



International News **From our corner of the world to yours.**

THE BASICS OF ESTIMATING

The biggest difference between domestic and international pricing is SPACE vs. WEIGHT. It is the amount of space and not the weight that has the greatest impact on an international shipment. To win international business you will want your salesperson to provide the highest density, lowest cost estimate to the transferee. The cost difference between a 20' and a 40' container is significant, just as 2 liftvans is double the cost of 1 liftvan, etc...

Some useful tips:

- Use “natural containers” whenever possible.
- Use more small and medium cartons to increase density.
- Use paper pads and bubble wrap.
- Use dish packs with the cells.
- Use lay down wardrobes.
- Make sure of any special permits needed for placement of a steamship container near the residence.

An accurate estimate is extremely important. You do not want to go back to the customer with costs far exceeding the estimate. Train your salespeople to know the differences between a domestic and international shipment. Please call us if you have any questions.

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