

- Are you aware of transportation regulations that affect your company, such as the rules and permit requirements that apply to the operation of a private fleet and dangerous goods regulations?
- Have you determined if your product must be specially labelled for U.S. sale?
- Have you checked with all your production departments or sales people to see if there are several shipments going to the same city (or points nearby) which can be consolidated into a larger load?
- Is there another nearby company that might be interested in pooling shipments with you to get a better rate?
- Have you prepared an accurate description of your goods so that they may be properly classified by carriers and U.S. customs officials?
- Is your product susceptible to damage and does it require special packaging or crating and insurance for a long distance haul?
- Can your product be knocked down and packaged as compactly as possible or even be redesigned to increase weight per cubic foot?
- If you have your own fleet of trucks, and if you are thinking of using your own fleet for a U.S. shipment, have you worked out a "per mile" truck operating cost to help you determine whether rates charged by carriers and intermediaries are more expensive than doing it yourself, and will you be able to present all permits including proof of insurance to U.S. officials?
- Is your plant equipped with a rail siding or located near an airport?
- If you are unsure as to which transportation service organizations are best for you, have you checked with colleagues in your industry or with transportation consultants including the Atlantic Provinces Transportation Commission?
- Do your sales forecasts allow you to offer carriers large and/or regular volumes over time in return for lower rates?
- Can you prepare all of the necessary export documentation yourself or would you feel more comfortable having an intermediary do it on your behalf for a small fee?
- Have you compared rates in this report and determined whether or not services are available so you don't waste time calling companies who cannot or will not haul your freight?