

1001 BUSINESS TIPS FROM 101™ EXPORTERS & GLOBAL TRADE ADVISORS



RÖHLIG LOGISTICS
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Quality and expertise, forward-looking technologies, proximity and personal commitment: that is both our mission statement and a customer promise. This approach is the result of our experiences as an independent, family-run logistics service provider since 1852. We offer a long-term partnership, with a clear customer-focused approach. That is how we inspire the trust of our partners. We are Röhlig. We are creating chains of trust.

TIP 1. BE PREPARED

Start preparations a few weeks in advance of a shipment's readiness, do not wait until the cargo is ready to be loaded – "proper preparation prevents poor performance."

TIP 2. CHECK INTERNATIONAL COMMERCIAL TERMS

Ensure Incoterms (eg, EXW, FOB, CFR, DAP) are agreed, in writing, with your end-customer to ensure each party is clear on where responsibility resides for all costs associated with the shipment's movement.

TIP 3. CHECK PAPERWORK

Check for any specific requirements at the final destination with your customer (eg, Certificate of Origin, Free Trade Certificate, Customs regulations); it's better to be aware of these before the shipment leaves as opposed to after it arrives!

TIP 4. CHECK TRANSPORTATION OPTIONS

If your shipment is urgent, explore air freight as a possible option; in the current marketplace there may be a possibility of shipments moving via ocean freight being subject to delays (also check-out air freight costs, as these tend to be more expensive than ocean freight).

TIP 5. CHECK WEIGHT AND SIZE

Check with your forwarder if the weight and dimensions of your shipment may result in the shipping line or airline applying what's referred to as 'minimum charges'; these can be expensive.

TIP 6. IS THE CARGO STACKABLE?

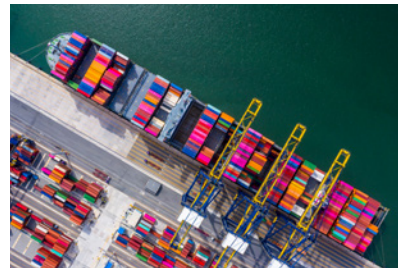
Always check if your cargo, if being moved via ocean freight, is stackable whilst in-transit. If it's not, you may be charged for 'lost' space in the container.

TIP 7. FORWARDER'S QUOTATION VERSUS SECURING A BOOKING

Remember that all quotations provided by a freight forwarder are subject to airline/shipping line acceptance and space availability; your acceptance of a quotation does not guarantee a booking.

TIP 8. DOUBLE-CHECK DOCUMENTATION

Ensure that all required documentation is provided to the forwarder at the time of shipment; for example: Commercial Invoice, Packing List, Certificate of Origin/Free Trade Agreement (dependent on destination), Fumigation Certificate (if needed).



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TIP 9. ENSURE CLEAR INSTRUCTIONS

Always issue clear, concise, comprehensive instructions to your freight forwarder, in writing.

For example:

- Are original Bills of Lading required?
- Does the shipment contain hazardous or dangerous goods ? If so, please provide all required documentation
- Is your shipment covered by a Letter of Credit?
- Does any wooden packaging you have used comply with ISPM15 regulations?
- Is the shipment time-sensitive ?

TIP 10. JUST ASK

If in doubt, ask! Chances are someone else has encountered the same situation/challenge before, and may have found a solution

