

Estes Forwarding Worldwide  
**INTERNATIONAL  
SERVICES OVERVIEW**





# INTERNATIONAL SERVICES OVERVIEW

The world is our marketplace and today, business is more global than ever before. That's just as true for small manufacturing companies as it is for large multinational firms. We understand that each needs a shipping solution at a competitive price and consistent transit time across every border and time zone.

Estes Forwarding Worldwide maintains multiple certifications and affiliations.

*Here is a selected list of those:*

- Licensed Freight Forwarder
- Certified by the TSA as an Indirect Air Carrier
- NVOCC (Non-vessel Operating Common Carrier and Ocean Freight Forwarder)
- C-TPAT Certified (Participant in the U.S. "Customs-Trade Partnership Against Terrorism" Initiative)
- IATA
- Licensed U.S. Customs Broker
- CCR & ORCA Registered
- PHMSA Registered (Pipeline and Hazardous Materials Safety Administration)
- GSA – Approved Transportation Services Provider
- NPS (Net Promoter Score) Certified
- World Cargo Alliance (WCA) member



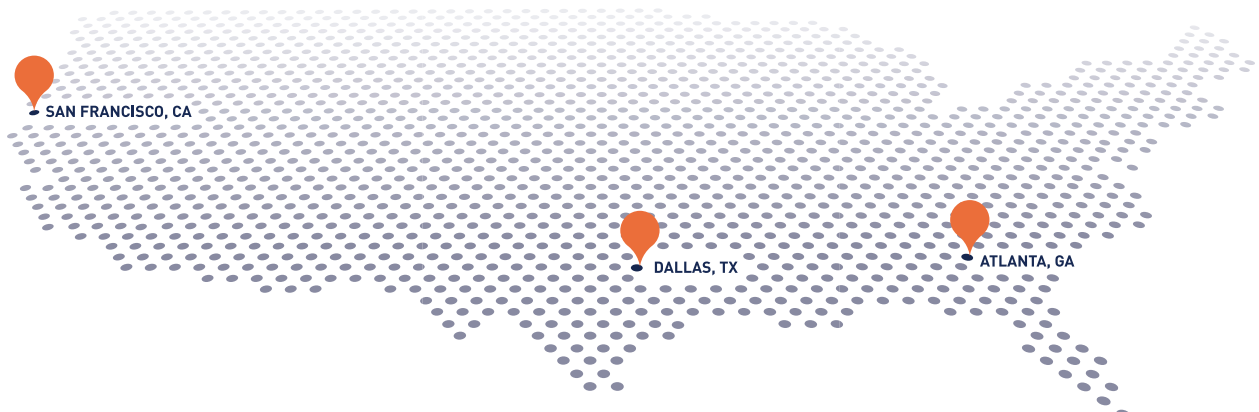
Since 2012, EFW has been a member of the World Cargo Alliance (WCA), the world's largest and most powerful network of international logistics companies. The partnership further strengthens our international relationships and gives us immediate access to an additional network of shipping partners across the world.

# INTERNATIONAL SERVICES TEAM

Strategically located in EFW offices across the United States, the EFW International Services team possesses extensive industry experience. Our entire team is dedicated to the mutual success of the work we do together. The chart below lists our team members including years of industry experience.

Name	Years of Experience
<b>Jay Walick</b> VP, International Services	33
<b>Sam Vazquez</b> Director, International Operations & Compliance	23
<b>Kuindert Berkman</b> Regional Manager (West), International Operations	24
<b>Danny Ashley</b> Regional Manager (East), International Operations	22
<b>Victoria Kokanovic</b> Global Solutions Manager (Houston)	13

## EFW INTERNATIONAL OFFICE LOCATIONS



# KEY DIFFERENTIATORS

- Distinctive hybrid network resulting in the power of an asset-based carrier (Estes Express) coupled with the flexibility of a non-asset-based carrier — creating a one-call solutions provider for clients with enhanced capacity.
- 100% company owned stations with trained EFW employees providing consistent processes and the ultimate customer experience for clients.
- Faster pay of vendors than industry average. The financial stability provided to EFW through parent company, Estes Express Lines, and their 88 year history allows EFW to pay vendors faster compared to peers. The financial stability of the Estes Enterprise is demonstrated by the Company's 5A2 rating with Dun & Bradstreet (00-278-0633).
- Individualized approach to client needs. Our international customers each receive a dedicated team that is trained to each client's specific SOP, understands their critical needs, and acts as a single point of contact.
- Investment in employee retention and leadership programs.

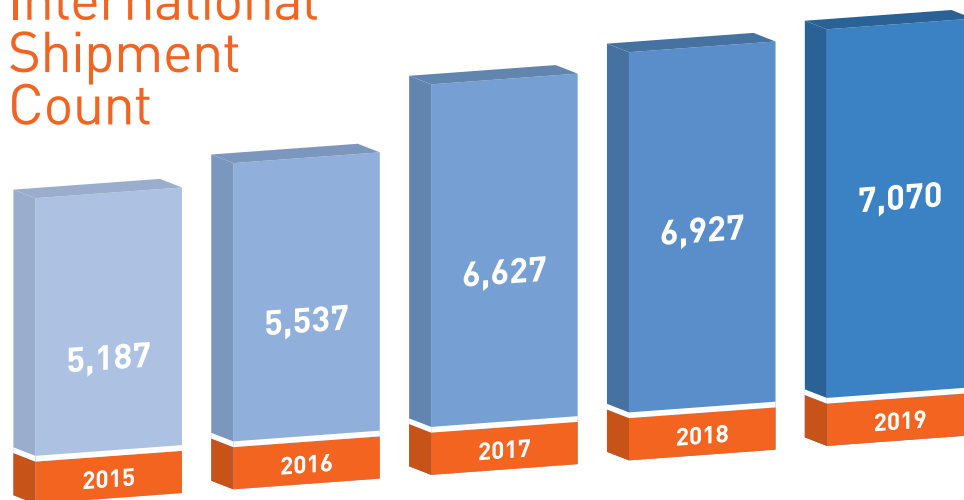




# INTERNATIONAL SERVICES

The world is our marketplace and today, business is more global than ever before. From the small manufacturing company to large multinational firms, we understand that each needs a shipping solution at a competitive price and consistent transit time across every border and time zone. Our international shipment numbers and revenue have grown consistently year after year driven not only by the increased need for custom, international logistics solutions, but our reputation for being a reliable partner who delivers swift and secure logistics solutions.

## International Shipment Count



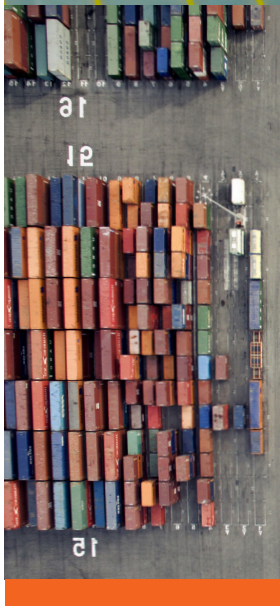
## International Revenue





## WHY EFW INTERNATIONAL SERVICES?

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- **Very experienced team** – Average amount of International Freight Forwarding experience is 18 YEARS (per person).
  - **Financial strength** – Our Estes Express Lines parent company connection positions us strongly in this regard. Many mid-size freight forwarders struggle to advance funds. (Ocean Freight fees, China tariffs, for example). We still pre-pay on behalf of our clients. You can count on us to be there.
  - **Robust Overseas Network of partners** – EFW is privately owned and each EFW office is Corporate owned. This ensures consistency across our enterprise as compared to the franchised model, which can bring challenges.
  - **The collaboration** between EFW sales personnel and Estes Express sales personnel gives our clients strong sales coverage, which is attractive to overseas partners.
  - **Member of the North Atlantic Alliance Association** – This provides EFW tremendous purchasing power for Export Ocean Full Container shipments.
  - **Single invoicing for our Import clients** – We advance all funds (freight & duties/taxes) and provide clients with one invoice after the delivery of the goods.
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# WHY EFW INTERNATIONAL SERVICES?

When it comes to international shipping, we're fluent.

## END-TO-END INTERNATIONAL SERVICES

- Complete supply-chain solutions provider
- Seamless handling of shipments with single invoicing
- Complete tracking from beginning to end
- Wide network of carriers and strategic partners
- Operational single point of contact
- Documentation preparation
- Export declaration/AES process and licenses
- Consular preparation
- Letter-of-credit processing
- Distribution and global warehousing
- Automatic shipment status updates
- Purchase order management

## INTERNATIONAL AIR FREIGHT SERVICES

- Strategically stationed partners around the world
- Expedited air travel available via priority air, economy air, and air charter
- Cost-effective economy shipping by air
- Air charter services when delivery timelines and airline departures don't align

## OCEAN FREIGHT SERVICES

- Full-container load (FCL)
- Less-than-container load (LCL)
- Inland freight
- Priority unloading

## CUSTOMS BROKERAGE SERVICES

- Licensed U.S. customs broker
- Full complement of U.S. customs services for foreign and U.S. customers
- Technical issue resolution
- Single invoicing for transportation and brokerage services
- Classification/commodity review to identify savings opportunities
- Cross-border clearance from Mexico and Canada
- Remote-location filing (single-source entry of multiple ports)
- Import security filing
- Assistance with U.S. customs service issues, such as C-TPAT certification

## BORDER SERVICES

- Licensed as a U.S. customs broker
- Cross-border transportation expertise
- Cross-border strategic partners
- Bilingual staff
- Security enforcement
- Customs compliance

## ADDITIONAL RESOURCES

- Documentation preparation
- Export declaration/AES process and licenses
- Consular preparation
- Letter-of-credit processing
- Distribution and global warehousing
- Automatic shipment status updates
- Purchase order management



# LET'S WORK TOGETHER

It would be our extreme pleasure to work with you.

**Jay Walick**

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