



Freight Forwarding 101 with Christoph Niemann

Episode 14 www.thefreightguru.io

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What is a Freight Forwarder ?



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.





Transport Topics

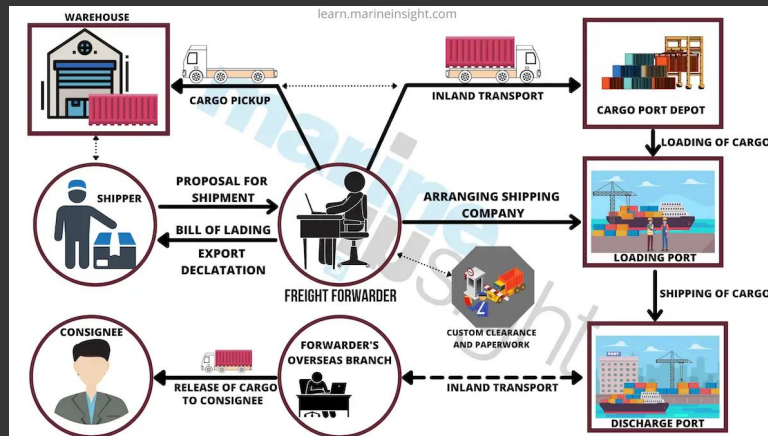
Top 10 Freight Forwarders

1	Kuehne + Nagel	Switzerland	4,861,000
2	Sinotrans Ltd.	China	3,740,000
3	DHL Supply Chain & Global Forwarding	Germany	3,207,000
4	DB Schenker	Germany	2,260,000
5	DSV Panalpina	Denmark	1,907,126
6	Kerry Logistics	Hong Kong	1,325,000
7	Expeditors International of Washington	United States	1,125,137
8	C.H. Robinson Worldwide	United States	1,000,000
9	Hellmann Worldwide Logistics	Germany	955,800
10	Fr. Meyer's Sohn	Germany	850,000



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





Sonar Freight Data

Imports by Top 100 Consignees - Past 30 Days

Export Location by Country



Import Location by State



TEUs and Shipments by Port

US Port	TEUs	% TEUs	Shipments	% Shipments
LOS ANGELES, CA	4,540	18.89%	987	14.12%
LONG BEACH, CA	3,995	16.59%	1,301	18.82%
SAVANNAH, GA	2,969	12.33%	754	10.79%
CHARLESTON, SC	2,988	12.29%	1,162	16.63%
TACOMA, WA	1,910	7.93%	454	6.50%
NEWARK, NJ	1,760	7.31%	482	6.90%
SEATTLE, WA	1,541	6.40%	532	7.61%
NORFOLK/NEWMPORT NEWS, VA	1,510	6.27%	447	6.40%
HOUSTON, TX	818	3.40%	315	4.51%
OAKLAND, CA	762	3.16%	138	1.97%
Total	24,075	100.00%	6,988	100.00%

Consignee

EXPEDITORS INTERNATIONAL OF WASHING

TEUs - Past 30 Days

24.1K
TEUs - Past 30 Days



Shipments - Past 30 Days

6,988
Shipments - Past 30 Days

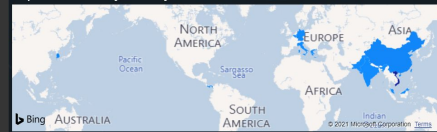


TEUs and Shipments by Carrier

Carrier Name	TEUs	% TEUs	Shipments	% Shipments
MSC MEDITERRANEAN SHIPPING	8,299	34.47%	2,621	37.52%
COMPANY	7,909	32.85%	2,215	31.71%
YML	2,689	11.09%	371	5.31%
HMM	1,240	5.15%	283	4.05%
Hapag Lloyd	1,233	5.12%	335	4.80%
Ocean Network Express	768	3.19%	186	2.66%
OOCL	754	3.13%	270	3.88%
CMA CGM	622	2.58%	230	3.29%
ZIM	254	1.06%	39	0.56%
Total	24,075	100.00%	6,988	100.00%

Imports by Top 100 Consignees - Past 30 Days

Export Location by Country



Import Location by State



TEUs and Shipments by Port

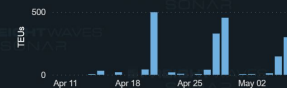
US Port	TEUs	% TEUs	Shipments	% Shipments
LONG BEACH, CA	1,546	81.15%	66	57.39%
LOS ANGELES, CA	247	12.97%	14	12.17%
NEWARK, NJ	58	3.04%	20	17.39%
BOSTON, MA	33	1.73%	9	7.83%
SAVANNAH, GA	12	0.63%	2	1.74%
TACOMA, WA	4	0.21%	1	0.87%
HOUSTON, TX	3	0.16%	2	1.74%
SEATTLE, WA	2	0.10%	1	0.87%
BALTIMORE, MD	0	0.00%	0	0.00%
CHARLESTON, SC	0	0.00%	0	0.00%
Total	1,905	100.00%	115	100.00%

Consignee

C.H. ROBINSON INTERNATIONAL INCORPO

TEUs - Past 30 Days

1,905
TEUs - Past 30 Days



Shipments - Past 30 Days

115
Shipments - Past 30 Days



TEUs and Shipments by Carrier

Carrier Name	TEUs	% TEUs	Shipments	% Shipments
COSCO	1,905	100.00%	115	100.00%
Total	1,905	100.00%	115	100.00%



10X Growth in Freight Forwarding 2021

Monday, May 10, 2021

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DSV raises 2021 profit target after strong year

Greg Knowler, Senior Europe Editor | Feb 10, 2021 1:05PM EST

Print



Air cargo volume handled by DSV was up 19 percent in 2020, with the forwarder building on the strong air freight coverage that it acquired with Panalpina. Photo credit: DSV.

Monday, May 10, 2021 ABOUT AZFREIGHT.COM AZURAPRODUCTIONS.COM AZURAINTELLIGENCE.COM

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AIR CARGO WEEK

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Kuehne+Nagel reports strong start to 2021

By Yasmin Turner - Apr 26, 2021

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Tweets by @aircargoweek

Air Cargo Week (@aircargoweek) Four months on from Brexit, what have we learnt? Read more on ACW: [aircargoweek.com/four-months-on...](#)

Air Cargo Week Retweeted Swissport (@swissport) #Swissport won the #AirCargo Handling Agent of the Year 2021 award issued by @aircargoweek! After an incredibly challenging year for aviation, we dedicate this award to all our air cargo professionals at over 100 warehouses around the globe! 🇨🇭🇩🇪🇮🇹🇪🇸🇬🇧 @aircargoweek @kna_news

Kuehne+Nagel's start to the 2021 business year was marked by a strong demand in transport services, especially for pharma and e-Commerce fulfillment. Kuehne+Nagel achieved an excellent result in this environment: net turnover of over CHF 6.0 billion, EBIT of CHF 431 million and earnings for the period of CHF 318 million were all significantly higher year-on-year.

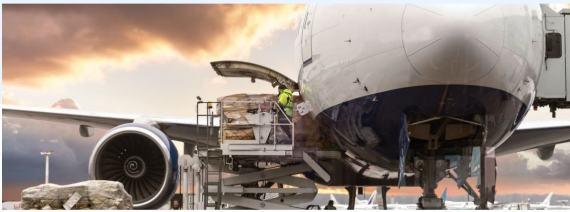
Danil Todorov, CEO of Kuehne+Nagel International AG, says: "Exactly one year ago

SIMPLY WALL ST

United States Logistics **NasdaqGS:EXPD**

News Flash: Analysts Just Made A Notable Upgrade To Their Expeditors International of Washington, Inc. (NASDAQ:EXPD) Forecasts

By Simply Wall St Published May 05, 2021




Shareholders in **Expeditors International of Washington, Inc. (NASDAQ:EXPD)** may be thrilled to learn that the analysts have just delivered a major upgrade to their near-term forecasts. The consensus statutory numbers for both revenue and earnings per share (EPS) increased, with their view clearly much more bullish on the company's business prospects.

Following the upgrade, the current consensus from Expeditors International of Washington's eleven analysts is for revenues of US\$12b in 2021 which - if met - would reflect a notable 19% increase on its sales over the past 12 months. Per-share earnings are expected to surge 46% to US\$6.04. Prior to this update, the analysts had been forecasting revenues of US\$11b and earnings per share (EPS) of US\$4.32 in 2021. This has led to a sharp increase in the company's stock price, with the

About NasdaqGS:EXPD

Expeditors International of Washington

Expeditors International of Washington, Inc.



DSV Profits increase in 2021

Internet Personality: **Freight Guru**

Learn How To Succeed in Logistics

Brought to you by The Freight Guru

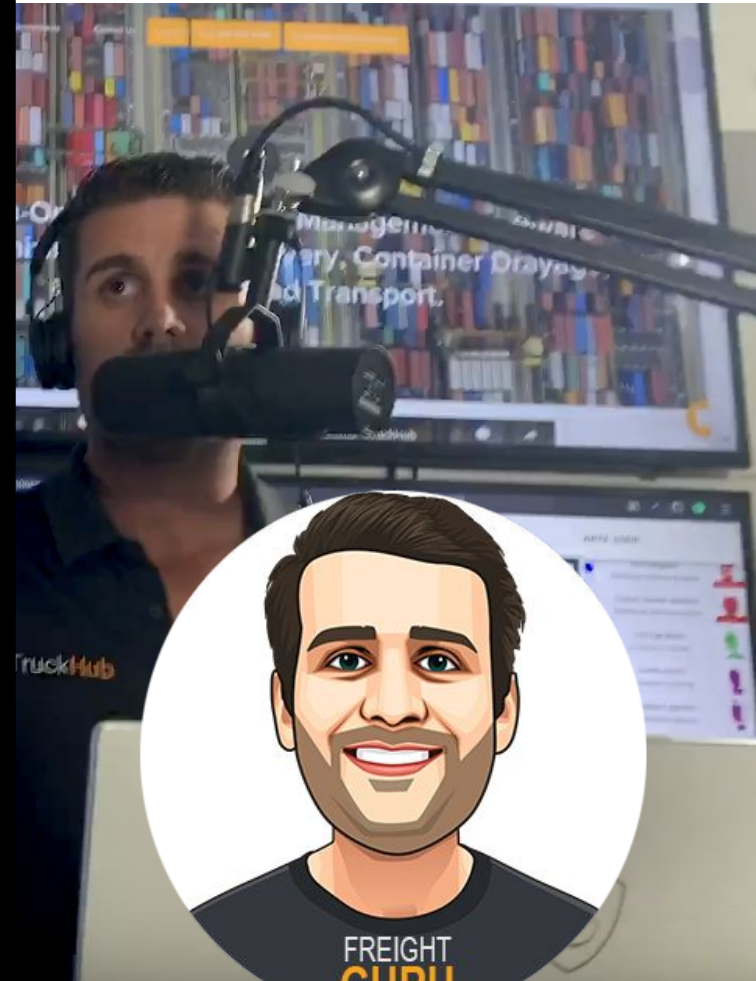
Removing the resistance of a sale from users has proven to be extremely successful especially among B2B markets.

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.





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#FreightGURU



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 Pillars 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 your looking
- 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>

CREATING AN INDUSTRY LEADER
DSV PANALPINA ACQUIRES GLOBAL INTEGRATED LOGISTICS

We'll become
3rd
largest 3PL provider globally

We'll be in
+90
countries with own operation

We'll be
+70,000
employees globally

The graphic features a background image of a DSV worker on a yellow lift truck next to a large cargo aircraft. The text is overlaid on the image, with the acquisition announcement at the top and three key performance indicators (KPIs) in blue boxes at the bottom.