

# BRINGING YOUR GOODS TO THE GLOBAL MARKETPLACE

By Adam Mook and Gretchen Nuber, Logistics Plus Compliance Department

Logistics Plus has built a solid reputation for moving freight from one location to another in an efficient manner. During our 16-year history, our Erie PA company has focused much of our trademarked "Passion for Excellence" on helping our customers in Pennsylvania and elsewhere to develop a global market for their products.

As Logistics Plus's CEO, Jim Berlin often says, "The U.S. has a marketplace of just over 300 million, while more and more of the world's 6 billion people are becoming consumers, and therefore potential customers for American companies with great products. We help make exporting easy for them."

American goods are highly desired overseas—despite anti-American sentiment in some areas of the world. Exporting American goods makes the world just a little bit smaller and leads to the expansion of U.S. businesses' horizons and the creation and retention of jobs in the United States.

Logistics Plus helps our customers, from giant manufacturers with large workforces, to small machine shops with fewer than 10 employees, to ship all over the globe. In just the past few months, we have arranged shipments to Canada, Mexico, China, Brazil, Kazakhstan, Australia, the European Union, Turkey, India, Indonesia, South Africa, Zimbabwe and Peru.

The expertise of Logistics Plus is in all aspects of logistics. This frees our customers' time for doing what they do best—focusing on their products and allowing them to grow their businesses. We save our customers time and money by acting as the logistics arm of their business.

Regulations and procedures for exporting goods from the U.S. can be complex and even intimidating. We maintain a staff of qualified compliance personnel to help you navigate the changing requirements. We know the regulations and make it our business to stay current on any changes in the laws. By paying the proper attention to detail in export paperwork, we reduce customs delays and make sure that all filings are accurate and compliant. We can assist with not only EAR and ITAR licensing, but also free trade agreement qualifications.

Earlier this year, we began to work with a local PA company, outlining our export procedures and assuring them that we could handle any of their

shipping needs. A few months later, we received an emergency call from the company saying that they had just received an order for 20,000 pounds that needed to ship to China immediately. We arranged for our warehouse to consolidate their goods, assisted with assigning the Schedule B classifications, prepared the AES export documentation, and contacted our office in Shanghai to make sure the goods cleared China customs and delivered to their customer without delays.

We don't take no for an answer. If a customer has a specific need or deadline, we do whatever it takes to meet their requirements.

There are Logistics Plus offices in 20 countries and proven, reliable partners in many others. Our combined knowledge, along with our team's experience and dedication, can help companies of any size export easily and lawfully. There is a large marketplace outside the United States with a strong desire for American goods. Why not let us put our knowledge and expertise to work for you so that you can showcase your goods in that global marketplace! 🌐

