



Key Business Advantages – For Your Business

- Predictable Cost to eliminate an Unpredictable Threat: Provides Landed Cost and Profit Margin Protection to your valued Importer Clients. Containers with contracts for sale to a retailer can be protected by adding the cost of the insurance to the landed cost thus providing a predictable cost.
 - Example: a container of pottery being sold to Home Depot might have a negotiated landed cost of \$20,000. By adding the cost of Customs Inspection Insurance to the landed cost (\$240 for a 40 ft. container) an Importer can negotiate a landed cost of \$20,240 and be insulated from any inspection fees up to \$5K.
 - No more difficult conversations with the retailer on who is to pay/absorb the inspection fees.
 - No longer will Importers have to eat these unpredictable costs as a cost of doing business.
- Sales Advantage for your Organization: LoadStar structures the insured as “you” the Freight Forwarder/Customs Broker. This structure provides a sales opportunity by offering a unique advantage to a prospective Importer whereby Customs Inspection Fees are indemnified (by including the premium in your fee structure) thereby creating a competitive advantage. This value-added service sets your organization apart when pursuing a new customer to move from an existing relationship who does not offer this coverage and indemnification.
 - Note: Inspection Fee Waiver is signed by the Importer transferring the insurable interest to you the Freight Forwarder
- LCL Coverage: The LoadStar Policy is per container and not per Importer for the LCL container. This provides the option to take the single premium and divide it (or include it) by CBM of space per Importer.
 - Typically, there average 6 importers per 40 ft. container in a LCL so dividing the cost of the premium would average \$60 per Importer which can be included in the LCL pricing or charged on a prorated basis.
- Eliminate Float of Advanced Fees to Release the Container: Traditionally the Freight Forwarder/Customs Broker advances the inspection fees for the Customs Inspection and invoices Importers with terms of Net 15 or Net 30. With this model there is a constant amount of capital in “float”. By utilizing Loadstar’s claims reimbursement in 24-48 hours, reimbursement can be electronically deposited into your operations account and float minimized.
- Saves Time and Money – Client Retention: Eliminates employees time wasted fielding angry phone calls or being blamed for a Customs Hold. Employees can spend more productive time on customer service and adding new clients. Saves relationships and improves client retention.