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How Entrepreneurs Handle Overseas Shipping

Problems Small Business Owners Face in the Global Marketplace

Dec 5, 2009 [Katelyn Thomas](#)

Shipping products overseas isn't always easy, but it can be worthwhile.

Many [small businesses thrive overseas](#), but it can be tough for businesses who have never dealt with all the intricacies of sales out of the country to navigate through all of the obstacles. In this interview, [Shipwire.com](#) discusses some of the problems that small business owners struggle with when they decide to compete in the [global marketplace](#).

What Are Some of the Problems Small Business Owners Face When They Ship Overseas?

"The issues small businesses face when shipping internationally across borders are largely the same issues they face when shipping domestically, only on a magnified scale: handling the complexity of shipping and logistics to ensure product gets there in the most efficient way possible, the high cost typically associated with shipping internationally and of course, getting your products through customs and to your customers on time. Driving customer satisfaction and earning repeat customers by providing accurate and on-time deliveries is also an increased concern for merchants that choose to ship individual buyer shipments across borders."

How Can Small Businesses Overcome Problems with Shipping Products Overseas?

"Shipwire is uniquely able to bypass the hassles and frustrations typically associated with shipping and logistics, allowing our customers to focus on what they do best: increasing sales and growing their company. We allow SMBs to seamlessly expand internationally by:

- Doing all the heavy lifting – the SMB is tapping into our global warehouse network to place products closer to their customers. Expensive infrastructure is now a thing of the past.
- Handling the complexity of shipping – Shipwire helps merchants get their inventory overseas and create the business processes to scale their supply chain. Once product is stored locally, Shipwire takes care of all the pick, pack and shipping of orders. Additionally, an often-overlooked aspect to international shipping is cancellations and returns, which can be just as tricky. At Shipwire, we take care of all that for you.
- Cost – by placing your product in the international country, SMBs are no longer subject to international shipping rates, but rather local shipping rates. This significantly reduces the cost and transit time for customers to receive each product while simultaneously establishing a local presence.
- Being available on-demand, 24/7, SMBs can move product with the click of the mouse anytime, while knowing where the shipments are in real time."

Once small business owners decide to try doing business overseas, they will face some shipping related obstacles. While it is possible for them to [travel](#) back and forth to figure out all the international sales paperwork and shipping problems on their own, teaming up with a mentor who knows how to navigate through the proper channels or using a company that specializes in helping small businesses do business overseas by setting up local shipping centers can make the whole process much easier and less stressful to handle.

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