

Foreword

This publication arose from discussions between External Affairs and International Trade Canada (EAITC) and the Canadian International Freight Forwarders Association (CIFFA) about competitiveness in international trade. The Association had identified electronic data interchange (EDI) as a critical element in international competitiveness and suggested that CIFFA and EAITC collaborate on a study of "Value-Added-Networks" (VANs). This publication is the result of that effort. Although intended for freight forwarders, the information contained in the publication is relevant to any company trading internationally.

This guide cannot be exhaustive; individual circumstances, interests and needs will dictate how companies make their particular decisions about using VANs. In light of constantly evolving circumstances, users of this guide are cautioned to confirm information when deciding on VAN options.

Exporters are invited to submit, to the address below, their comments regarding this publication and suggestions for others which may be useful to them in the course of increasing Canadian exports.

This publication follows others in a series on transportation and distribution which should be of interest to the freight forwarding community. Other companies involved in international trade should also find them useful. These publications include Export Markets: The Trading House Connection; Safe Stowage; The Exporters' Guide to Transportation; and Transportation Services Between Canada and Mexico.

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Also of interest to the freight forwarding community is The FIATA Legal Handbook on Forwarding, written by transportation and insurance lawyer, Peter Jones, available from Les Edition Yvon Blais Inc. 430, rue St-Pierre, Montreal, Quebec H2Y 2M5.

The opinions expressed in this report are those of the authors and do not necessarily represent the past or current policy of the Government of Canada.

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