

# GLOBAL Glimpse

Exclusively for the Partners & Offices  
of the Rogers Worldwide Group



## Coming to America

### A Comprehensive Overview of Visas for Foreign Nationals Attending U.S. Trade Shows

By Michelle Bruno

Freight forwarders are often asked about visas. Here is some important information to be passed on to foreign nationals wanting to attend U.S. trade shows.

#### The Process for Obtaining a Visa and Entry into the U.S.

A "visa," as described by the U.S. State Department, "is an endorsement made in a passport by the proper authorities denoting that it has been examined and that the bearer may proceed to a country's port of entry." This definition, however, can be a little confusing. For example, a visa does not entitle its holder to enter the United States. It only permits the visa-holder to travel to a U.S. border or point of entry, at which point an officer of the former Immigration and Naturalization Service (INS), now part of the Homeland Security Department, has the sole authority to permit entrance into the country.

It is recommended that visas be obtained in the applicant's country of residence although it is possible to obtain a visa while outside of the applicant's home country. The application is made to a U.S. Consular office or section of the U.S. Embassy.

There are a number of items required of all visa applicants including the following:

- Payment of a nonrefundable application fee of US \$100. Additionally, payment of a visa

issuance fee, if applicable.

- Nonimmigrant Visa Application, Form DS-156, completed and signed. Blank forms are available free of charge at all U.S. consular offices, online at <http://travel.state.gov/DS-0156.pdf> or by auto fax at 202-647-3000.
- Valid passport for travel to the United States with a validity date at least six months beyond the applicant's intended period of stay in the United States. If more than one person is included in the passport, each person desiring a visa must make an application.
- One photograph, 2 inches square (roughly 50 mm square) for each applicant, showing full face, without head covering, against a white or off-white background, stapled or glued to the application, DS-156 in the designated space.
- Supplemental Nonimmigrant Visa Application, Form DS-157 must be submitted, completed by all male applicants between the ages of 16 and 45, regardless of nationality. All applicants from the countries on the Department of State list of countries that sponsor terrorism must also complete the DS-157. A consular officer can request the form from anyone.

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## Customs Updates

### Security Procedures May Delay Return Air Shipments

Recently, the owner of a freight forwarder based in New York was charged with a six count indictment for violation of U.S. government mandated security programs, as well as for falsification and fraud. "Sea and Air Services of the Big Apple" or "SASBA", located in Richmond Hill, Queens just nearby John F. Kennedy International Airport's main runways was found to be offering cargo for transport on passenger carrying flights at JFK that was not permitted under current TSA regulations.

"Further aggravating the situation, SASBA was found to be falsifying documents requested by TSA inspectors and for committing wire fraud. "SASBA mislead the TSA Inspectors by stating they had carried out aspects of their security program when in fact they had not. "This resulted in the investigation into the violations of their TSA-mandated security program and Title 18, United States Code, Section 1001 "False Statements."

As a division of Rock-It Cargo, we are now IATA licensed air freight forwarders and obligated to remain in full compliance with security procedures. Delays in return shipments are a possibility, therefore, stay in close contact with Rogers Worldwide's Chicago office for information on return shipments.

### CSI Screening 70% of Inbound Cargo

On August 3, Customs and Border Protection (CBP) announced that approximately 70% of all maritime containers shipped to the U.S. are being screened through the Container Security Initiative (CSI). CSI has expanded to 38 ports throughout Europe, Asia, Africa, the Middle East, and North America, including the 20 ports shipping the greatest volume of containers to the U.S. Commissioner Robert Bonner stated that CBP's goal is to have 50 CSI operational ports by the end of 2006, at which point nearly 90% of all transatlantic and transpacific cargo imported into the U.S. will be subject to pre-screening. Such intense security procedures have led to delays in the importation of freight into the U.S. as well as an increase in the number of intensive examinations. Ship early to

avoid delays and shipments arriving to the U.S. on through bills of lading will be monitored more closely for on-time delivery. If there is any delay, partners will be notified immediately.

### Wood Packaging Regulations Enforcement Begins September 16, 2005

Wood packaging regulation enforcement, scheduled to begin on September 16 may affect how freight is imported for U.S. exhibitions. Still unknown is how Customs will verify whether wood has been fumigated. It appears from a recent press release issued by CBP that fumigation certificates will not be accepted. Instead, Customs will be examining actual skids and packing materials for the fumigation marking. Translated, we may be in for additional Customs examinations if freight is imported on wooden skids even if it is not crated.

Please note that wood packaging regulations apply to ALL imports including U.S. goods (crates and pallets) returning from a foreign trade show. Such goods have to be fumigated in the U.S. prior to export or in the foreign country prior to return to the U.S. For more information, visit [www.palletcentral.com](http://www.palletcentral.com)



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This publication can also be viewed on our web site at:

[www.rerogers.com](http://www.rerogers.com)



# Operations Notes

## New Capabilities with Rock-It Cargo "Backbone"

The recent merger of Rogers Worldwide with Los Angeles-based Rock-It Cargo has afforded Rogers with a number of opportunities and operational support that will help to improve and streamline services to our partners, agents and clients. Rock-It Cargo is a licensed IATA air freight forwarder as well as an FMC-licensed ocean freight forwarder and NVOCC (non-vessel operating common carrier).

Beginning next month all agents will have access to shipment updates via the Internet. Each office will be assigned a unique password and user ID that will enable them to view all shipments currently in the Rogers / Rock-It system.

Also with the merger, offices have been added in Atlanta, Denver, New York, Miami, San Francisco and Philadelphia with personnel available to handle site work for shows in their geographic area. This is in addition to the existing Chicago and Las Vegas offices of Rogers Worldwide.

The Chicago offices of Rogers Worldwide and Rock-It Cargo will be combined and Grace Warner and René Schulte of Rock-It Cargo will support Rogers Worldwide operationally in the Chicago office.



For information on Rock-It Cargo, Inc. visit [www.rockitcargo.com](http://www.rockitcargo.com)



**Cheese spoiled after improper refrigeration at Fancy Food Show, July 10-12, New York.**

## Shipping Perishables

Please verify packing and refrigeration requirements with shippers prior to shipment. The recent New York Fancy Food show again highlighted the

need for exhibitors and our partners to pay closer attention to such requirements as food was imported but conditions of extreme heat and improper refrigeration prevented the items from being displayed.

# Calendar of Events

AUG	Show	City	State	Status
11-14	Outdoor Retailer Summer Market '05	Salt Lake City	UT	Sole Official
14-18	ASD/AMD '05	Las Vegas	NV	Independent
20-22	Western Foodservice & Hospitality Expo '05	Los Angeles	CA	Sole Official
22-24	APCO '05	Denver	CO	Independent
24-25	ISC Expo East '05	New York	NY	Sole Official
25-27	Health & Fitness Business '05	Denver	CO	Sole Official
28-29	West Coast Jewelry Show '05	Los Angeles	CA	Independent

SEPT	Show	City	State	Status
2-5	ISNA '05	Rosemont	IL	Recommended
8-10	Fly-Fishing Retailer '05	Denver	CO	Sole Official
9-15	Print 05 & Converting 05	Chicago	IL	Independent
11-14	APWA '05	Minneapolis	MN	Sole Official
12-13	All Asia Food Expo '05 (East)	New York	NY	Sole Official
12-13	Expo Comida Latina East '05	New York	NY	Sole Official
12-13	Spa & Resort Expo/Medical Spa Miami '05	Miami Beach	FL	Sole Official
13-14	Kosherfest '05	New York	NY	Sole Official
13-15	Global Gaming Expo G2E '05	Las Vegas	NV	Sole Official
13-15	GlassBuild America '05	Atlanta	GA	Independent
14-16	AMOA '05	Las Vegas	NV	Sole Official
14-17	Intl Casual Furniture & Accessories '05	Chicago	IL	Sole Official
14-15	NeoCon East '05	Baltimore	MD	Sole Official
15-17	Vision Expo West '05	Las Vegas	NV	Sole Official
17-19	Dallas Gift & Home Accessories (Fall) '05	Dallas	TX	Independent
17-18	DHI '05	St. Louis	MO	Independent
18-19	Rotoplas '05	Rosemont	IL	Recommended
26-28	Intl Public Transportation Expo '05	Dallas	TX	Independent
26-28	PGA Fall Expo '05	Las Vegas	NV	Sole Official
26-28	Pack Expo '05	Las Vegas	NV	Independent
26-28	Food Processing Machinery Expo '05	Las Vegas	NV	Independent
27-29	HBA '05	New York	NY	Independent
27-29	Assembly Technology Expo '05	Rosemont	IL	Sole Official
27-29	Motivation '05	Chicago	IL	Independent
27-29	Intertraffic '05	Baltimore	MD	Independent
27-29	Intl Robots & Vision Show '05	Rosemont	IL	Recommended
28-30	Interbike '05	Las Vegas	NV	Sole Official
28-10/1	SGIA '05	New Orleans	LA	Independent

## STATUS DEFINITIONS:

**Sole Official:** Designated by organizer as official customs broker and international freight forwarder for the exhibition.

**Recommended:** Designated exclusively by the venue or drayage company with access to the exhibitor list.

**Independent:** No official status, however, will be providing services to the exhibition.

OCT	Show	City	State	Status
7-9	Pet Industry Christmas Trade Show '05	Rosemont	IL	Recommended
7-10	JIS Jewelers Intl Showcase '05 (Fall)	Miami Beach	FL	Independent
9-11	Intl West Coast Seafood Show '05	Los Angeles	CA	Sole Official
9-11	Expo Comida Latina West '05	Los Angeles	CA	Sole Official
9-12	SPE '05	Dallas	TX	Sole Official
9-11	Diamonds by JCK '05	New York	NY	Sole Official
9-11	All Asia Food Expo '05 (West)	Los Angeles	CA	Sole Official
10-12	IEEE/PES T&D Conference & Expo '05	New Orleans	LA	Independent
11-13	Aluminum USA '05	Chicago	IL	Sole Official
16-20	ASTRO '05	Denver	CO	Recommended
18-20	Medtrade '05	Atlanta	GA	Sole Official
19-21	ISSA/Interclean USA '05	Las Vegas	NV	Sole Official
19-21	IBEX '05	Miami Beach	FL	Sole Official
20-26	Intl Home Furnishings Market '05 (Fall)	High Point	Various	Sole Official
22-24	Florida Restaurant Show '05	Orlando	FL	Sole Official
25-27	ISA Expo '05	Chicago	IL	Sole Official
26-28	IFAI '05	San Antonio	TX	Independent
29-31	Intl Big R Show '05	Las Vegas	NV	Recommended

NOV	Show	City	State	Status
1-4	AAPEX '05	Las Vegas	NV	Recommended
1-3	SAE Commercial Vehicle Engineering Congress '05	Rosemont	IL	Recommended
1-4	SEMA '05	Las Vegas	NV	Independent
11-13	ETS-LDI '05	Orlando	FL	Sole Official
13-15	PLMA '05	Rosemont	IL	Sole Official
14-18	Comdex Fall '05	Las Vegas	Various	Independent
16-19	Oncology World Congress '05	New York	NY	Sole Official
27-12/2	RSNA '05	Chicago	IL	Sole Official
7-8	Infosecurity '05	New York	NY	Sole Official
14-16	NGWA Ground Water Expo '05	Atlanta	GA	Recommended
14-16	Midwest Clinic '05	Chicago	IL	Sole Official
17-19	Jewish Marketplace '05	New York	NY	Sole Official

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- Support materials indicating the purpose of the visit, that they plan to remain in the U.S. only for a specific, limited period of time and that they have a residence outside the U.S. as well as family, business interests or investments that will insure their return to their country of origin at the conclusion of the visit.

The Department of State's recommended first source of up-to-date visa information is their Internet site at [www.travel.state.gov](http://www.travel.state.gov)  
Another useful website is [www.UnitedStatesVisas.gov](http://www.UnitedStatesVisas.gov)

Upon arrival to a U.S. point of entry, visitors will be required to pass through U.S. Immigration where an officer of the Department of Homeland Security will review the visitor's visa and make a determination on the length of stay. Business travelers entering the USA on a B-1 or other business visitor visa, whether single entry or multiple entry, should share scheduled plans for their stay in the USA with the immigration officer or risk that the immigration official will arbitrarily stamp their entry documentation with a truncated time period. If the visitor shows ticketing and notes that the purpose of the visit is to cover multiple site visits, (trade show plus business appointments, etc.) they should discuss the itinerary with the immigration officer and request permission to stay in the USA long enough to complete their plans.

A Department of Homeland Security official can deny entry to an individual even if they have obtained a visa. They can determine and define an approved period for their stay in the USA or they can limit their permission to a period less than their planned itinerary. If a visitor "overstays" the permitted period of visit, they risk losing permission to visit the USA in the future, or a denial of their visa

application on a subsequent planned visit.

Although it provides no guarantee, show collateral materials can offer a visa applicant additional support. For example, an exhibitor prospectus that lists the exhibiting company's name (the visa applicant's employer or U.S. representative), a confirmation of the buyer's registration at the event or a listing of the visitor as a speaker in the event program can be useful.

The most compelling evidence for consular and immigration officials to consider, however, is any demonstration of the visa applicant's adherence to previous visa requirements. In other words, frequent visitors should show that they have entered and departed the U.S. previously within the time limits prescribed. Also, since the final decision to allow entrance into the U.S. lays with the Immigration and Naturalization Officer at the point of entry, copies of all show materials (invitations, letters of support, show collateral, etc.) should accompany the visitor as further verification of the purpose of his/her visit.

### Who is Required to Obtain a Visa?

Not every foreign visitor is required to obtain a visa to enter the U.S. According to the U.S. State Department's web site, "travelers coming to the U.S. for tourism or business for 90 days or less from qualified countries may be eligible to visit the U.S. without a visa. Currently, 28 countries participate in the Visa Waiver Program: Andorra, Australia, Austria, Belgium, Brunei, Denmark, Finland, France, Germany, Iceland, Ireland, Italy, Japan, Liechtenstein, Luxembourg, Monaco, the Netherlands, New Zealand, Norway, Portugal, San Marino, Singapore, Slovenia, Spain, Sweden, Switzerland and the United Kingdom. Visitors entering on the Visa Waiver Program cannot work or study while in the U.S. and cannot stay longer than 90 days or change their status to another category."

In fact, the overwhelming majority of countries outside the United States will find that the process and rate of issuance of visas remains unchanged from pre-September 11, 2001 levels. Less than thirty countries appear to be impacted by new requirements that have extended the period of applications, appointments for interviews, review of applications and the time required for the

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issuance of new visas.

It is important to note that the U.S. Government has no obligation to grant a visa to any foreign citizen. All applicants are considered on their individual merits and regardless of the purpose of the visit, each applicant must qualify for his or her own right to obtain a visa. Obviously, there are categories of ineligibility that automatically raise red flags such as if the applicant is a known terrorist, convicted felon or poses a health or security risk.

### Changes Since 9/11

Many international businesspersons apply for, and receive, multiple-entry visas. The period of this type of visa is determined in part by the reciprocity agreement between the United States and the specific country, but ranges from less than a year to as much as ten years. Multiple-entry visas are still valid for multiple visits. The process may be lengthier and a more extensive review of the applicant's documentation may be required for first time visitor visas to the United States than for those previously issued visas.

Before a consular officer may issue a visa, he or she must run the name of the applicant through a database that contains the names of persons ineligible to travel to the U.S. under the provisions of the Immigration and Nationality Act. Consular Officers are prohibited from issuing a visa to anyone whose name appears in the database unless they take appropriate action that permits the visa issuance.

Consuls are now required to

interview more applicants. Individuals must present themselves for interviews as well as complete and submit documentation on themselves and their reason for wanting to visit the United States. Since 9/11 an extensive review process has been put in place which has created delays in the process for some applicants, and in some areas requires that an application goes through a much more rigorous review, including checks by U.S. Government agencies in the USA.

Before a consular officer may issue a visa, he or she must run the name of the applicant through a database that contains the names of persons ineligible to travel to the U.S.

Consular Officers have always used their discretion to determine whether an applicant will require a personal interview. However, Section 306 of the Enhanced Border Security and Visa Reform Act of 2002 (EBSVRA) requires interviews of aliens from countries designated as state sponsors of terrorism.

Seven countries are now designated as such. They are North Korea, Cuba, Syria, Sudan, Iran, Iraq, and Libya. All applicants from state sponsors of terrorism age 16 and over, irrespective of gender, must without exception complete form DS-157, in addition to form DS-156, and must appear for an interview with a consular officer.

While the number of visa applications has decreased overall since September 11, the workload in the consular offices and embassies of countries where fraud and other risks are higher has increased with no commensurate increase in staffing. Despite these challenges the turn-around time for most visa applications is within 30 days but in some cases may take considerably longer.



TOP TO BOTTOM / Fancy Food Show, New York, July 10-12, 2005  
Blanca (Rogers Iberica) at exhibitor's booth.  
Mayra from OTIM US.  
Paola (OTIM Italy), Blanca (Rogers Iberica) and Sherri (Rogers Worldwide USA) at service desk.