



northstar

BY RWSOLUTIONS



**WE BUILD A SECURED  
COMMUNITY OF SPECIALIZED  
FCL FORWARDERS**



[www.northstarforwarders.com](http://www.northstarforwarders.com)



[fcl@northstarforwarders.com](mailto:fcl@northstarforwarders.com)



# THE FIRST NETWORK OF FCL FORWARDERS WORLDWIDE

Without a doubt, sea freight is the single most important mode of international trade transport. It accounts for the vast majority of cargo movements globally, with over 90% of global trade happening via container ships.

Every Forwarder aims to handle containers with shipping lines efficiently, ensuring satisfaction for their container-loading clients.

NORTHSTAR, part of the RW Network, is a global alliance of high-quality and specialized FCL Forwarders. It brings together FCL Forwarders from around the world on a common business development platform and aims to foster a friendly community.

In addition to being the first network dedicated to FCL Forwarders, NORTHSTAR excels in profiling agents with shipping line contracts, a crucial aspect of its Agency List design. This ensures that Forwarders can access more competitive deals and rates worldwide.

At NORTHSTAR, our mission is to empower our members to become leaders in the network. Together, we collaborate to find the best strategic solutions for the FCL business, expand each organization's reach and opportunities, and enhance the availability of deals and opportunities.

Welcome to NORTHSTAR, the First Global FCL Forwarders Alliance, a part of the RW Network.

Sincerely,

Your NORTHSTAR Team – The Global FCL Forwarders Alliance, a part of the RW Network.



# NORTHSTAR OFFERS THE FOLLOWING BENEFITS

## SERVICE CONTRACTS WITH MULTIPLE SHIPPING LINES

Every FCL Forwarders aims to properly handle containers with shipping lines from their origin into the world and vice versa, to keep container loading clients happy. NORTHSTAR leads in profiling agents with shipping line contracts, an intricate part of its Agency List design. This will ensure that FCL Forwarders get a more competitive deals and rates worldwide.



## A NETWORK OF FCL FORWARDERS WORLDWIDE

Being part of NORTHSTAR gives you the opportunity to widen your connections and be represented in every corner of the globe.



## SECURITY WITHIN THE NETWORK

Security within the network with Even if all members are diligently screened, the Network still provides a payment security plan on the event of unfortunate cases where payment becomes delayed or unsettled to make sure every business effort will be paid accordingly.



## TRUSTED COMMUNITY OF SPECIALIZED FCL FORWARDERS

All NORTHSTAR applicants will undergo a series of screening processes which involve cross-checking of their specialization, financial stability, reputation, and sales strength. The network also ensures proper ethics within the network through its own standard Code of Ethics and Guidelines which is strictly implemented within the group.



## MEETING SPECIALIZED PARTNERS AT ANNUAL CONFERENCES

Attending our annual conferences is highly encouraged, as one of the most important aspect of joining a global network is meeting new partners to face to face essential to building good business relationships and creating more opportunities for all parties.



## GLOBAL BRANDING

We Promote awareness of our community worldwide.

- Distribution of our Network Agency List to the leading logistics events and exhibitions
- Inclusion of your company logos in all our marketing collateral including brochures, newsletters and in our website





# NETWORK AGREEMENT

NORTHSTAR members maintain a professional working relationship with each other by adhering to the Network Ethics and Guide. They commit to the following:

1. Pay all monies due to members in a timely manner (standard: within 30 days, unless otherwise agreed upon in writing).
2. Be active in sales endeavors for mutual growth.
3. Attend annual conferences of the alliance to ensure activity among members within the organization.
4. Respect other members' existing customer bases and refrain from back-selling.
5. Reflect the true cost of all rates quoted from the NORTHSTAR Member to the NORTHSTAR Member for common markup and profit sharing. Should the cost change (even during shipment), the NORTHSTAR agent partner/s must update accordingly. Overcharging is considered unethical within NORTHSTAR, and NORTHSTAR reserves the right to expel members with unethical practices.
6. Provide bona fide sales leads when possible.
7. Be properly staffed to provide the highest level of service.
8. Operate in accordance with all stated shipping advice.
9. Promptly respond to all communications (standard: within 24 hours).
10. Quote rates in full detail in a timely manner.
11. Share freight profits 50/50 unless otherwise agreed upon in writing.
12. Seek the help of the NORTHSTAR administration for dispute resolution. Send all the details to [fcl@northstarforwarders.com](mailto:fcl@northstarforwarders.com).



# OFFICIAL RATE STRUCTURE

## COUNTRY STATION FEE

USD 2950 PER HQ (ANNUAL)

## BRANCH FEE

USD 900 PER BRANCH (ANNUAL)

## SECURITY FEE

USD 500 PER LEGAL ENTITY (ANNUAL)





















## BANK CHARGE

USD 25 PER TRANSACTION

## ONE-TIME APPLICATION FEE

USD 200

# LIST OF TOP 20 SHIPPING LINES WORLDWIDE

 <b>1</b> MEDITERRANEAN SHG CO <small>SWITZERLAND</small>	 <b>2</b> MAERSK <small>DENMARK</small>	 <b>3</b> CMS CGM GROUP <small>FRANCE</small>	 <b>4</b> COSCO GROUP <small>CHINA</small>	 <b>5</b> HAPAG-LLOYD <small>GERMANY</small>
 <b>6</b> ONE (OCEAN NETWORK EXPRESS) <small>SINGAPORE</small>	 <b>7</b> EVERGREEN LINE <small>TAIWAN</small>	 <b>8</b> HMM CO LTD. <small>SOUTH KOREA</small>	 <b>9</b> YANG MING MARINE TRANSPORT CORP. <small>TAIWAN</small>	 <b>10</b> ZIM <small>ISRAEL</small>
 <b>11</b> WAN HAI LINES <small>TAIWAN</small>	 <b>12</b> PIL (PACIFIC INT. LINE) <small>SINGAPORE</small>	 <b>13</b> SITC <small>HONG KONG</small>	 <b>14</b> KMTCC <small>SOUTH KOREA</small>	 <b>15</b> X-PRESS FEEDERS GROUP <small>SINGAPORE</small>
 <b>16</b> IRISL GROUP <small>IRAN</small>	 <b>17</b> UNIFEEDER <small>IRELAND</small>	 <b>18</b> ZHONGGU LOGISTICS GROUP <small>CHINA</small>	 <b>19</b> SINOKOR MERCHANT GROUP <small>VIETNAM</small>	 <b>20</b> SEA LEAD SHIPPING <small>SINGAPORE</small>

Source: [www.alphaliner.com](http://www.alphaliner.com) as of August 2023



# CONNECTING FCL FORWARDERS

# WORLDWIDE INTO ONE SOLID NETWORK


The network that profiles agents with shipping line contracts.




 [www.northstarforwarders.com](http://www.northstarforwarders.com)

 [fcl@northstarforwarders.com](mailto:fcl@northstarforwarders.com)

## INTERESTED TO BE A MEMBER? CONTACT US HERE!

 [www.facebook.com/NorthStarAlliance](https://www.facebook.com/NorthStarAlliance)

 [@rwnorthstar](https://www.instagram.com/rwnorthstar)

 [www.linkedin.com/company/northstar-forwarders](https://www.linkedin.com/company/northstar-forwarders)

 [fcl@northstarforwarders.com](mailto:fcl@northstarforwarders.com)

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An **RWSOLUTIONS** Network



# PAYMENT PROTECTION GUIDE & NETWORK AGREEMENT

The live payment monitoring system allows our Northstar Forwarders Secretariat to capture any late-payment incidences and inform the network of any irregularities. All members are sent a monthly PDF of the Network Security Agency list, which highlights the updated status of every member. By having this system in place we are able to vastly reduce the network's exposure to wrong intended forwarders and keep our striving community of forwarders going.

## **Northstar Forwarders Security Fund is governed by the following guidelines:**

- 1.** Prior to transacting with Northstar Forwarders members, please verify from the network agency list that your partner is in good standing.
- 2.** Send pre-alerts (HAWB, MAWB, and Billing) within 14 days of shipment
- 3.** Agent to submit a statement of account (AR/AP) within the first 10 days of each month.
- 4.** Members must be updated with membership payables
- 5.** The agent must pass the screening process of Northstar Forwarders
- 6.** Agents must file a late-payment-report within 45 days of the transaction
- 7.** Only members of Northstar Forwarders are eligible for security claims. Expired member status is not entitled to submit claims to members of Northstar Forwarders.
- 8.** Northstar Forwarders security blanket covers for invoices within a maximum of 45 days before the claim date. Northstar Forwarders does not provide coverage for shipments with payment terms of more than 30 days.
- 9.** Dispute protection is covered up to a maximum amount of USD 5000/ per member, with a self participation of 10% claimed amount, after your third year in the network. Charges that have not been mutually agreed to prior to any shipment are excluded from the payment security.
- 10.** Any single transaction/invoice beyond USD10, 000 is not eligible to claim.
- 11.** Security coverage is only granted to members that have attended the latest conferences. Northstar Forwarders reserves the right to refuse any claims from members who have not attended the last conference.
- 12.** Only invoices relating to the offices/cities that are registered will be eligible to participate in this fund i.e. if a company only registers its Hong Kong office, but has several other offices in China, only invoices covering freight originating from/destined to their Hong Kong office will be considered as eligible.
- 13.** Northstar Forwarders does not cover for disputes caused by service errors.
- 14.** Northstar Forwarders only covers for freight charges.
- 15.** Northstar Forwarders reserves the right to update the above terms at any time.
- 16.** For payment issues that have been resolved, the payee will undergo a 60-day probationary period, for the purpose of payment monitoring. Northstar Forwarders Management has the right to downgrade payment status of members with payment issues. This is to ensure that the entire Northstar Forwarders is kept safe.
- 17.** 50% payment protection coverage is given to a member, if the member is a part of another network
- 18.** We will not provide any payment coverage if both parties (claiming agent and other party) involved are both members of same network that are outside RW Networks.
- 19.** Northstar Forwarders does not cover for disputes caused by service errors
- 20.** Northstar Forwarders only covers for freight charges



# PAYMENT PROTECTION GUIDE & NETWORK AGREEMENT

- 21.** Northstar Forwarders reserves the right to update the above terms at any time.
- 22.** Northstar Forwarders is not in charge of collecting/ collection assistance, it is solely the responsibility of the agent.
- 23.** Northstar Forwarders does not recommend to provide more credit than the security coverage provided and that any amount beyond is at their own risk.
- 24.** Cargo that accumulates Demurrage/ detention / destroying charges at destination are at the full responsibility of the originator agent. In cases of direct shipments (from origin to destination) the origin agent is liable to pay within 30 days of the destination agents settlement. In cases of triangle shipments , the orinating agent is fully liable for above charges within 30 days of settlement by destination agent.
- 25.** It is the duty of the origin/originating agent to ensure that the consignee at destination will pay for all costs associated to delays that maybe borne by the destination agent, and guarantees settlement to destination agent being the only party known and associated to the destination agent.





# “The Global FCL Forwarders Alliance”



## Global FCL Forwarders Alliance

an **RW** network

*The network that profiles agents with shipping line contracts.*

An **RWSOLUTIONS** Network

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**Website:** [www.northstarforwarders.com](http://www.northstarforwarders.com)