

International Freight Forwarder/ You Export Planning Partner
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Many exporters aren't taking full advantage of the services offered by Licensed International Freight Forwarders. They should be included in the export planning program. Forwarders are one of the four basic external service providers necessary to be successful at exporting. The list includes a Law Firm with that specializes and has experience in International Commercial Trade Law, a Bank with international capability, and last but certainly not least, Government Export Assistance offices both at the Federal and in many states including Illinois, the State level.

Forwarders should be well versed in not only global logistics but in documentation, controlled commodity transactions as well as identifying and handling dangerous goods cargo. They can also provide assistance with the international methods of payment, and provide insurance on a per shipment basis.

With all this valuable experience, they should be brought in when a company makes a decision to export. They can bring good information to the table that could help the exporter make better business decisions. They can also help identify the other necessary service providers and help the potential exporter start working with them.

Be leery however, just as in any industry, there are good ones as well as some that can not offer all the services that a full service FF should have. A good FF should first of all be licensed by the Federal Maritime Commission/ Department of Transportation as well as have a security program inspected and approved by the TSA. In addition, they should maintain both physical cargo insurance and professional liability insurance also know as Errors and Omission coverage. Once these credential are established, they need to physically visit the exporter and obtain a limited power of attorney for export processing matters.

Lastly, the exporter should use the FF not only for shipping requirements but as an ongoing resource.