Freight Forwarding 101 with Christoph Niemann

Episode 14 [www.thefreightguru.io](http://www.thefreightguru.io)

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A freight forwarder, forwarder, or forwarding agent, is a person or company that organizes shipments for individuals or corporations to get goods from the manufacturer or producer to a market, customer or final point of distribution. [1] Forwarders contract with a carrier or often multiple carriers to move the goods.

A forwarder does not move the goods but acts as an expert in the logistics network. The carriers can use a variety of shipping modes, including ships, airplanes, trucks, and railroads, and often use multiple modes for a single shipment. For example, the freight forwarder may arrange to have cargo moved from a plant to an airport by truck, flown to the destination city and then moved from the airport to a customer's building by another truck.

International freight forwarders typically handle international shipments and have additional expertise in preparing and processing customs documentation and performing activities pertaining to international shipments. Information typically reviewed by a freight forwarder includes the commercial invoice, shipper's export declaration, bill of lading and other documents required by the carrier or country of export, import, and/or transshipment.

The FIATA shorthand description of the freight forwarder as the "Architect of Transport" illustrates the commercial position of the forwarder relative to its client. In Europe, [2] some forwarders specialize in "niche" areas such as rail-freight, and collection and deliveries around a large port.
# Top 10 Freight Forwarders

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company Name</th>
<th>Country</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Kuehne + Nagel</td>
<td>Switzerland</td>
<td>4,861,000</td>
</tr>
<tr>
<td>2</td>
<td>Sinotrans Ltd.</td>
<td>China</td>
<td>3,740,000</td>
</tr>
<tr>
<td>3</td>
<td>DHL Supply Chain &amp; Global Forwarding</td>
<td>Germany</td>
<td>3,207,000</td>
</tr>
<tr>
<td>4</td>
<td>DB Schenker</td>
<td>Germany</td>
<td>2,260,000</td>
</tr>
<tr>
<td>5</td>
<td>DSV Panalpina</td>
<td>Denmark</td>
<td>1,907,126</td>
</tr>
<tr>
<td>6</td>
<td>Kerry Logistics</td>
<td>Hong Kong</td>
<td>1,325,000</td>
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<tr>
<td>7</td>
<td>Expeditors International of Washington</td>
<td>United States</td>
<td>1,125,137</td>
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<tr>
<td>8</td>
<td>C.H. Robinson Worldwide</td>
<td>United States</td>
<td>1,000,000</td>
</tr>
<tr>
<td>9</td>
<td>Hellmann Worldwide Logistics</td>
<td>Germany</td>
<td>955,800</td>
</tr>
<tr>
<td>10</td>
<td>Fr. Meyer's Sohn</td>
<td>Germany</td>
<td>850,000</td>
</tr>
</tbody>
</table>
Top 10 Jobs in Freight Forwarding

1. Air Freight Manager
2. Ocean Freight Manager
3. Supply Chain Manager
4. Warehouse Manager
5. Transportation Manager
6. Logistics Engineer
7. Inventory Manager
8. Procurement Manager
9. Customer Service Manager
10. Sales Manager
10X Growth in Freight Forwarding 2021

DSV raises 2021 profit target after strong year

Kuehne+Nagel reports strong start to 2021

DSV Profits increase in 2021
Internet Personality: **Freight Guru**

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Removing the resistance of a sale from users has proven to be extremely successful especially among B2B markets.

Instead we will teach how to succeed in logistics at no cost providing free assets and more value to the brand.

**New Positioning:**
The Freight Guru is a successful entrepreneur from South Florida that shares techniques of how to be successful in the logistics industry.

Audience: Brokers, millennials, freight forwarders, shippers, truck owners, and supply chain professionals.
Christoph Niemann has been in Freight Forwarding for 17 years. Here are some key topics we discussed in the podcast.

Key Notes:
● Find a niche
● Do different things in Forwarding
● You can work in any state or country
● You need to be able to be good with people

Please see his linked in page:
https://www.linkedin.com/in/christoph-niemann-0b729951/

Freight Guru YouTube Channel
https://www.youtube.com/channel/UC TG4Z6YgWe8DLLtzMkydwuA/videos

Topics:
● How to: Logistics/Trucking
● 4 Pilars of SEO
● How to use New Technology
● Learn Trucking secrets
● Learn from the experts interviews
● Ask the Freight Guru
● Tips to improve your business
Finding a Job in Forwarding:

- Go to www.indeed.com
- Pick type of Job you're looking for
- Specify Area
- Set up interviews
- Learn about the company.
- Define yourself by being honest about your goals!

1. Next Steps

Make sure you update your resume to be the most accurate possible.

➔ Build your resume online
https://zety.com

➔ Learn about the industry
https://www.freightwaves.com