

Nicola Bernard



-services for foreign trade affairs-

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The business concept for service companies

The idea – our proposal to customers:

- To offer assistance for newly established smaller companies and businesses of trade, industry and the transport trade, in all areas of import and export settlement, both in the form of consulting as well as executive functions. Consulting with companies already active in foreign trade – to expand existing markets and also to open new markets.
- Professional expertise provided from the initial business contact and the subsequent implementation of international sales transactions, as well as project monitoring and management.
- Resource-related expertise at an affordable price. The intervention of work experiences through in-house staff training.

Future customers contact us with their enquiries or problems, because:

1. They are able to rely on our expert knowledge and professional experience.
2. We arrange the first consultation with the new customer at his/her location. Our service comes into your house. Consequently, management and/or the Board itself is given a time saving option to focus on other current business.
3. Future customers in trade and production will find a central point of contact for:
 - Initial information regarding international business acquisitions (Import/Export Rules & Regulations, limitations and restrictions, security of payment through Letter of Credit and Bonds, transport quotations, Track & Trace, etc.).
 - Barriers in custom declarations (import / export) can be selectively counteracted.
 - INTRASTAT-application /processing can be assumed by our staff.
 - Hands-on assistance in the preparation of national and international transport and customs documents.
 - The mediation of cargo and transport insurance are part of the service.
 - In-house training can be discussed specifically to meet the needs of the company.
4. Lower personal costs related to credit risk is avoided.
5. More efficient use of work space with the "out-sourcing" of import or export documentation preparation. This workplace can now be used more profitably.

Companies that are active in international trading activities are no longer forced to employ qualified personnel and to carry the expenditure in manpower associated with such a position. These positions are often underemployed. To confide in specialists is far more convenient, efficient, reliable and most important secure.

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Supplementary calculation for manpower expenses for a Qualified Foreign Trade Employee

Corporate example:

If an exporting / importing company were to employ a technically competent full-time employee at the given salary costs the calculation would be as follows:

Gross salary per month (minimum) 3,500.00 EUR

+ Labour costs 2,870.00EUR

(= 82% in the manufacturing sector according to Chamber of Commerce incidental expense ratio)

= Personnel costs for the company / month: 6,370.00 EUR

= Labour costs per annum (excluding gratuities): 76,440.00 EUR!

For a corporate company to productively employ a position, as shown above, would require a pure export volume of business of more than 254,800.00 EUR yearly.

(Our recommendation is: labour costs should not exceed 30% of the sales volume.)

This is what particularly distinguishes us from other service offices:

There is now a one-stop contact point for all enquiries since the foundation of the service office, Nicola Bernard. All enquiries concerning foreign trade legislation in coordination with possibilities of international financial business as well as all aspects of the international freight business. Many years of professional experience and the knowledge gained from these experiences should have convinced you by now.

This is what we can offer you - take advantage of your advantage now!

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Additional information under: <https://nicola-bernard.de/en/services/>