

## 11.0 TRANSPORT AND SHIPPING TO THE MARKET

Packaging machinery distributors, manufacturers, and manufacturer end-users interviewed during the study discussed transport of machinery to the California market and how they dealt with, or were involved with, transporting equipment from interstate and abroad. The general opinion from all sources is that although there are problems to overcome, the cost of transporting machinery from Canada, or from any other source, is not a serious impediment to business. California distributors and manufacturer end-users are usually familiar with import procedures. Long distance freight charges, particularly in the packaging machinery industry, are accepted as a necessary fact.

California distributors are divided in their methods of handling shipping arrangements. Sometimes, distributors handle the entire transaction, including freight; this seems to be the case with smaller machines. Freight costs for medium to large size machines are often covered by the manufacturer of the machine and invoiced directly to the purchasing company. One distributor commented that there is a definite trend now to supply the customer with a delivered price, including duty, freight, broker's fees, and other incidental handling charges.

### 11.1 FREIGHT METHODS

The following methods are available for Canadian manufacturers. Selection of the method to be used will depend on the supplier and his customers' specific delivery requirements