

Cross-Sell Matrix

Policy Type	Description	Agriculture	Construction	Leisure, Hospitality & Catering	Manufacturing	Motor Trade	Not for Profit	Other Industries and Businesses	Professional and business Services	Property Owners	Public Sector	Retail & Wholesale	Transport & Distribution
Cargo	Manufacturing companies, suppliers, wholesalers and selling agents, repairers and service companies could all have the need for this invaluable protection. In short, any company that imports or exports goods is a potential client.	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓
Freight Liability	We provide comprehensive Freight Liability insurance for UK domiciled carriers and bailees, such as hauliers, warehouse-keepers, couriers and freight forwarders - covering their contractual liability for loss or damage to customers' goods.	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓
Commercial & Hull Liability	This product is primarily aimed at small craft used for commercial purposes in the UK, Ireland and coastal waters. Small river ferries, workboats, barges, port tenders and pontoons, harbour authorities, boatyards, boat repairers and marina owners are all potential clients.	✗	✓	✓	✗	✗	✓	✓	✓	✗	✓	✗	✓

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