



The Role of a Freight Forwarder

Absolute Logistics - Greg Sheaves



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- ▶ This is not the way I would choose to do this, but I would like to apologise for my absence due to a very personal matter, and to thank the organisers for their understanding and help in bringing this information forward.
- ▶ I look forward to be of assistance to your businesses as you may require. Especially for those of you who have not exported before.
- ▶ Please feel free at your convenience to contact us with any and all queries.

Greg Sheaves

President – Absolute Logistics




What does a freight forwarder do?

Do we just pick up at point A and transport to point B?

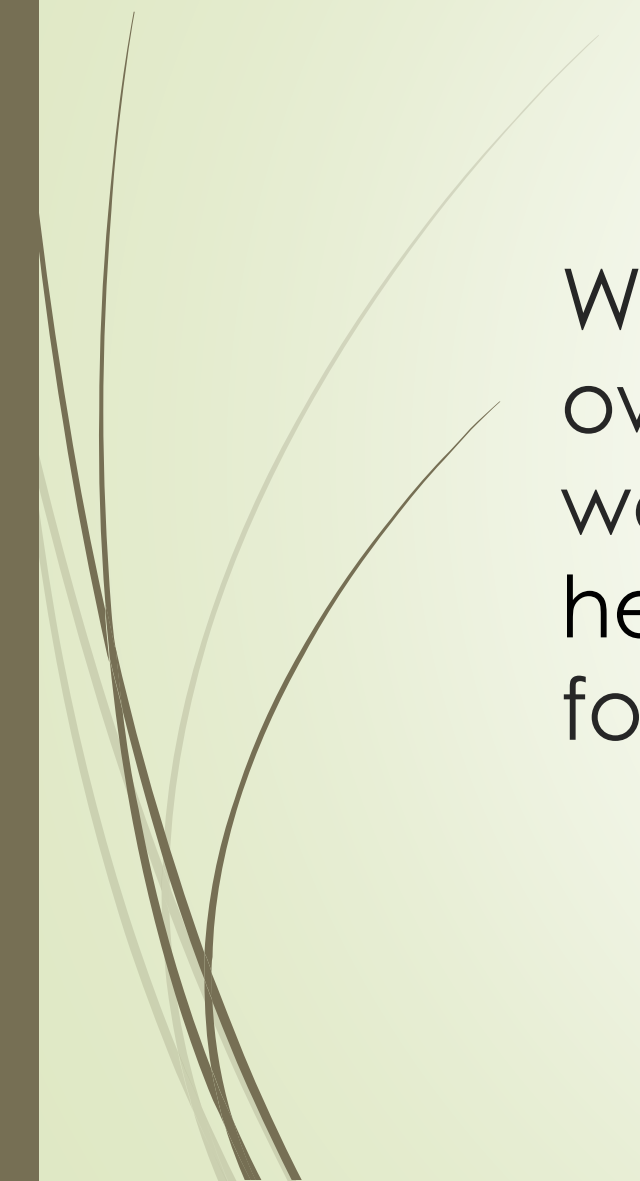

Simple right?

Not if you are a full service provider to your customers.



Our customers call us the Anacin company as we work to take their headaches away.

- ▶ We work by email for inquiries and rates and so we can quickly and accurately react and reply. Basing responses on emails allows us to have full addresses for pickups and deliveries, locally and internationally.
- ▶ We offer the full documentation required. Including for exports of frozen and dry commodities and international couriers!
- ▶ We offer full insurance policies for ocean coverage that work from port to destination, including land transport across North America. We monitor our trucking companies to ensure your products are fully insured! This is reviewed every six months for updated coverage. We also track any incidents that occur, from flat tires to high winds and snowstorms. We keep our clients informed.



We are 100 percent Atlantic Canadian owned and operated. Our money and our work benefits businesses and people right here so our best is the very least we can do for you.



Using a forwarder:

- ▶ Will keep your personnel creating your products and developing your market and not spending time on weight laws, appointment times and changes to schedules that can occur from weather or accidents
- ▶ We trace and follow of cold chain integrity to stowage and loading of vessels etc..
- ▶ Then there is monitoring of venting and seeing that paperwork from trucker to shipping line is accurate and reflects your request and product needs.
- ▶ In this way our service helps keep your employee costs down by reducing your wages, health benefits, insurances and associated costs with your employees spending less time on activities that are not their core areas of responsibility.



On your behalf:

- ▶ A forwarder works daily with all the major shipping lines, airlines and truckers from Halifax through Montreal to Vancouver to keep pricing competitive. Making your products viable for world markets with as seamless movements and transactions as possible.
- ▶ We monitor shipping lane and changes daily and keep you informed on all needed areas of changes
- ▶ We can even monitor in transit temperature and or vent settings



Exploring Opportunities?

- ▶ We work closely with our customers on their ideas with free quotes, so they can consider new markets, and to keep them informed of market and cost conditions.
- ▶ In areas where you may have an interest in expanding your business, we can make introductions to potential buyers or suppliers. This is one way to increase your market and product demand which is good business for us all.
- ▶ We have done this in recent years with our Nova Scotia balsam fir growers and we have worked on several other successful endeavours for businesses here in the Maritime's including live ocean shipments. We have experience working closely with the BDC, NRC, EDC and many other institutes for your products.



Our Maritime provinces hold one the highest percent of forwarder moved freight in Canada at roughly 73 percent of product moved by our end of the industry.

This offers more secure payment by several avenues as wire transfer, letters of credit to direct payment. We can also hold back original obls until you are paid or else secure in your payment through Export Development Canada's insurance.

A freight forwarder can and should make your products as cost effective as possible to bring to world markets, and then we continue to assist in development and growth alongside each other.



We can supply from dock to dock services, as in warehousing for dry and cold freight, and provide fully documented services and security for your piece of mind and your products.

Your growth and continued business is in our interest as well and we can help make business and growth to worldwide markets seamless.

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