

- \_\_\_\_\_ Can your product be knocked down and packaged as compactly as possible?
- \_\_\_\_\_ If you have your own fleet of trucks, can you spare one for four or five days for the long haul and will you be able to arrange a return load?
- \_\_\_\_\_ If you are thinking of using your own fleet have you worked out a "per mile" truck operating cost to compare to rates charged by carriers and intermediaries?
- \_\_\_\_\_ Is your plant equipped with a rail siding or located near an airport?
- \_\_\_\_\_ If you are unsure as to which transportation organizations are best for you, have you checked with colleagues in your industry or with transportation specialists in the federal government or Governments of British Columbia or Alberta?
- \_\_\_\_\_ Do your sales forecasts allow you to offer carriers large and 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?
- \_\_\_\_\_ Having answered all of these questions, which transportation alternative is best for you and which kind of transportation companies should you be calling upon?

**Questions For or About Carriers and Intermediaries**

- \_\_\_\_\_ Is there more than one company offering service on a particular route or between city pairs and, if not, are alternate routings and carriers available?
- \_\_\_\_\_ Have you sought out carriers who would normally return to the Southwestern U. S. empty and who are willing to offer attractive rates on backhauls?
- \_\_\_\_\_ Does the carrier have legally licensed operating authority to haul goods on the route?
- \_\_\_\_\_ Is the company well established (i.e., does it have a track record)?
- \_\_\_\_\_ Does the company offer:
- \_\_\_\_\_ through bills of lading?
  - \_\_\_\_\_ proper equipment on demand?
  - \_\_\_\_\_ computerized shipment tracing?
  - \_\_\_\_\_ a guaranteed delivery schedule?
  - \_\_\_\_\_ sufficient insurance coverage (liability)?