

- Because certain commodities are subject to special tariffs and/or restrictions, certain freight forwarders who specialize in handling and moving such products can prove very helpful in meeting various Canadian and American government documentation requirements and regulations.
- Experienced intermediaries are knowledgeable of commodity classifications and can help in ensuring that required duties are paid and that goods are properly classified to secure appropriate rates from common carriers.
- A reliable intermediary can be used to set up transportation systems for penetrating new markets until such time as the shipper feels comfortable enough with the movement to enter into direct arrangements with common carriers.
- Intermediaries who act as indirect carriers by consolidating many shippers small loads into full loads can provide a complete door-to-door rate which is generally lower than the rate the small shipper could obtain through direct dealings with carriers.

Because a transportation intermediary uses the same modes you would if you were making direct arrangements with carriers, an intermediary's speed of service is as fast as the mode chosen.

Several kinds of intermediaries are available to Atlantic Canada exporters shipping to the United States:

Freight Forwarders' services range from the simple booking of transportation space to organizing and coordinating the movement of goods door-to-door on their clients' behalf. They can advise on the selection of mode best suited to your requirements for speed, service, and cost. Most freight forwarders offer or arrange export documentation, customhouse brokerage, insurance and many other services.

Forwarders derive much of their income from carriers (in particular, airlines) and charge shippers nominal fees for ancillary services. You can therefore tap into a freight forwarder's knowledge of transportation to markets which are unfamiliar to you for a dollar cost similar to what you would pay if you arranged the door-to-door export movement yourself, but at much reduced personal time cost on your part.

However, not all forwarders can offer all services so it is best to obtain firm rate quotes and check out the services of several of them. Depending on what your company is able to do itself versus those services you might wish to purchase from forwarders (e.g., export packing, rate negotiation, export documentation), the freight forwarder you will ultimately select should be able to provide you with the following:

1. mode and carrier selection advice;
2. full coordination of the door-to-door movement;