

Case Study

NYC-based forwarder relies on SalSon for CES

Introduced to SalSon 20+ years ago for CFS services, one popular forwarder added drayage, warehousing – and now Central Examination Station (CES) services.



CHALLENGE

Over the years, this forwarding provider had countless experiences where many of their containers needed to be moved to a CES. Typically, this process is time-consuming, involving follow-up calls to make sure the container is picked up. Costly too – since a container is allowed only a certain amount of time at port free of charge.

According to their Import/Export Forwarding Supervisor:

“I’ve never had to follow up to make sure a container assigned to SalSon would be picked up.”

SOLUTION

SalSon’s Newark facility is a U.S. Customs inspection site for agricultural products. Our 24/7 operation is the largest CES in Port Newark. We get containers back in circulation ASAP. In fact, 2-3 times faster than the Customs average. SalSon benefits include:

→ **LOCATION** *We’re less than a mile from Port Newark, so your products get off port and processed fast.*

→ **ASSET-BASED** *We have our own chassis, to speed container movements to and from the port.*

→ **COST** *Very competitive CES rates, with no hidden charges related to port congestion, detention or container flips.*

→ **ON-SITE OFFICIALS** *We enjoy an excellent relationship with CBP officials, who maintain an office within SalSon’s terminal.*

RESULTS

This forwarding customer enjoys all the high-security, on-site benefits of a SalSon relationship, including 60 dock doors dedicated to customs inspection, on-site chassis handling equipment, and online track and trace to know where your cargo is at all times during the inspection process.

“SalSon is the leading CES in the industry, and that’s why they have my highest recommendation.”

— Import / Export Forwarding Supervisor

