ Limit Matches the Most Valuable Load	Confirm the per-vehicle limit covers the highest-value load, not the average.	STANDARD
☐ Fictitious Pickup / False Pretense Losses	Loads handed to impostors are often excluded — the fastest-growing type of cargo theft.	OFTEN LIMITED
☐ Theft Conditions (Unattended Vehicle, Parking)	Many policies limit theft coverage when a truck is unattended or parked in an unsecured lot.	OFTEN LIMITED
☐ Commodity Exclusions	Confirm electronics, alcohol, tobacco, or pharmaceuticals aren't excluded or sublimited.	OFTEN LIMITED
☐ Reefer Breakdown	Covers spoilage when refrigeration equipment fails — excluded unless added.	IF NEEDED
☐ Terminal Coverage	Covers cargo stored at terminals or drop yards.	IF NEEDED
☐ Trailer Interchange	Covers damage to trailers owned by others while in your possession.	IF NEEDED

COMMON GAP IN THIS COVERAGE

The most commonly missed gap in this coverage is theft by deception. Cargo theft losses rose 60% to about \$725 million in 2025, driven by impostors posing as legitimate carriers — and many cargo policies exclude loads voluntarily handed over under false pretenses. Carriers and brokers should confirm fictitious-pickup coverage, match limits to the most valuable load, and verify every change by calling a known contact.

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.