ProShip



International Shipping by the Numbers

An **in-depth** look at international shipping facts and statistics for 2023.

Fast Facts



- With stores opting to move online or add online buying options, it's projected that 2023's e-commerce sales will reach around **$6.3 billion**. *(Source: Shopify)*
- Research has shown that global e-commerce will reach approximately **$7.4 trillion** by 2025. *(Source: Shopify)*
- Although retail has had it tough since 2020, every national market covered by eMarketer saw **double-digit e-commerce growth**. *(Source: Shopify)*
- Overseas shipping and sales have **grown 25% year-over-year** compared to 20% for domestic sales. *(Source: EasyShip)*

Top reasons that consumers shop from international retailers:

43% — *They found a lower price.*

36% — *They were looking for something unique, not found in local stores.*

34% — *They desired products or brands not available locally.*

Parcel Volumes

In 2021, **global parcel shipping volume** amounted to over 159 billion parcels. In less than six years, this volume **is expected to reach 256 billion parcels shipped in 2027, at a compound annual growth rate of 8.5%**. *(Source: Statistica, 2022)*

Parcel Volume by Country

UNITED STATES

- **21.5 billion** parcels in 2021
- **683** parcels per second
- **59 million** parcels per day
- **65** parcels per person
- **166** parcels per household

CANADA

- **1.5 billion** parcels in 2021
- **47** parcels per second
- **4 million** parcels per day
- **39** parcels per person
- **140** parcels per household

- China generated **108 billion parcels** in 2021, making it the **first country to exceed 100 billion parcels within one year**
- Despite market uncertainties, by 2024 global parcel volume is **likely to double** the pre-pandemic level of 2019, **from 104 billion parcels in 2019 to 205 billion parcels in 2024**.

(Source: Pitney Bowes)

A Closer Look at Canada

1.5 BILLION parcels in 2021*

Canada's parcel volume remained flat in 2021 at 1.5 billion, equating to **47 parcels per second** or **4 million per day**, after significant growth of **33%** in 2020. Carrier revenue **rose 17% in 2021 to $13.4 billion**. **39 parcels** were generated per person in 2021 or 140 per household. *(Source: Pitney Bowes)*

CANADIAN CARRIERS

Canada Post · Canpar · FedEx · Loomis Express · Purolator · TFI International · TForce · UPS

See ProShip's full list of International carriers here

2021 Stats on Parcel

2021 PARCEL SHIPPING REVENUE (billions)

- **UPS** had the *highest* increase in share of parcel revenue (**12%** to **17%**)
- **TFI International** retained share of parcel revenue (**4%**).

2021 PARCELS SHIPPED (billions)

- **Purolator** increased slightly in share of parcel volume (**13%** to **14%**)
- **FedEx** increased from **11%** to **12%** share of parcel volume
- **Canada Post** retained share of parcel volume (**19%**).

**Many carriers in the "other category" showed promise, but ultimately as a group decreased in # of parcels shipped.*

Why International?

TIP: *If you focus on seasonal merchandise, you can benefit from year-round sales!*

Why Canada?

- **#1 trade lane** *(In 2021, Canada was the largest U.S. trading partner in goods and services with over $1 trillion in bilateral trade.)*
- **Similar population characteristics, such as language and shopping preferences.**
- **More disposable income** (B2C)
- **Spend more per capita on online shopping of any country in the world** (B2C)

Why International, in general?

- **Opens new markets for increased e-commerce sales & revenue.**
- **Offer a wider range of products that appeal to the international consumer** *(more people, wider inventory, increased sales!)*
- **Allows you to offer another sales avenue outside of domestic competition.**

Cross-border Canada-U.S. trade is valued at over US$ 2.7 billion each day. *Anchoring this trade are 16 of Canada's 20 largest cities that are within a 90-minute drive of the Canada-U.S. border.*

***Most US companies have an existing presence in Canada** – it's a natural extension of their base business to add Canada to their ecosystem and find and most natural area for expansion. Most companies treat Canada as part of their domestic strategy.*

International Shipping Pain Points

Dealing with Shipping Costs

- Does each country apply **different** rates of taxes and duties on different products? How does this affect my overall international **shipping costs**, and can it draw out delivery times?

Eliminating Manual Filing

- How can I automate **ITN (International Transaction Number)** Filing?

ITN Filing serves as **proof** that an exporter has informed the U.S. government about the details of an export shipment *(applies to exports $2,500+ in value)*

Identifying Expansion Opportunities

- How can I understand where the **best** opportunities lie for a **cross-border initiative** – Canada, Mexico, Europe? What makes the most sense for my customer base?

On-boarding Cross-Border Carriers

- Once I've identified my international expansion strategy, how can I easily onboard relevant carriers and include them in my carrier mix?

Increasing Advanced Capabilities

- How can I handle **tricky** international shipping situations, such as **dangerous goods**, **documentation output**, and more?

Shipping Software Needs

- **AES Direct / ACE Gateway** for ITN Filing
- **Advanced INTL consolidation capabilities** (ETD / ITD / Trade Direct)
- **Document automation output** (CI, SLI, MCA, Other)
- **Hazmat Crossborder** (DGIS)
- **Integrated handling** of commodity line-item details
- **International origin** (EU, APAC, etc.)
- **Support** for Carrier INTL Services and INTL Consolidator Options, such as **Zone Skip / Carrier Hub injection** (US to Canada and Canada to US) and **Consolidator Clearance** (UPS Worldease, FedEx IPD, IGD, DHL BBX, etc.)

International Shipping Resources to Learn More

Interested in more International Shipping content? *Visit our International Shipping resource center to read topic related blogs, brochures and case studies, as well are our International Shipping podcast episode with Purolator.*

ACCESS RESOURCES

Ship Better with ProShip

Whether international or domestic, top retailers, 3PLs and manufacturers trust ProShip multi-carrier shipping software to **ship at lightning speeds**, **stay carrier compliant 24/7/365**, and **build stronger-than-ever customer revenue streams**.

Schedule a **discovery call** with one of our shipping experts to learn how ProShip can supercharge your parcel shipping at home and abroad.

SCHEDULE A CALL

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