



Exclusively for the Partners & Offices of the Rogers Worldwide Group



Frequently Asked Questions

About Shipping to U.S. Exhibitions

By Michelle Bruno

Q: Should I ship to the U.S. via air freight or ocean freight?

A: Shipping via ocean freight is generally less expensive than shipping via airfreight. However, the transit time is much longer. Shipments from most foreign points of origin outside North America require 30-45 days of transit time via ocean freight. Foreign shipments to the U.S. via air freight require 1-7 days of transit time. Some shipments such as for large machinery can only be sent via ocean freight.

Q: How long does it take to clear U.S. Customs and Border Protection?

A: Currently it takes from 1-3 days to clear air freight shipments and 3-5 days to clear ocean freight shipments through U.S. Customs and Border Protection. If the shipments are chosen for intensive exam, the goods must be transported to an examination station and an additional 3 days can be added to the clearance time.

Q: What is a Trade Fair Entry?

A: The International Housewares Show is a certified trade fair under the Trade Fair Act of 1959. A trade fair entry allows shipments to be entered into the U.S. on a temporary basis without penalty if the goods are not re-exported. In lieu of duty, a bond is posted on the exhibitor's behalf by

Rogers Worldwide. Goods may only remain in the U.S. as temporary imports for ninety days from the commencement date of the show. However, this is often ample time for the exhibitors and their buyers to work out payment and delivery arrangements.

In the absence of the duty exempt status, exhibitors have only three other options. They may import goods on a temporary basis (without the use of a trade fair entry), however, the ability to change this entry to a permanent entry is at the discretion of local Customs authorities and is often accompanied by a penalty in addition to the duty. Some Customs ports do not allow this change in status under any circumstances. Another option for the exhibitors is permanent entry and the payment of duties immediately upon importation. The duty is not refundable even if the goods are re-exported. A third option would be use of an ATA Carnet, which requires mandatory re-exportation to the country of origin.

Some items are excluded from use of the trade fair entry such as explosives, fireworks and other materials, which might be dangerous, injurious or unhealthy. Exhibitors with low value items may find it less expensive to pay duties and file

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Packing List

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Customs Updates

Container Tracking Systems on the Way

Computer software manufacturer IBM has partnered with Maersk Logistics to develop a container security device that can detect unauthorized intrusions and track the container at any point on its journey. The main components of the system are a tamper-resistant device attached to the door of the container, sensors that can be linked to the device to monitor environmental conditions, such as humidity and temperature, and a Global Positioning System terminal for tracking the location of the box. Wireless sensor devices would relay data on the containers' location & condition—and whether they appear to have been tampered with—via satellite to a centralized system accessible by manufacturers, retailers & shipping companies in addition to government inspectors. The system called TREC (Tamper-Resistant Embedded Controller), will begin testing in November and December 2005

Who Should Pay Demurrage?

The National Customs Brokers and Forwarders Association of America's Carrier Best Practices Committee recently reiterated to ocean carriers that per the terms and conditions on the ocean bill of lading, responsibility for inland costs and arrangement (including demurrage) end for the broker when the cargo clears Customs and Border Protection. However, the committee pointed out that some carriers continue to instruct terminals to invoice brokers for any storage, demurrage or detention (per diem) incurred on shipments that are not picked up on time. Carriers say brokers could avoid demurrage and detention charges by listing themselves as a "notify party" on the bill of lading and continue to remind the shipping industry that free time is not intended as a mobile storage option.

Wood Packaging Materials Update

Wood Packaging Materials (WPM) imported into the United State after September 16, 2005 are subject to new regulations from U.S. Customs and Border Protection (CBP). Enforcement of the regulations will be performed in the following phases:

Phase I, beginning September 16, 2005, will be an informed compliance period, with no stoppage of shipments for non-compliant WPM. During this phase, all visual exams of cargo performed by CBP will include a WPM component.

Phase II, beginning February 1, 2006, will continue informed compliance measures on all regulated WPM except pallets and crates. CBP will begin full enforcement of the ban on violative pallets and crates. Beginning with Phase II, immediate export of all shipments containing violative pallets or crates will be ordered if the Port Director determines that it is not feasible to separate merchandise from the violative WPM.

Phase III, beginning July 5, 2006, will represent full enforcement of the WPM ban regulated by 7 CFR § 319. CBP will no longer conduct informed compliance at the shipment level. In

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

www.rerogers.com

Shipment Status via Internet Coming Soon

Rock-It Cargo Internet experts have been working diligently on providing access to shipment status reports via the Internet for Rogers Worldwide agents and partners. The system will be tested with a small number of agents this month (October). Agents will be advised of their user names and passwords via e-mail. A full deployment for all worldwide offices and partners is scheduled for completion by the end of the year.

Fuel Surcharges

Effective immediately, all carrier charges (truck, air and ocean) are subject to fuel surcharges without notice. When quoting customers, please add a disclaimer to this effect.

Blast From the Past

Some 30 years ago, Grace Warner, Senior Operations Manager in the Chicago office of Rogers Worldwide/Rock-It Cargo, was featured in the "The Pallet," a publication of the International Air Cargo Association of Chicago (IACAC) circa 1974. See sidebar to the right.



For information on Rock-It Cargo, Inc. visit www.rockitcargo.com

The Pallet



Personality of the Month— Grace Warner

Our personality for this month is the Treasurer of the IACAC and Supervisor for Yusen Air and Sea Services, Inc. Born in Overton, England on June 6, 1948, Grace moved to Hariford England and then came to Chicago in 1953. She graduated from Madonna High School in 1966 and started working as an executive secretary for National Association of Blue Shield Plan. She started getting closer to O'Hare International Airport and was secretary to the Staff Manager for Hertz Rental. From there a large step was taken to the air cargo industry with her first job at Shulman Air Freight. Intra-Mar and Penson Forwarding preceded her present position with Yusen.

Grace's parents live in Chicago with her two younger brothers who are in high school. June is an eventful month for Grace, as on June 16, she married Ray Warner. Grace obtained the Assistant Treasurer job for IACA in 1973 and also our First Runner Up in the Miss Air Cargo Contest last year. We asked her to tell us her interest in life and her answer was the same as the last year's Miss Air Cargo contest. During her spare time she enjoys sewing, decorating and fishing. Grace's future hopes are for continued progress in the air cargo industry.

Custom Updates

(cont'd from page 2)

Phase III, immediate export of all shipments containing violative WPM will be ordered if the Port Director determines that it is not feasible to separate merchandise from the violative WPM.

All expenses incurred for the services of CBP Officers and Agriculture Specialists involved in the separation of cargo will be billed to the importer or other party of interest. WPM and associated merchandise will be exported at the expense of the importer or other party of interest.

The U.S. regulation for WPM does not allow for treatment at the ports. It does not allow for any alternative disposal methods. It only allows for the immediate export of the non-compliant WPM.

More information on the wood packaging material regulation, exemptions, and enforcement, may be found at:

http://www.cbp.gov/xp/cgov/import/commercial_enforcement/wpm/

Interim Textile Import Regulations Enacted

The U.S. Treasury Department and Customs and Border Protection have enacted new interim regulations for the importation of textiles from World Trade Organization members. On January 1, 2005, the Agreement of Textiles and Clothing expired eliminating quotas on the importation of textiles and clothing. Under the interim regulations, the requirement that a textile declaration be submitted for all importations of textile and apparel products has been eliminated. Instead importers must now identify the manufacturers of such products with a manufacturer identification number. The agencies expect that such regulations will provide more accurate reporting of the identities of manufacturers of these items.

Calendar of Events

OCT	Show	City	State	Status
1-3	Miami Intl Wine Fair '05	Miami	FL	Independent
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
16-19	Gear Expo '05	Detroit	MI	Independent
17-19	Training Fall/Online Learning '05	Long Beach	CA	Sole Official
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		Sole Official
20-21	SNAME Maritime Technology Conference '05	Houston	TX	Independent
20-24	Jewelry, Fashion & Accessories Show '05	Rosemont	IL	Recommended
23-25	HHGFAA '05	Washington	DC	Recommended
25-27	ISA Expo '05	Chicago	IL	Independent
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
7-9	AAPS Annual Meeting & Exhibition '05	Nashville	TN	Independent
7-10	ITS '05	San Francisco	CA	Independent
10-12	New York Gift Cash & Carry '05	New York	NY	Independent
11-13	ETS-LDI '05	Orlando	FL	Independent
12-18	SC '05	Seattle	WA	Independent
13-15	PLMA '05 USA	Rosemont	IL	Sole Official
13-16	Fabtech Intl & AWS Welding Show '05	Chicago	IL	Independent
14-18	Comdex Fall '05	Las Vegas	NV	Independent
15-16	Kosherfest '05	New York	NY	Sole Official
16-19	Oncology World Congress '05	New York	NY	Sole Official
19-20	Feria de Alimentos y Bebidas de las Americas	Miami	FL	Independent
27-12/1	RSNA '05	Chicago	IL	Sole Official

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.

DEC	Show	City	State	Status
7-8	Infosecurity '05	New York	NY	Sole Official
12-15	Turbomachinery Symposium '05	Houston	TX	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

Frequently Asked Questions (cont'd from pg 1)

a consumption entry instead of a trade fair entry. The trade fair entry may also be inappropriate for other items such as livestock, food-stuffs, plants or beverages.

Q: What happens if I miss the deadline for arrival in the U.S.?

A: Adhering to the posted deadlines for arrival (as given in the shipping instructions) is extremely important. Deadlines often take into consideration congestion in the ports and other situations that are being temporarily experienced. Goods arriving after the deadline date may incur additional costs for overtime clearances, special delivery or shipment directly to show site and run the risk of not arriving to the exhibition on time.

Q: What documents are required to clear shipments through U.S. Customs and Border Protection?

A: Include five (5) copies of a proforma invoice/packing list in ENGLISH. The invoices must show the name and address of the shipper, the name of the show, the name of the exhibitor, the correct booth or stand number, identifying marks, quantity and description for each item, harmonized tariff number of each item, weights/dimensions of each package, the country of origin and the F.O.B. value of each item in U.S. dollars.

Q: How should goods be packed for international transport?

A: Pack giveaway items in cardboard boxes sturdy enough to withstand a high degree of handling. If boxes are exposed to weather, pack contents using waterproof lining. Items that are imported for temporary import and likely to be re-exported, should be crated using a waterproof lining and attached to a skid or pallet for easy lifting. Use wing nuts instead of nails to facilitate re-crating. Make sure that all

boxes are individually labeled and, if appropriate, ensure that any special instructions (“this side up,” “fragile,” “hazardous materials”) are indelibly marked on the outside of the crates.

Q: How has 9/11 changed international exhibition logistics?

A: International exhibition logistics has changed in a number of ways over the past few years. Most prominently are the post 9/11 regulations that have increased the degree of difficulty and decreased the speed with which shipments can be cleared through Customs and Border Protection. To address these changes, Rogers has added licensed customs brokers to the staff as well as additional personnel knowledgeable of the bio-terrorism and Homeland Security regulations and operational procedures.

Q: How do the U.S. regulations regarding Wood Packaging Materials (WPM) affect shipments to the U.S.?

A: All Wood packaging material (including wood used for dunnage, i.e. pallets or lumber) MUST be fumigated or treated if entering the U.S. after September 15, 2005. All WPM must have an insignia marked on each crate/pallet evidencing proper fumigation. Fumigation certificates only will not be accepted. Plywood and any wood product less than 6mm in thickness are exempt as are imports from Canada. Once a wood product is fumigated and properly marked, it never needs to be treated again. Any freight not complying will immediately be sent back to its origin and the forwarder and/or exhibitor will be assessed a fine.

Please direct any questions on shipping exhibition materials to the U.S. to Rogers Worldwide at (847) 806-9200 or via e-mail to import@rerogers.com