IFT’s Philosophy

Responsible, Reliable, and Respected Worldwide

• We pride ourselves on fulfilling the shipping and logistical needs of international companies on a worldwide basis.

• With a philosophy of service and reliability, IFT provides door-to-door service for virtually every type of shipment.

• At IFT, our formula for success is to know our customers and to fulfill their individual service requirements and needs.
Our History

**1986**
IFT USA is established

**1989**
IFT establishes an office in Salt Lake City, Utah

**1991**
IFT establishes a project division specializing in the transport and management of worldwide Breakbulk and project cargoes

**1992**
IFT begins development of our CIS logistics operation handling cargo throughout all regions of the former Soviet Union

**1995**
IFT establishes an office in Constanta, Romania

**2002**
IFT starts its Alaska and Hawaiian Islands division Specializing in the handling of FCL, Breakbulk and over dimensional cargo from mainland USA

**2009**
IFT establishes an office in Des Moines, Iowa

**2011**
IFT establishes an office in Miami, Florida
IFT Global Network & Partners

IFT Network
IFT Partners
What is a Freight Forwarder

- Intermediary organizing air and sea freight shipments, without owning assets
- Provide Export/Import Logistics Services
  - Documentation
  - AES Filing
  - Customs Brokering Services
- 5,000+ forwarders nationwide
  - 65% of shipments handled by the top 40
- 120 Million Air & Sea Shipments Annually
  - 95% of air freight controlled by forwarders
  - 20% of sea freight controlled by forwarders – but handle 80%
  - Estimated 200,000 – 300,000 employees world-wide
N.V.O.C.C. - Non-Vessel Operating Common Carrier

- Similar to a Freight Forwarder in terms of activities
  - The NVOCC can and sometimes do own and operate their own or leased containers whereas a Freight Forwarder does not
  - Negotiates volume contracts direct with Ocean Carriers of Steamship Lines
  - In certain countries like USA, the NVOCC operators are required to file their tariffs with the government regulatory bodies and create a public tariff
  - A Freight Forwarding company can act as an agent/partner for a NVOCC

- An Ocean Freight Pricing Broker

- An NVOCC is basically a “carrier to shippers” and a “shipper to carriers”
IFT Services
Seafreight

- FCL and LCL shipment
- Project, Breakbulk and Ro/Ro cargo
- Vessel charter
- Letter of Credit shipments
- Multi-Modal solutions (Truck-Rail-Barge)
- Trans-load and warehouse logistics
- Automated links with carriers (Inttra / GT Nexus)
U.S. Territories and Domestic

• Hawaii
• Alaska
• Guam
• Puerto Rico
• FCL Drayage and Ocean service
• Heavy Lift Transport for OOG cargo
• 53’ Truck and Intermodal Rail services
• Domestic LTL service
• Extensive Network of partners through the entire East Europe and CIS region
• Alternative routings to the CIS interior points (Baltic / Black Sea / China)
• COC Equipment + Transload at foreign port
• SOC and Leased Equipment
Carrier Partners – Oceanfreight
Project Cargo

- Door / Door Heavy Lift Transport
- Escorts and Permit for Inland Transportation
- Full and Part Charters
- Cargo pre-inspection and survey services
- Packing and Crating solutions
- Supervision of port handling
Airfreight

- Consolidation services
- Full and Partial charter service
- Priority and Economy service
- Sea-Air routings on key trades
Commodity: Crystallizer
Period of Shipment: October 2012
Origin: Genk, Belgium
Dest: Blair, NE, USA
Specialties: 95 Tons Door to Door
Freight Volume: 425 CBM
Commodity: Military Vehicles
Period of Shipment: October 2011
Origin: Odessa, Ukraine
Dest: White Sands Missile Range, NM, USA
Specialties: Port to Door transport inclusive custom clearance. US Flag requirement. Partial charter via Turkey
Freight Volume: 350 RV tons
Commodity: GT165 Screen Plant
Period of Shipment: September 2011
Origin: Oregon, USA
Dest: Acacia Ridge, Queensland, Australia
Specialties: Door to Door transport DDP. Delivery inclusive custom clearance at destination and delivery to remote mining site.
Freight Volume: 200 RVTons
**Reed Concrete Pumps**

**Commodity:** Concrete Pumps  
**Period of Shipment:** December 2011  
**Origin:** Los Angeles, CA, USA  
**Dest:** Puerto Cabello, Venezuela  
**Specialties:** Door to Port transport  
**Freight Volume:** 300 RVTons
Commodity: FMC Aircraft Boarding bridges
Period of Shipment: June 2004
Origin: Ogden, UT
Dest: Honolulu and Guam Airports
Specialties: 85 units shipped from Door to Door inclusive
IFT supervision at loading and unloading facility.
Freight Volume: 2500 RVTons
Boundary Dam Hydro Electric Plant

Commodity: Turbine for power plant

Period of Shipment: June 1999

Origin: Kharkov, Ukraine

Dest: Boundary Dam, WA

Specialties: 62’ mtons / 19’ diameter – transported on heavy lift vessel and barge.

Freight Volume: 165 RVTons
Foster Wheeler

**Commodity:** Heating Systems  
**Period of Shipment:** December 1995  
**Origin:** Houston, TX  
**Dest:** Osentsy/Perm, Russia  
**Specialties:** 82’ Long / 63000Lbs units Door to Door delivery in Russia.  
**Freight Volume:** 1500 RVTons
Mining & Construction Logistics

- Delivery capabilities to remote mining sites across the globe
- Diverse routing options
- FCL, LCL and Breakbulk cargo
- Priority vs Economy services
- Packing and Crating solutions
IT Capabilities

- Tracking and Tracing
- Inttra and GT Nexus Connectivity
- Automated On-Board Confirmation
- Track and Trace at transshipment points
- Pre-arrival document check to assure proper clearance and delivery
IFT Shipment Status Reports

- Automatically provides both on board confirmation and arrival confirmation updates weekly

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Why IFT?

• Specialized Customer Service Team
• Always a live person when calling an IFT office (no voicemail)
• Dedicated Customer Service by account (A-Z)
Issues/Challenges in the Midwest

• Trucking Service
• Rail Access Points – Minneapolis, Omaha, KC
• Transport Costs
  – Distance to Container Pools/Rail Access
  – Available Trans-load Facilities (Container Loading for grain and equipment)
• Availability of Containers, Special Equipment
  – Open Top Containers (Hard, Canvas Cover)
  – Refrigerated Containers
Export – A Scary Prospect

• Many Manufacturers Fear Export Sales
  – Lack of Qualified Sales Staff
  – Transportation Managers
  – The “CFO” Problem – Fear of Getting Paid/Spreading too thin

• Tapping into Expertise
  – Iowa Economic Development Authority
  – US Commercial Service
  – Other Exporters (Int’l Traders of Iowa)
  – Freight Forwarders
Identity Preserved Grains

- Containerized Grain Exports

- In 2012 – Containers transported 8 percent of total waterborne grain exports (7% in 2011)

- Asia is the top destination – 96% in 2012
  - China, Indonesia, Japan, Vietnam
Identity Preserved Grains

Figure 18
Top 10 Destination Markets for U.S. Containerized Grain Exports, December 2012

Source: USDA/Agricultural Marketing Service/Transportation Services Division analysis of Port Import Export Reporting Service (PIERS) data

Note: The following Harmonized Tariff Codes are used to calculate containerized grains movements: 100190, 100200, 100300, 100400, 100590, 100700, 110100, 230310, 110220, 110290, 120100, 230210, 230990, 230330, and 120810.
Figure 19
Monthly Shipments of Containerized Grain to Asia

December 2012: Down 30% from December 2011 and 4% lower than the 4-year average

Source: USDA/Agricultural Marketing Service/Transportation Services Division analysis of Port Import Export Reporting Service (PIERS) data
Note: The following Harmonized Tariff Codes are used to calculate containerized grains movements: 100190, 100200, 100300, 100400, 100590, 100700, 110100, 230310, 110220, 110290, 120100, 230210, 230990, 230330, and 120810.
Limiting Factors in Export of Grains

• Cost ratio of Containerization vs Bulk
• Advantage – IP and Smaller Volume Access
• Distance from plants (ethanol – DDGS)
  – Transload services for rail loading
  – Reliance on Chicago
  – Coastal loading with delivery by bulk rail
• Iowa Advantages to Consider
  – Ethanol Plant Locations
  – Livestock Production/Value Added
Iowa Inland Port

- Container Pool
- Cooperation and Interest of Rail, Ocean Carriers
- Container Pool/Rail Loading
- Transload Facilities for Grain
- In-bound/Out-bound Calculation
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