

The packaging situation is so complex, involving decisions relative to many conflicting needs, that many companies have dedicated packaging groups. Alternatively, "third party" professional packagers may be utilized, or package production companies will provide a package and packing design to meet needs of volume shippers.

This booklet is not aimed at such major packaging activities. Rather it is designed to provide basic guidance to the small to medium sized company that is moving into the export trade, and needs an understanding of the basic principles of cost effective packaging.

The booklet complements other DFAIT booklets on **Safe Stowage, Introduction to Packaging Regulations and Export Documentation** with the aim of ensuring that you - the shipper - understand how to get your product to the customer in an undamaged condition, by the best mode, and at the best transportation cost.

To assist you in this goal, the booklet provides guidance on selecting the appropriate service, pricing the shipment, and packing the product to the needs of the transportation mode.

Causes of Loss in International Marine Shipments 1988-91

Data courtesy of CIGNA Insurance Companies

Fortuitous Losses	Sinking, Strandings, Fire, Collisions and Heavy Weather	21%
Water Damage	Fresh Water, Condensation ("Sweat") and Sea Water	15%
Handling and Stowage	Breakage, Leaking & Crushing, Contamination and Infestation	43%
Theft	Pilferage and Non-Delivery	21%

Attention to Packaging is Important

Institute Cargo Clauses - Exclusions

4 In NO case shall this insurance cover

4.3 Loss damage or expense caused by insufficiency or unsuitability of packing or preparation of the subject-matter insured (for the purpose of this Clause 4.3 "packing" shall be deemed to include stowage in a container or liftvan but only when such stowage is carried out prior to attachment of this insurance or by the Assured or their servants).

You may not be insured if you do not package in an appropriate manner.