



May 17, 2011

Andy Barrons,
Vice President of Marketing, INTTRA,
Via email - andy.barrons@inttra.com

Subject: Ocean Freight Industry Electronic Invoice Presentment and Payment (EIPP) Standards Advisory Board

Dear Andy,

The Canadian International Freight Forwarders Association (CIFFA) is a national not-for-profit association representing some 245 Regular Member firms from the largest of global multi-nationals to small and medium sized Canadian companies. Since its formation in 1948 the association has represented the interests of international freight forwarding companies with carriers, governments and non-government organizations. In continuing with our Advocacy mandate and in the interest of our Members, CIFFA is very much engaged in ocean cargo interests and continues to speak for the industry as the Voice of Freight Forwarding in this sector. The association highly encourages the development of tools and processes that drive efficiencies in the industry.

As such, in a recent eBulletin item to our Membership (April 12, 2011) from the Journal of Commerce entitled "Shipping Group to Set Electronic Payment Standards" and from the information provided on your website on "Ocean Freight Industry Forms Electronic Invoice Presentment and Payment Standards Advisory Board, April 26, 2011", the Association received several comments from our Members with what we think might be a point of interest for your new "Ocean Freight Industry Electronic Invoice Presentment and Payment (EIPP) Standards Advisory Board."

Many of our Members have been using INTTRA EDI systems to make bookings and transmit B/L instructions for several years and comment that it is working quite well. Allowing everyone in the supply chain to re-transmit data as received eliminates some of the time consuming and costly processes of traditional paper-based ocean transactions.

Now if we consider the possibility of e-invoices and e-payment, which would of course save time and money for the carriers, we would like for you to consider giving thought to how forwarders collect their freight commissions that are due. As it stands, approximately 95% of commission receivables are in the 90+ days and this is the same for just about all forwarders. Of course with this, comes the constant collection hassle etc. Would it not be simple logic that the e-payment of the freight also includes the deduction of the commission due?

CIFFA cordially requests that consideration of commissions be included in any / all electronic invoices and payments. Automation of this process would certainly drive improved efficiencies throughout the supply chain.

We thank you for this consideration.

Sincerely,
CIFFA

A handwritten signature in black ink that reads "H. Ruth Snowden". The signature is written in a cursive, flowing style.

H. Ruth Snowden

C: CIFFA Members www.ciffa.com