

arrangements so it is best to obtain firm rate quotes from several of them.

In addition to acting as "for hire" transportation managers, most freight forwarders offer export documentation, customs house brokerage, insurance, and many other services for a fee. Before finalizing an arrangement with any forwarder, you should specify all services you will require, check to see if special insurance arrangements are necessary, and ask if there are any other services the forwarder offers which will be to your advantage. Once you and the forwarder have arrived at a mutual understanding of the services to be performed, obtain a firm all-inclusive rate quote.

Freight forwarders claiming to offer service between British Columbia/Alberta and the U.S. are legion. It is therefore wise to survey several of them to determine which have strengths (and therefore better rates and services) between certain city pairs. For example, some forwarders specialize in overseas movements but dabble only in transborder movements, others are almost strictly air forwarders acting as "travel agents" for air freight, while still others coordinate extensive movements to particular markets on behalf of several clients and have available truck capacity to offer (often using independent backhaulers.) Such firms may have better rates to offer than those which make use only of regular common carriers.

In order to contact several of the many freight forwarders offering service between British Columbia/Alberta and the U.S., see pages 54 to 56 with regard to Western Mainland U.S.A, 60 and 61 in reference to Hawaii and 63 and 64 concerning Alaska or refer to the yellow pages of your telephone directory or any of the general multimodal transportation guides on pages 70 and 71.

Transportation Brokers

A transportation broker (not to be confused with a customs house broker) is a company that takes a shipper's freight and finds a carrier to haul it. A broker can act as a shipper, carrier, domestic and/or a foreign customs broker/forwarder, member of a shippers' association and/or co-broker. A dominant use of a broker's service is to find loads for owner-operators, independent or private truckers seeking backhauls from Canada to the U.S.. A transportation broker has been described as:

- 1) a freight forwarder without cargo liability and without tariffs;
- 2) shipper's agent that handles more than just piggyback freight; and,
- 3) a transportation consultant that secures the best transportation package available for shipper clients and lines up freight for carrier clients.

The recent easing or elimination of many regulatory restrictions on freight transportation in the U.S. has created new business opportunities for entrepreneurs holding themselves out as brokers. In some cases, broker subsidiaries of motor carriers and shippers have been established. Such licensed brokers help carriers and private fleet operators respectively, to obtain backhauls and to better utilize their equipment. A broker can co-broker with other brokers to put together any required combination of carrier/shipper arrangements. Brokers are strictly an American entity