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- Has the company quoted you an all-inclusive rate and guaranteed delivery time? (Avoid companies that will not commit themselves to a rate or that will let you know how much the cost is after the fact.)
 - What extra costs (if any) will you have to incur beyond the cost quoted?
 - Are you satisfied that the transportation company rather than your company will be fully liable for the safe delivery of the goods?
 - Have you checked with more than one carrier before making a decision to ship?

Questions to ask after the initial movement:

- Did the customer receive the shipment on time and in good order?
- If you used an ~~inter~~mediary for your first few shipments, are you now familiar enough with the territory, or are your sales volumes growing enough for you to deal with carriers directly?
- After a few shipments, are you still comparing rates between carriers or current rates to past rates to make sure you are getting a good deal?
- If you have regular movements, and are knowledgeable of your commodity characteristics and service requirements, have you considered negotiating specific commodity rates (as opposed to class rates) with common carriers?
- Are you reading trade and transportation publications, and generally keeping your eyes open for new, innovative and perhaps cheaper transportation alternatives?