



HF **HIGHLAND**[®] **FORWARDING**

We Take Care of You™

Issue: 12

EDITORIAL

OCTOBER 2013: MANY EXCITING DEVELOPMENTS FOR HIGHLAND



Radek Maly
President

Highland Forwarding has had a busy 12 months since our last newsletter.

At the end of 2012 - through our membership in the U.S.-Russia Business Council—we helped garner support for U.S. Congress approval of the PNTR (permanent normal trade relations) with Russia. Passage of PNTR should help double trade between USA & Russia within 5 years. Russia is of course our major market focus, with more than 8 people in our U.S. office speaking Russian.



In May 2013 we expanded our Houston office by sending additional staff there in order to focus on the oil&gas market. Houston is a major market for Highland due to high concentration of export related and project business.

In August 2013 Highland has been recognized by INC Magazine for the 6th time as one of America's 5000 fastest growing private companies. This is a fantastic achievement since there are only very few companies—in any industry—that get on the list more than 5 times.



In September 2013 we finally moved to our own new office building that we constructed in Londonderry, NH. It is a beautiful new class-A facility about 40 minutes from Boston airport. With 24000 square feet of office space and 12000 sq. feet of climate controlled 20 ft high warehouse it will offer us plenty of room for future growth. The building will also receive a free trade zone designation in 2014.



America's Fastest Growing Private Companies

DID YOU KNOW?

That China introduced a VAT tax on all freight charges payable in China as of August 2013 as per Circular 37 (Cai Shui [2013] No. 37) issued by the Ministry of Finance (MOF) and the State Administration of Taxation (SAT) of PRC on 24 May 2013. In compliance with the new regulations an additional **6% VAT plus Supplementary Taxes** will be levied on top of freight and charges currently payable in China on all freight invoices issued .



In addition to the 6% VAT, in each China city there are additional taxes that are levied along with the VAT calculation that, depending on the China City involved, will add an additional 0.78% - 0.83% to the total. Therefore the VAT as charged will be a total of 6.78% to 6.83%.

What does this mean in reality?

- 1) All FOB charges in China will have the VAT added. Negotiate FOB port terms with suppliers rather than EXW.
- 2) All air freight shipments will have the surcharge as well since air freight must be paid to airlines at origin as "prepaid".
- 3) VAT can be avoided on ocean freight by sending the ocean charges on "collect basis" ie. payable outside of China. If you were buying from China on CIF/DAP terms before you should consider switching to FOB to avoid the tax. Please contact us for further guidance.



WHAT OUR CUSTOMERS E-MAILED US IN 2013



Thank goodness for you and your company!

Karen—importer Salem, NH, USA—March 2013

I am so impressed with you and can't thank you enough—you're a real blessing to us !!!

Frank—exporter Dallas, TX, USA March 2013

That is amazing!! Thank you for making that such an easy process!

Alyssa, Boston, MA USA importer March 2013

I would like to pass you again our deep thanks for the great support we received from your esteemed company and specially Mandeep. She is making efforts to help us through this project as well as in any other shipments. Thanks again for you and your great team. Wishing that we will have more & more cooperation in the near future.

Maryam—agent in Damascus, Syria, April 2013



What do you think— is our service true to our motto: "We Take Care Of You" ?

SPRING ICE-SKATING

This past March we all went to ice skate. It was a new experience for some of our staff and family from places like India who may never have seen snow or ice before. But we all had a great time!



HF



SUMMER PICNIC

We had another summer company outing at a local New Hampshire lake near the Seacoast. We are blessed with hundreds of beautiful lakes within a few hours from our office. **HF**



MOVING 170" HEIGHT IN SNOW STORM??

Last January we moved a \$1 million piece of machinery from New York port to Peabody, MA. The height of the crate at 170" (430 cm) was too much to secure permits. We decided to uncrate the machine in the port (under customer supervision). The next day the "snowstorm of the century" dumped over 3 feet of snow on the planned route along the back roads of Connecticut. We stored the machine at no charge to the client for 2 weeks until the roads reopened and delivered all in good condition. **HF**



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Established in 1998, Highland Forwarding has been providing exceptional international freight forwarding services over 15 years. As a specialist in arranging transportation to and from overseas via air or ocean while offering customer service of the highest caliber, Highland Forwarding has become a premier freight forwarder and the choice of experienced logistics professionals worldwide.

Come to find out why our motto is:

"We Take Care of You"