



**ZIEGLER**<sup>®</sup>

Excellence in supply chain

# SEA TRANSPORT: How to choose the right partner

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Picking the right sea freight forwarder is crucial for businesses that operate globally. Smoothly handling the importing and exporting of goods via sea can be a complicated process, and it's important to consider several factors when choosing the right forwarder for your business.

# WHAT IS THE ROLE OF A FREIGHT FORWARDER?

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A freight forwarder is like a personal travel agent for your goods. They're experts in moving stuff from one place to another using various modes of transportation, including ships, planes, trains, and trucks.

Shipping by sea is a crucial part of getting goods from one continent to another, and a specialized freight forwarder can manage the entire process for you. You'll have one dedicated point of contact who will handle everything from start to finish, making it easy and stress-free.

While they don't typically own their own ships, they can get you a great deal on space aboard a ship to transport your goods.

# WHAT TYPE OF FORWARDER SHOULD I CHOOSE?

There are two types of forwarders:

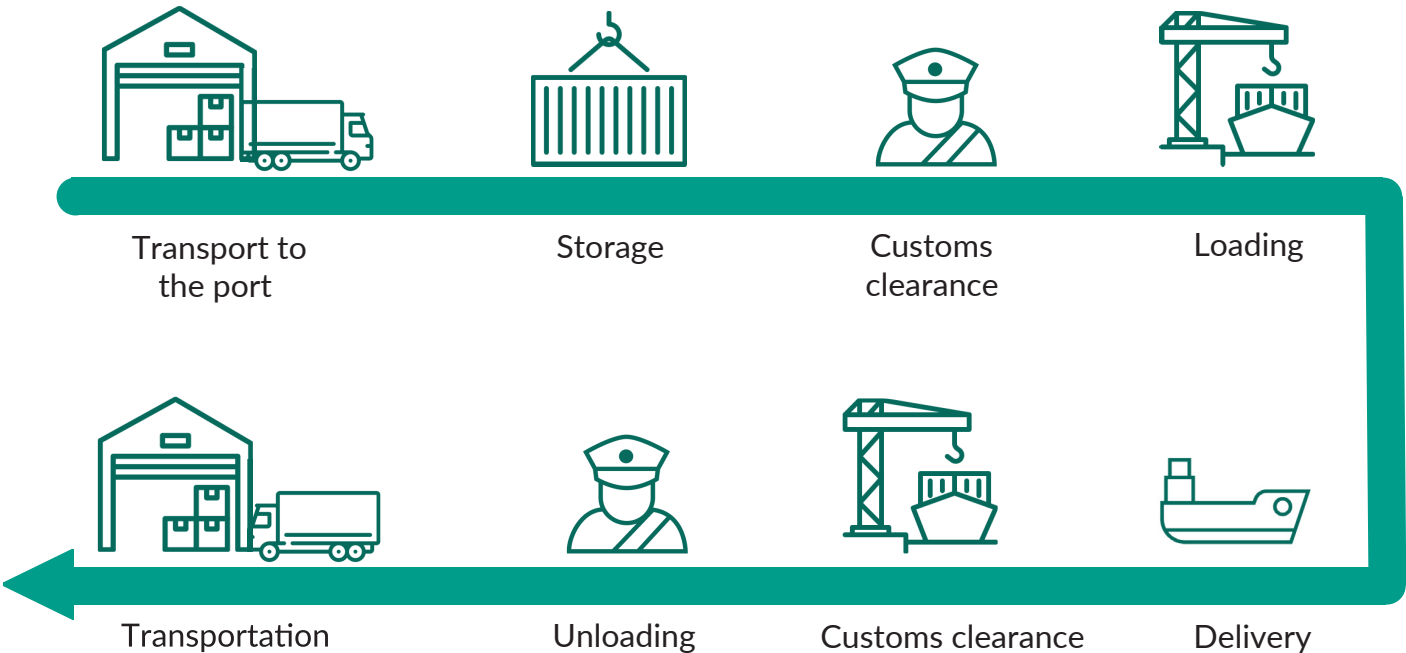
## THE FORWARDING AGENT

When you hire a freight forwarder to manage your international shipment, you'll sign a contract of mandate. This means that the forwarder is responsible for carrying out your orders to move your goods from one place to another using various modes of transportation. However, the forwarder is not responsible for the mistakes made by other companies they may hire to help with the shipment.

## THE FREIGHT FORWARDER

When you work with a freight forwarder, you can choose between two types of contracts. The first is a mandate contract, where the forwarder simply carries out your orders and takes limited responsibility. The second is a commission contract, which gives the forwarder more responsibilities and allows them to hire subcontractors. Under a commission contract, the forwarder is responsible for coordinating all the operations, choosing service providers, and negotiating with them. They are also responsible for any mistakes made by the providers they hire.

Depending on the contract, the forwarder can handle some or all of the sea transport operations, including pre-carriage to the port, storage, customs clearance, handling, embarkation, transport, disembarkation, handling, customs clearance, and deliveries.



# HOW TO IDENTIFY A GOOD MARITIME SERVICE PROVIDER? WHAT SERVICES SHOULD THEY OFFER?



## **A global interconnected network**

Having a freight forwarder with a strong global network can be really helpful for businesses that operate internationally. They can provide a dependable service, no matter where you need to send your goods. With connections all over the world, they can cover all your needs, from supply to distribution. These forwarders use a lot of agents who have been vetted and approved to work with them. They select these agents based on how well they fit into the local economy and their ability to do what the forwarder needs them to do. The forwarder uses this competition to find the best provider for each destination.

## **Additional insurance services**

When you're shipping goods, it's not just your own insurance that matters. You should also consider the additional insurance and guarantees offered by your freight forwarder. The insurance of your goods during transport depends on the risks involved, the mode of transport, and the nature and value of the goods. For some types of transport, like high-value goods, you may need ad valorem insurance to get maximum coverage and full compensation in case of damage. Your freight forwarder can help you understand your insurance options and choose the best coverage for your needs.

## **A multimodal offer**

Look for a freight forwarder with a wide range of services, including road, logistics, maritime, customs, air, and rail. With their multi-trade expertise, they can handle every aspect of your trade, from the initial transportation to the final delivery. This will save you time and effort, as you won't have to deal with multiple companies to get the job done.

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### Tracking of goods: tracking / tracing

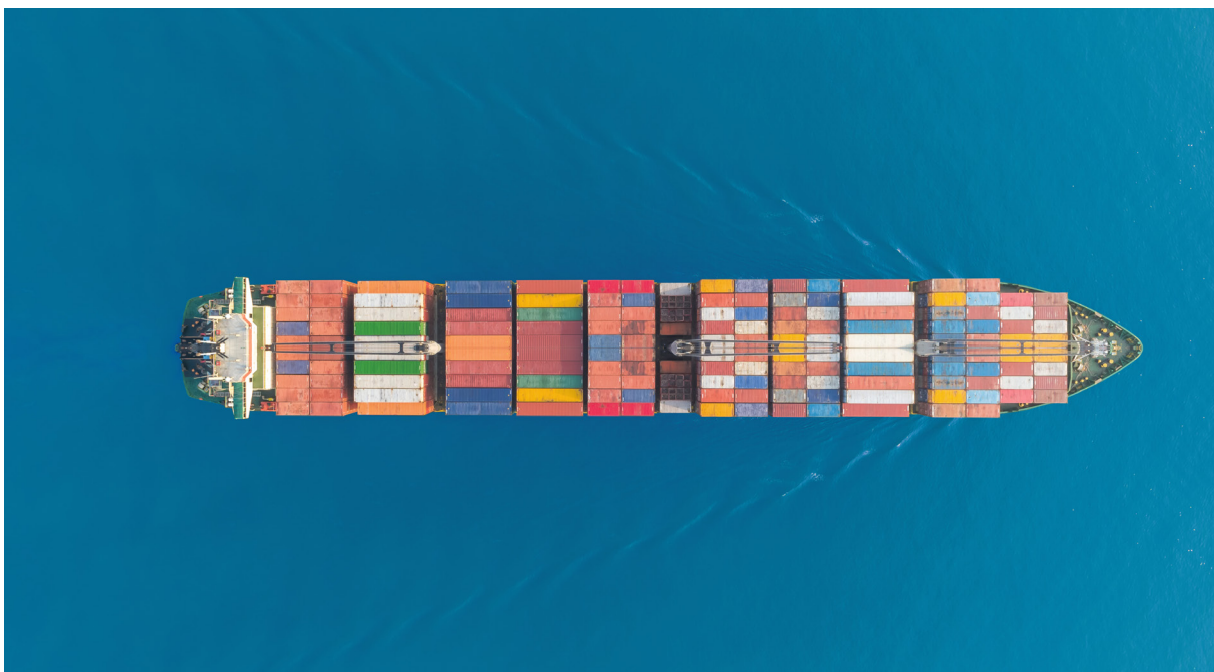
Keeping track of the progress of your goods during transport is crucial, and a good freight forwarder should be able to communicate with you at every step of the way. You want to know if your goods are on track and if any issues arise during transport. Can you track your goods online? Will the forwarder be proactive in notifying you of any problems or delays, or do you have to stay on top of it yourself? It's important that you can monitor your goods in real time, from the moment they are picked up until they are delivered to their destination. This allows you to stay on top of the transportation process and react quickly if something goes wrong. This can save you money and ensure that your business continues to operate smoothly, regardless of the industry you're in.

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### A control tower

Having a control tower allows you to manage and coordinate all the transportation and customs operations in one centralized location.

With a control tower, you can have a bird's eye view of all the actions taken, from start to finish. This means you have complete visibility and control over the entire process. Plus, the control tower is tailored to meet your specific needs, so you get exactly what you need to manage your transportation flows.



# OUR EXPERTISE IN SEA FREIGHT

Strategically located around the world, Ziegler offers an advanced range of sea and inland waterway solutions.

We offer expertise in global supply chain and distribution, from groupage to customized containers, from full single or multi-stop to triangular trading solutions.

We have extended this expertise to specific solutions such as temperature-controlled transport, oversized transport (OOG), undivided bulk transport, conventional transport and ship chartering.

Aware of the industrial stakes and the permanent evolution of the markets, we develop customized solutions adapted to all sectors of activity.



- LCL import and export
- FCL import and export
- Real time tracking of FCL containers
- Consolidation
- Deconsolidation
- RORO, industrial and conventional project
- NVOCC : GREEN OCEAN LINES

180 000 shipments/year  
210 000 TEU/year

Ziegler Group owes its success to its amazing employees, who are experts and passionate about what they do. They strive to provide customers with innovative, customized, and responsive multimodal transportation services. It is because of their dedication that Ziegler is known for its expertise and has been able to grow and thrive as a company.



# RECOGNIZED KNOW-HOW

Ziegler Group has been around since 1908 and has become the top player in the transport and logistics industry, providing custom solutions for air, sea, road, rail, customs, and logistics.

With over 3,200 employees worldwide and a network of 154 branches in 16 countries, we have a strong global presence to meet our clients' needs.

Our exclusive agent network also extends our reach to the rest of the world.

