

# TIFFA extends cooperation with AKTIV Insurance

The Thai International Freight Forwarders Association (TIFFA) is in the process of signing the cargo insurance program with AKTIV Insurance Brokers Group (AKTIV Group).

The deal extends the trustful cooperation between the AKTIV Group, TIFFA and their approximately 190 members, since cooperation with AKTIV began in 2008 in the field of freight forwarders liability insurance.

Negotiations between TIFFA and the AKTIV Group, which took almost one year and involved several workshops in Thailand's capital Bangkok, have strongly been supported by FIATA. FIATA encouraged both TIFFA, as a FIATA member, and the AKTIV Group, as sponsor and FIATA's preferred partner for negotiations, in their endeavors for a successful cooperation in this challenging field of insurance.

The AKTIV Group is an insurance broker who operates worldwide and focuses on the transport and logistics industry. Despite the fact that the AKTIV Group is a privately held limited company (AG) with headquarters in Munich, Germany, it provides local assistance through an international network of its own offices in many different countries. Especially in Asia the AKTIV Group is engaged with a lot of national FIATA associations and their affiliated logistics companies.

Thailand as the logistics hub for the Greater Mekong Sub Region sees an enormous volume of exports and imports, which have to be insured by TIFFA's members by competitive cargo insurance. These logistics companies are already successfully operating on a global scale. In order to enhance the successful marketing of cargo insurances, TIFFA introduced



At TIFFA's 2009 Meeting (from left to right): Mr Frank Braun (AKTIV), Mr Suwit Ratanachinda (TIFFA), Ms Orawan Vorapanya (ThaiSri), Mr Thomas Gutruf (AKTIV).

various types of commodities typical for Thailand's economy to AKTIV, and as a result an individual premium tariff was mutually created.

ThaiSri, a reputable insurance company in Thailand (Cooperative partner of the Zurich Insurance Group) has been chosen as a reliable partner, which is able to fulfill TIFFA's and AKTIV's requirements and are at the same time fully compliant with Thailand's national laws and stipulations.

Besides a very competitive premium tariff, which can directly be adopted by TIFFA members, the terms and conditions of the insurance coverage within TIFFA's master program provide considerable extensions for TIFFA members, such as a "Waiver of Rights of Recourse Clause", which means the insurance company will not take recourse actions against the member's liability policy if the cargo insurers indemnified a claim.

Premiums and claims will be paid locally between TIFFA, their members and

ThaiSri. However, the AKTIV Group will be responsible for documentation of insurance policies, claims handling and the web-based infrastructure for declarations.

To enhance customer service, a web-based cargo insurance declaration tool for TIFFA's members is currently being developed and will be ready for presentation at the 2010 FIATA World Congress in Bangkok from 4 to 8 October. TIFFA will co-host the event. The AKTIV Group is very proud to be present again with its own booth at the annual meeting.

This year's World Congress is also a good chance for both TIFFA and AKTIV Group to exchange new ideas arising out of this project and to further develop and implement services which may also be of great interest for other FIATA associations.

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