

GLOBAL Glimpse

Exclusively for the Partners & Offices
of the Rogers Worldwide Group

Rogers Worldwide
A division of Rock-It Cargo, Inc.
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Los Angeles, CA 90045

Packing List

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Money Saving Tips for International Exhibitors

When time allows, **ship via ocean or ground freight** to save money. The deadline for ocean freight from most points of origin to the United States is from six to eight weeks prior to the opening of the event.

Pack goods properly to avoid loss or damage to shipments. Wooden crates should be constructed of at least 5/8 inch (1.58 CMS) "all weather" plywood screwed together with bolts and reinforced with metal framing on the corners. The use of bolts facilitates easy opening by customs and other officials in the event of an inspection. Hardware should not protrude and plastic, metal and fiber cases should be strapped or banded closed in addition to using whatever clasps may be included on the case. Use double or triple wall water resistant pallet boxes instead of regular pallets with shrink-wrap when shipping multiple smaller cartons. All freight should be marked or labeled in a water resistant manner on four sides. Freight should be able to be picked up on four sides by a forklift.

Significant international transportation cost savings can be achieved by **making sure your exhibit cargo conforms to the standard or maximum cargo sizes** allowed on the carrier used to transport your goods. For instance, if a crate or carton exceeds the dimensions of the freight door on an aircraft, then the cargo may be delayed for diversion to another (possibly more expensive) aircraft

that can accommodate your cargo.

To achieve significant cost savings, **inform your preferred international freight forwarder of your firm's event schedule** 12 to 18 months in advance. Costly scheduling conflicts can then be discovered well in advance. Exhibitors and their exhibit houses may also be able to negotiate cost discounts by committing a guaranteed volume of exhibit cargo to their freight forwarder.

Increased show site material handling costs may be avoided if exhibit freight is able to be lifted and moved using forklifts and other mechanized means of handling. Furthermore, exhibitors are encouraged to **read the show site material handling instructions in the exhibitor kits, respect all arrival deadlines and target move-in schedules and take advantage of any early ordering or payment discounts** that may be offered.

Heightened security and reduced international transport capacity makes **shipping your international exhibit material and stand fittings early** even more important than ever. Time is necessary to clear customs and any other agencies that may have an interest in your cargo, as well as to unload the cargo from the carrier and to turn over documents. Furthermore, delays frequently occur over which there is no control such as bad weather, freight backlogs, equipment failure, labor

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Customs Updates

Customs Delays Implementation of Wood Packaging Rules

Enforcement of the international phytosanitary standard (ISPM 15) for regulated wood packaging materials (WPM) which was scheduled to begin September 16, 2005 has been delayed until February 1, 2006. In the second phase of compliance beginning February 1, Customs will reject and re-export any materials not in compliance. Complete information on phase 2 can be found at <http://www.aphis.usda.gov/ppg/wpm/import.html>.

A third phase of the regulations will go into effect on July 5, 2006 when non-compliant materials will not be allowed to enter the U.S.

Wood Packaging Materials Exempt from ISPM 15

On September 16, 2005, the U.S. began preliminary implementation of the international phytosanitary standard (ISPM) 15 for regulated wood packaging materials (WPM) entering North America. Most wood packaging items are covered by the new rule including pallets, crates, boxes, drums, cases, packing and pieces of wood used to support or brace cargo. There are certain exceptions to the rule. They are:

- Manufactured wood materials such as fiber board, plywood, whiskey and wine barrels, polywood, strand board and veneer
- Pieces of wood that are less than 6mm in any dimension
- Sawdust, wood wool or wood shaving that produce small pieces less than 6mm in size
- WPM used by the U.S. Department of Defense (DOD) to package non-regulated articles, including commercial shipments pursuant to a DOD contract.

- Firewood, mesquite wood for cooking, small noncommercial packages of unmanufactured wood for personal cooking or personal medicinal purposes arriving from Mexican border states
- WPM made entirely from Canadian origin wood
- All wine crates for vintage years preceding 2006.
- Articles of wood that are manufactured to transport a specific non-regulated commodity such as fuel gauges, armaments, ammo boxes, etc.
- WPM that are part of any imported bundle of lumber

All other WPM must be treated and marked prior to importation into the U.S. or risk immediate exportation to the country of origin. Check with Rogers Worldwide staff if you or your exhibitors have questions about these regulations.

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

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unrest, war and other acts of God. A good rule of thumb is to make sure your international exhibit cargo arrives at the designated arrival location at least two weeks prior to the opening of the event.

Consider specialized air, ground and marine exhibit cargo insurance coverage that not only covers the cargo while in transit to and from the event, but also covers the cargo while at the event venue. Please note, however, in order to place coverage, the cargo must be certified as professionally packed and adequately documented.

Special care should be taken when shipping exhibit material with international courier services such as FedEx, UPS and DHL. These services are best used for small, low valued shipments that do not contain restricted goods such as food, medical devices, computer equipment and wearing apparel. Large shipments may not be accepted and high valued or restricted material shipments inevitably get detained in customs. Typically, the courier company provides the clearance as part of their service at a hub that can be some distance away from the location of the event. Rogers Worldwide recommends contacting an experienced international freight forwarder if your cargo exceeds 60 kilos in chargeable weight, is valued more than \$1,250.00 or contains restricted material.

Obtain accurate cost estimates in advance from the international freight forwarder or customs broker. Amongst the information necessary for a complete cost estimate is the number of pieces, weight, dimensions, value, date when the freight would be ready for pickup, pickup location, name of the show, location of the show, target move-in date at the show site, description of the cargo, whether insurance is required and what is the disposition of the material at the conclusion of the show.

Speed up the customs clearance process by **preparing accurate documentation**. This is particularly important as stricter security measures are

New Push to Identify Ultimate Consignee for Exhibition Cargo

In the interests of improved security, identification of all parties receiving shipments into the U.S. is required by U.S. Customs. In the past, the major focus has been on identifying the "importer of record." Now, much attention is also being paid to the "ultimate consignee" of the cargo. U.S. Customs and Border Protection (CBP) stated in a communiqué dated 9/13/05 that "it has for many years allowed different parties [importers, buyers, venues] to be identified as the 'Ultimate Consignee' for shipments of imported merchandise. This is largely due to concerns expressed by some entry filers over the difficulty in obtaining the correct Ultimate Consignee identification number at the time of entry or release."

Currently, specific guidelines must be adhered to (by customs brokers) for identifying the Ultimate Consignee depending on whom the overseas shipper consigned the merchandise to, if the merchandise has

been sold or if the proprietor of the U.S. premises where the merchandise will be delivered is known.

put into place to secure international transportation. All international shipments must be described by a shipper's invoice. The minimum information required on a shipper's invoices is: shipper's name, address, phone, fax and e-mail; pieces of cargo, weight, dimensions, value, detailed cargo description, country of origin, name of the show, exhibitor's name and the booth number. The invoice should be consigned as per the shipping instructions published by the official customs broker. Certain types of material also require additional documentation. Among the types of commodities that require additional documentation are monitors, CD or DVD players, computers, transmitters/receivers, sensors, food, textiles, wearing apparel, defense items, ink pens and internal combustion engines. This is only a partial list.

International exhibitors should be

been sold or if the proprietor of the U.S. premises where the merchandise will be delivered is known.

What does this mean for foreign exhibitors/freight forwarders?

All consignment information for the commercial invoices and air/ocean/truck bills of lading will remain unchanged and is detailed in the shipping instructions forwarded by Rogers Worldwide to all exhibitors and partners for each show.

What does this mean for U.S.-based show organizers?

All exhibitors will be required to identify the final destination of all show cargo (i.e. the show venue) and provide brokers with the IRS number and address of the venue. While this information may be passed on to the official freight forwarder/customs broker, it must also be made available to foreign exhibitors and non-official customs brokers in order to make clearance and delivery on all shipments for the show.

aware that due to the shortened move-in and move-out time allocated in general for events produced in the United States, freight delivered or picked up to and from show site may be subject to "truck waiting time." The amount of time varies from venue to venue. To avoid this extra expense, **consider delivery in advance to the general contractor's warehouse**. There is an additional charge for this service, however, it guarantees timely delivery to the booth and eliminates the risk of incurring additional truck waiting time.



www.rockitcargo.com

Calendar of Events

FEB	Show	City	State	Status
1-3	Fencetech '06	Las Vegas	NV	Independent
1-3	Surfaces '06	Las Vegas	NV	Independent
8-10	IPC/APEX '06	Anaheim	CA	Sole Official
9-12	Shot Show '06	Las Vegas	NV	Independent
12-15	American Intl Toy Fair '06	New York	NY	Independent
14-16	Pipeline Pigging & Integrity Mgmt '06	Houston	TX	Independent
21-24	MAGIC International (Winter) '06	Las Vegas	NV	Independent
26-27	Spa & Resort Expo/Medical Spa LA '06	Los Angeles	CA	Independent
MAR	Show	City	State	Status
1-4	ISPA '06	San Antonio	TX	Sole Official
5-7	Intl Restaurant & Foodservice New York	New York	NY	Independent
5-9	ToxExpo '06	San Diego	CA	Sole Official
5-9	ASD/AMD Trade Show Las Vegas (Spring)	Las Vegas	NV	Sole Official
6-8	Training '06	Orlando	FL	Sole Official
9-12	Architectural Digest Home Design '06	New York	NY	Sole Official
10-13	National Halloween, Costume & Party Show	Rosemont	CA	Recommended
12-14	Intl Home & Housewares Show '06	Chicago	IL	Sole Official
16-18	NSCA Systems Integration Expo '06	Las Vegas	NV	Sole Official
16-18	Amusement Showcase Intl '06	Chicago	IL	Sole Official
16-18	Surface Fabrication & Design Expo '06	Las Vegas	NV	Sole Official
21-23	National Manufacturing Week '06	Rosemont	IL	Independent
21-23	Interphex '06	New York	NY	Independent
22-23	Medtrade Spring '06	Las Vegas	NV	Sole Official
22-24	Wood Technology Clinic & Show '06	Portland	OR	Independent
26-28	GlobalShop '06	Orlando	FL	Sole Official
27-28	NeoCon West '06	Los Angeles	CA	Sole Official
28-30	Aviation Industry Week '06	Las Vegas	NV	Sole Official
31-4/2	Vision Expo East '06	New York	NY	Independent
APR	Show	City	State	Status
2-4	ASD/AMD's Atlanta Variety Merchandise Show	Atlanta	GA	Sole Official
4-7	Coverings '06	Orlando	FL	Independent
5-7	ISC Expo West '06	Las Vegas	NV	Independent
5-8	Intl Sign Expo '06	Orlando	FL	Sole Official
6-8	Intl Billiard & Home Recreation Expo '06	Houston	TX	Sole Official
8-9	Spa & Resort Expo/Medical Spa Miami '06	Miami	FL	Independent
9-11	NCTA '06 - The National Show	Atlanta	GA	Sole Official
21-23	Kitchen/Bath '06	Chicago	IL	Sole Official
24-25	Expo Comida Latina '06	Houston	TX	Sole Official
26-29	HD '06 (Hospitality Design)	Las Vegas	NV	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.

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