

# 4

## Absolutes you should know about your shipping company before hiring them:

When organizing an event outside of the USA, you may think that you can do things just like at home, but you should know that, not only are international transit times longer than domestic freights, but you will be

working in unfamiliar conditions, where the language, business practices, culture and social habits are different from what we are used to. The potential for some kind of mistake certainly exists.



**There are 4 unique features that your shipping company must have, so that you can be sure that your shipment will be delivered where it needs to be and when it needs to be there.**

**“As well as in many situations in life, specialization is a must when you need professional advice and service”.**

## 1 Specialization

Why is important to use a shipping firm specialized in the Meetings and Exhibitions industry?

As well as in many situations in life, specialization is a must when you need professional advice and service.

You won't use the same dentist for your root canal treatment (Endodontist) as for the replacement of a couple of missing teeth; an expert in Implants would be required.

The same happens in other fields like law: there are specific fields of specialization like taxation law, intellectual property law, environmental law, etc, etc.

When speaking of shipping companies you will find that there are shipping firms specializing in certain types of transactions, such as clothing, perishables, electronics, pharmaceuticals, etc. Some shipping companies specialize in shipping to or from specific countries.



You would want to hire the company that already has years of experience in the meetings and exhibitions industry and which can reduce or eliminate import duties and taxes without wasting precious hours or even days in arranging your Customs clearance.



## 2 Free Expert Advice

Your Customs broker should provide expert advice before shipping any box and incur any shipping expenses. Almost any Freight Forwarding Company and Parcel/ Courier firm can ship out of the USA, but **you should be 100% sure that your shipment will be cleared from Customs at the country destination without delays.** You

should be aware if there are any goods in your cargo that are subject to comply with local restrictions, import permits, pre-notifications and any Customs paperwork, otherwise you are running the risk of not having your meeting materials at the right time for the event - or not having them at all.



# TAX ID



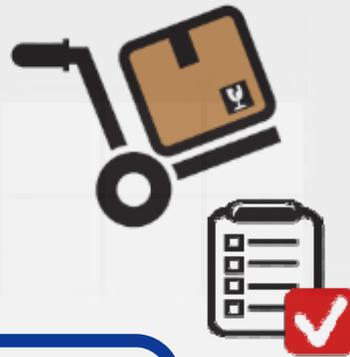
Please take into consideration that **the bigger your shipment, the higher is the possibility of needing an "import license"** (Tax ID or Business Identification Number) at the destination for importing your goods. This license assumes responsibility for the temporary or permanent import and export of the merchandise. An import license can be provided only by a company with federal tax id at your destination. Well-known door-to-door couriers fail constantly at this task. You can get a bitter surprise!

Your shipping company must be an expert in Customs procedures, specialized in the Meetings and Exhibitions industry and well-connected across the borders with a proven network of suppliers/associates. Avoid supervising 2 or more companies when shipping outside the USA. Grab a One-stop solution for a logistics process that combines three separate processes:

### Freight Forwarding of meeting materials



### Customs clearance



### Onsite supervision



Hiring only one company, accountable for the entire process, will allow you to streamline these 3 separate steps into one and avoiding duplicity of costs, miscommunications and delays.

**“Grab a One-stop solution for a logistics process that combines three separate processes .”**

### Full time-availability required

Few other industries require absolute guarantees that materials arrive in a specific date and time. Moreover, often events move in or out after hours and on weekends, requiring your broker to work those same nonstandard hours.

We are prepared for last-minute shipments. If the situation requires it, we work after office hours, on weekends and even during Holidays: 24 x 7 x 365.

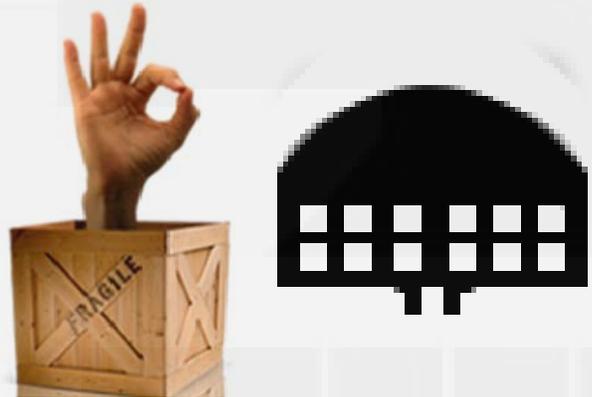


Recapitulating... What you get when you hire a shipping firm specialized in Meetings and Exhibitions:



Reducing or eliminating import duties and taxes for commodities with meeting or exhibiting purposes.

Specialization allows the shipping company to work at a pace with your Venue manager on themes like short term storage, the move in and move out of your shipment, etc. Rather than leaving your cargo at the convention center docks, we deliver right to your conference room or booth site, so that when you arrive at your booth, your meeting materials will be there waiting for you.

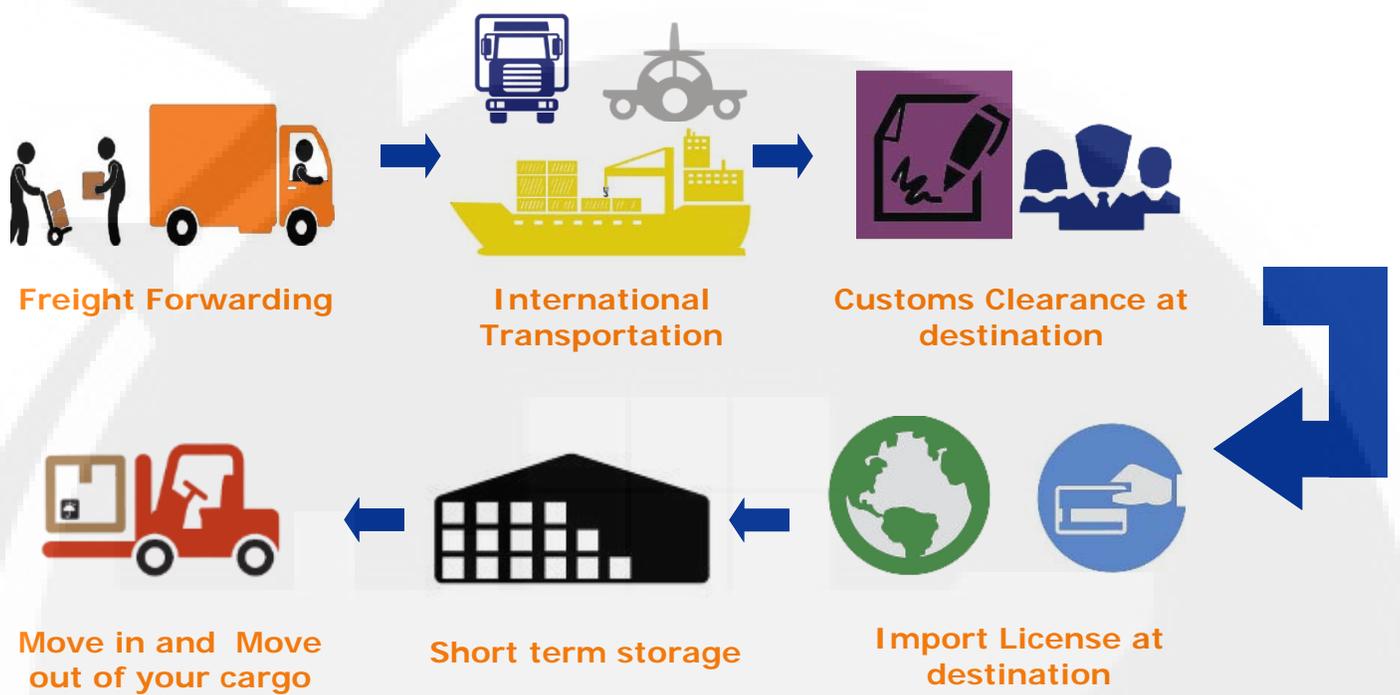


Expert advice to ship out your meeting materials and to guarantee that your shipment won't get stuck at customs and incurring extra costs.

This shipping company will answer your emails the same day and you will have a single contact to answer your calls and questions, instead of calling a call center where you have to explain your concerns to a different person each time you call.

**The service that Exhibitions Cargo will provide :**

A Door-to-door service necessarily involves the following steps:



**exhibitions  
Cargo**®

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Contact us for more useful  
information at:  
E-mail: [info@exhibitions cargo.com](mailto:info@exhibitions cargo.com)  
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