

Introduction

This publication was developed to provide some basic guidance on export transportation and documentation to Canadian companies who wish to embark on the challenge of exporting. While its main focus is that of transportation, this issue is inextricably linked to the documentary aspects of exporting. The contents have been structured to examine and review these elements from a practical and administrative perspective in order to assist Canadian companies to lay the groundwork for a successful export transaction.

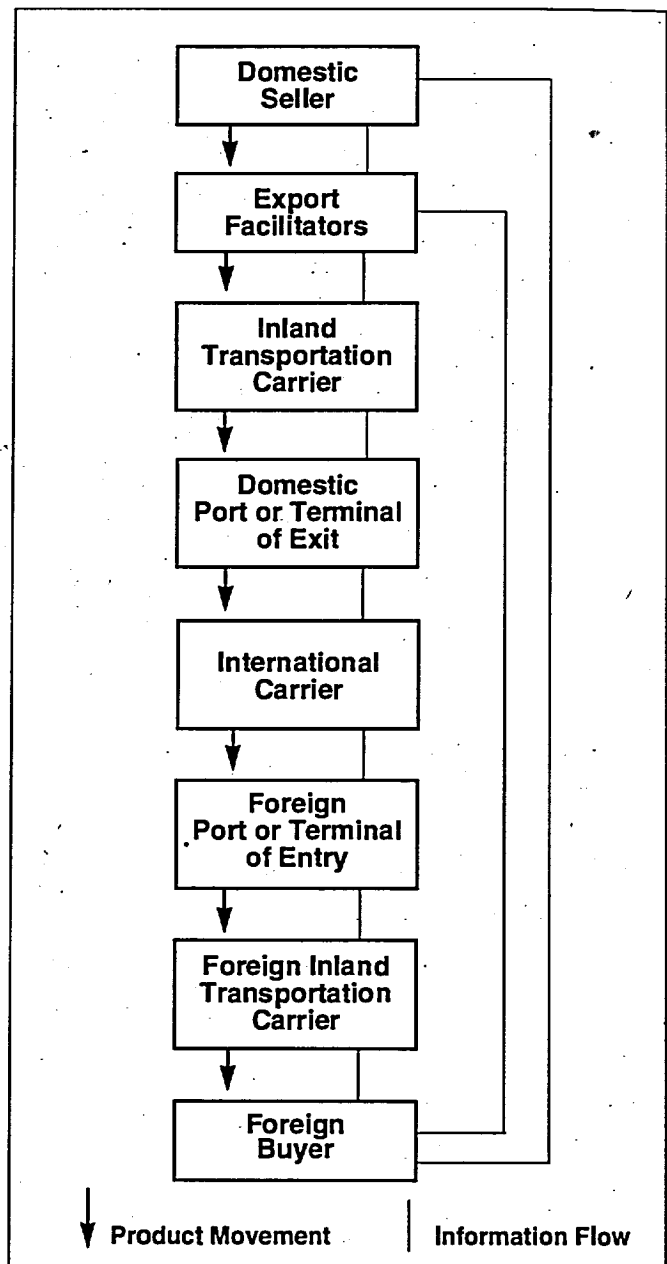
Figure 1 illustrates all of the potential players in international transportation. Each party has its own needs and requirements with respect to information and documentation. For new or even existing exporters this may seem like a complicated process. If approached on a step-by-step basis, however, with or without the assistance of a freight forwarder, the process will soon become routine.

Chapter 1 on International Transportation Channels provides an outline of what transportation options are available to Canadian companies that best suit the product or commodity to be exported. The focus is placed on describing the modes available — road, rail, marine and air — their general service features, options and related equipment. Most offshore transactions, however, usually require the use of more than one mode of transport, thus the term "intermodal" comes into being. An explanation of intermodal connections, their features, different options and services is also provided.

Chapter 2 describes transportation intermediaries and the services they provide. These companies, commonly known as freight forwarders, play a major role in bridging the distance between exporter and customer. Many exporters prefer to use the services of these companies to make the transportation arrangements and prepare the documentation described in Chapters 1 and 4.

Transport liability, exemptions and coverage, as well as freight insurance, policies, coverage and arrangements are reviewed in Chapter 3.

Figure 1: Participants in International Transportation



Three basic kinds of documents are required in international trade. These are commercial documents, transport documents and government/custom documents. Chapter 4 details requirements for transport documents and provides illustrations. Information on commercial documents and government/customs documents, as well as on transfer of payment for goods, is covered in *The Exporter's Guide to Documentary Credits and Documentation*. (See Appendix II.)