



NEW MONEY SAVING SERVICE OFFERING FOR CAIE MEMBERS

Considerable Savings on Ocean Freight Rates

As an importer are you concerned about ever-increasing freight rates? Canadian importers who used the marine mode to ship their goods in 2002 faced General Rate Increases and other surcharges. Approximately six rate increases were introduced last year; they amounted to an annual increase of over US \$1,700 per 40-foot container. A number of additional rate increases have already been implemented in 2003 and more are expected before the year is over.

In order to help members who import goods via ocean, the CAIE is introducing a new program. This program may not only save you money on current ocean freight rates but will provide you with certainty in terms of the rates you will be paying for the remainder of the year.



The CAIE has partnered with an organization that negotiates discounted rates on all types of ocean freight. Once a confidentiality agreement is signed you will be able to review the ocean sailing schedules and some of the respective rate ranges. You can determine at that time if this program meets your business needs.

Program Advantages

Some of the program advantages include:

- Negotiation of rates with the steamship lines on your behalf
- A price break of as much as several hundred dollars on the average per container cost
- More shipping options available: on average 12 to 20 contracts are maintained on an on-going basis
- Services of a major consolidator with LCL expertise
- Exclusive access to a Web-based Shipping Rate Database

This program has already been in place for a number of years in the United States. This is the first time the program is being offered to CAIE members. If you would like further information, please fill out the following form and return it to the CAIE office.

For Further Information

Please fill out the form below and fax it to (416) 595-8226.

Yes, I am very interested in participating in this planned cost savings program and I would like to receive further information. I understand that I am under no obligation by requesting further information.

Company: _____

Name: _____

Title: _____

Phone: _____

Facsimile: _____

Email: _____