



Committees:

Ocean & Air

Web / Media

New Membership

Nominations

Steering

Compliance

Project Cargo

Did You Know This About London Bridge?

London Bridge wasn't exactly falling down in the 1960s, but it was sinking under the weight of modern traffic. When the capital city in England decided to build another to replace it, the 1831 bridge was put up for sale. The winning bid came from Robert P. McCulloch, American entrepreneur and chairman of McCulloch Oil Company.

McCulloch paid \$2,460,000—plus shipping costs of around \$240,000—to bring the bridge over, piece by piece. He bought the structure as a tourist attraction to entice people to vacation and potentially retire in Lake Havasu City, Arizona, a planned community he established a few years earlier. Rebuilding London Bridge took three years and several million dollars more—which strained McCulloch's finances.

If McCulloch had to pay a tariff on top of the purchase price and other costs, it might have changed his bid. In 1968, the U.S. rate on imported manufactured granite—stone prepared for bridge construction, in this case—was 11% ad valorem. To simplify the calculation, if you accept the value to be the price paid of \$2.46 million and ignore the iron lampposts that shipped along with the stone, the duty on the bridge would have added another \$270,600 to the cost.

Instead, CBP's legacy Customs Service declared the 137-year-old London Bridge to be an "antique" and therefore duty-free. In doing so, Customs followed legal precedent that historic pieces over 100 years old are antiques and not subject to tariffs—taxes or "duties" on imports and exports. The 100-year standard is also accepted internationally. At that time, London Bridge was entered into the Guinness Book of World Records as the largest antique ever sold. Transporting 10,000 tons of bridge was accomplished in several shipments. The first 855 ton batch of granite took a 10,000 mile, month-long journey from London, through the Panama Canal, and on to the Port of Los Angeles at Long Beach in California. It arrived on July 4, 1968 and was handled by U.S. Customs Import Specialist Joseph D. Farrar. The granite blocks were then trucked 300 miles inland to Lake Havasu City. The 1960s was a banner decade for acquiring oversized British collectibles. The 17th century church of St. Mary Aldermansbury was imported to Missouri in 1966. The luxury ship Queen Mary—not an antique—was bought by the city of Long Beach for \$3.45 million in 1967. As for London Bridge, McCulloch's gamble paid off: the bridge is still one of Arizona's most-visited tourist attractions.



London Bridge across the Thames River on its first opening day, 1 August 1831.

(source: U.S. Customs)

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Letter from AGM Host—Sven Algholm: First Cargo Sweden AB

Ladies & Gentleman,

Within a couple of weeks it's time for a new AGM, this time in Gothenburg, Sweden. It is a great honor for us, First Cargo Sweden AB, to be the host of the AGM 2013. During the last year GLA has taken a big step forward into the technological age. GLA can now be found on LinkedIn, Facebook, Twitter and Google+, we are the first association that has "gone mobile" and we have started our own member-driven newsletter. Since the last AGM we have welcomed about 13 new members. With all the news & new members we will have a full program during the meeting days Monday & Tuesday. We have also scheduled more one to one meetings which was a success last year. I would also like to ask you all to bring one business card with you to the registration desk during Sunday, May 5. Apart from the meeting days we have done our utmost to give you a taste of Sweden & local Gothenburg flair with the locations, food & music on Monday & Tuesday evenings. The hotel, Gothia Towers, is located more or less in the heart of Gothenburg so I hope you all will take your time to walk through the city and maybe have time for a coffee break in Haga, the oldest part of Gothenburg. Included in the newsletter, you will find details about the Viking Market and the Archipelago Evening, if you want to join please send your booking to Elin (elin@firstcargo.se). With those words myself and all the staff at First Cargo wish you all a safe flight to Gothenburg and the west coast of Sweden, or the BEST coast as we like to say!

-Sven Algholm

DDP Shipments to the U.S. : Helpful Information for GLA Members

Congratulations on securing that next shipment! If that transaction is based on DDP terms and destined to the U.S. there are additional considerations we would like to share with you to help make your time effective and give you important information to provide to your customer. Remember, there may be many hours or even an entire day for communication between yourself and the designated GLA agent in the U.S. to address any missing details. We wish to provide you with the basic working list of elements you need. Remember, this addresses the general nature of DDP shipments and specific details should be communicated with the U.S. GLA agent.

-Power of Attorney (POA) In order to conduct any customs business on behalf of another party, a POA must be signed by an officer of the company who is hiring the Customs Broker to do business. For most DDP shipments the actual shipper in the country of export (not the GLA agent routing the cargo) must sign the POA. The signed form designates the Customs Broker in the U.S. to accept “*service of process*” for the foreign importer of record to conduct customs business and relay communication from U.S. Customs to the shipper. Many times the power of attorney must be secured in order to transmit the ISF. But before we discuss ISF, we have to address the topic of Customs Bonds.

-Custodial Customs Bond Every import shipment to the U.S. must have a Custodial Customs Bond and there are 2 types. The first is a Single Transaction Bond (STB). The STB is *port specific, value specific* and is a *one-time use*. If using a STB, there is an additional requirement to also have an ISF-only bond, which will be addressed. The second type of bond is called a Continuous Bond. A continuous bond is paid on an annual basis and allows the customer to import to any U.S. port as many times as they wish in the year. With a continuous bond there is no additional requirement to have an ISF-only bond. When the shipper decides which bonding option is better suited for their business needs, the U.S. GLA agent may be asked by the bond underwriter for additional information or documentation from the foreign company in order to issue a bond.

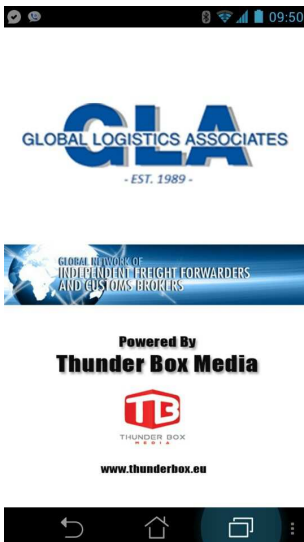
-“ISF-Only” Bond This bond is required whenever a Single Transaction Bond (STB) is issued and only covers the potential for an ISF penalty, which can be up to \$10,000.00 on a single shipment.

-ISF Importer Security Filing (ISF) data must be transmitted 24 hours *prior to vessel loading*. In most cases, the U.S. GLA agent will require ISF data 48 hours prior to vessel loading so data can be verified and transmitted timely.

The important thing to remember is that there is a lot of information to gather and consider before any shipping takes place. Please communicate with the appropriate U.S. GLA agent tendering these types of shipments for you. The more information you have, the more effective you can sell this transportation.

GLA: Expanding our Digital Presence

The business development team has been hard at work to position the association with a solid and robust presence on the web and in the technological age. Global Logistics Associates can be found on LinkedIn, Facebook, Twitter, and Google+. Please feel free to “follow” us, “like” us, and add us to your circle. We are the first association to “go mobile”, sending the message that we and our members are ahead of the game! The digital application is published on iTunes for the iPhone, iPad and iPod touch devices. Who is the target audience for the application?



Screenshot of Mobile App

GLA Members—You now have an interactive directory of “all things GLA” on one device as well as a round up of all GLA and Non-GLA news, events and time-critical alerts (via Push Message).

Your Staff—Your sales team will love using GLA App as a unique presentation tool for getting your company new business.

Your Clients—Now have an interactive “presentation” of the GLA Network worldwide, highlighting the standards and goals required for membership and the benefits they receive from working with their local GLA member.

The General Public—Which could be future clients for you. See how and why GLA members are the best in the industry and make it extremely simple for them to communicate with you as well as educating them to basing functions and terms of our industry.

Industry Professionals—Now have all the industry news in one place as well as a directory to the best Freight Forwarders and Customs Brokers in the business; reaffirming GLA as the oldest and most exclusive non-profit association in the business.

The GLA recognizes Mr. Simon Feek for his role to position the GLA in the forefront of the digital age; along with his efforts as the Business Development Manager for the association. Simon joined us from one of the most trusted and high-tech, high-profile companies currently operating worldwide and he brings with him a wealth of knowledge to help our members increase their position on the global logistics market as well as ultimately, their profits. He is here to help you get as much benefit out of their memberships as possible. He does this through:

New member recruitment - *To continue to strengthen GLA for future generations*

GLA Brand Development - *To increase awareness of our members operations to their potential clients*

Sales and Marketing Support for all Members

Business Development Support for all Members



Simon Feek—Meeting with GLA Member ABC Shipping

Compliance Update: Germany- Air Security

The transition period of EU Air Security Regulation 300/2010 will end effectively in 29 April, 2013. which is an extension from the original end date of March 2013. The EU regulations (EU reg. 300/2008 & EU reg. 185/2010) regarding airfreight security standards will come into full effect on 29 April, 2013. From there, the 3-year transition period for non-officially certified “Known Consignors” (KC) will come to an end. The transition period was initially created by the EU commission in order to give airfreight shippers enough time to apply for the official certified status with their local authorities. Airfreight shippers whom, in Germany, have obtained the “KC” status accredited by certified regulated agents will lose this status after this date unless they have been officially certified by the German Air Security Authorities. As a result, only airfreight originating from officially certified KC’s could be considered as “secured” for all aircrafts and brought into the airfreight supply chain in Germany without any additional security checks. The EU regulation offers an additional procedure by allowing the Account Consignor (AC), which would be the airfreight supplier, to meet certain security standards but does not necessarily need to be accredited by authorities but regulated agents. Freight that originates from these AC shippers could only be considered “secured” for freighter aircraft, which limits flexibility. If freight is from an AC and destined for passenger aircraft, there will be additional, licensed security checks. This could translate into additional time delay and cost.

Presently, the German Air Cargo Industry considers a major portion of export cargo (approx. 70%) would be considered “unsecure” as of 29 April and would be bound to the additional security checks before loading onto aircraft. Only a small number of potential German airfreight shippers have become officially certified with KC or AC status in the EU database. For any questions or clarification on these new rules, please be sure to contact your liaison group leader to seek any additional information you need.



Questions? Comments? Concerns?

You can always address any feedback or pose questions to your liaison group leader. For the benefit of newer members we have included a list of the Liaison Groups and the group leader in this newsletter. You will find this information on page 6 of this publication.

GLA Committees, Chairpersons and Members

COMMITTEE	Ocean & Air	Web / Media	New Membership	Nominations	Steering	Compliance	Project Cargo
CHAIR	Jill James	Loic Benoit David Bryant (Vice Chairman)	Sven Algholm Enrico De Luca (Vice Chairman)	Maureen Leeuwenburgh	Alwyn Nel	Maureen Leeuwenburgh	Peter Gasnier
MEMBERS	Albert Hoek Paola Di Micco Bjørn Jan Jørgensen Pat Fosberry Josema Lizeaga Maureen Leeuwenburgh	Sven Algholm Dennis Bruning Andrew Melton Maureen Leeuwenburgh	David Bryant Louise Chan Torie Coleman Ahmed El Dahshan Albert Hoek Josema Lizeaga Eduardo Llarens Maureen Leeuwenburgh		Albert Hoek Maureen Leeuwenburgh	Nicole Bueb Thomas Götte Andrew Melton Alwyn Nel Maureen Leeuwenburgh	Butch Connor Mark Dawson Asier Lizeaga Arif Oztekbaz Maureen Leeuwenburgh

2013 Annual General Meeting - Gothenburg, Sweden



The Annual General Meeting (AGM) is right around the corner and preparations are being made in anticipation of your arrival. The hosting member, **First Cargo** is very hard at work and ready to welcome you to **Gothenburg, Sweden**. The Meeting will commence on **Sunday 5 May** until **Tuesday 7 May 2013**. We look forward to gathering together to welcome new members, conduct productive meetings, and working together as an association to strengthen our position as esteemed and successful businesses in the realm of international freight forwarding. While in Gothenburg, you are invited to enjoy the sights, the sounds and the flavour of this vibrant city. First Cargo has graciously provided details for some of the excursions available. Below you will find a couple of the options.



Liseberg is one of the most visited amusement parks in Scandinavia, attracting nearly 3 million visitors every year. Among the noteworthy attractions (over 30 in total) is the wooden roller coaster Balder, voted twice as the Best Wooden Tracked Roller Coaster in the world in a major international poll. Liseberg has also been chosen as one of the top ten amusement parks in the world by Forbes Magazine.

Apart from all attractions the park is really quite nice to just walk through. The park has botanical gardens, a beautiful landscape with many waterfalls, artworks and a variety of different plants.

An Archipelago Evening with a Shellfish Buffet. Come onboard the M/S Trubarduren for an unforgettable experience through Gothenburg's southern archipelago. After a welcome onboard drink and accompanied by west coast-inspired music, we cruise out through Gothenburg's harbor past Nya Älvsborgs Fästning (New Älvsborg's fort) and Långedrag towards the southern archipelago. Onboard we lay the table with the Trubaduren's shellfish buffet and during the boat tour you will be entertained by the Trubaduren's entertainment crew. The tour leaves from Lilla Bommen and takes approximately 4,5 hours.

When: Friday 3rd May and Saturday May 4th 18:30 – 23.00

Prices: SEK 625 (children SEK 195) – includes tour ticket, food and show. | SEK 300 – for tour ticket only.

Please book with Elin at elin@firstcargo.se as soon as possible.

Viking Market - Experience the Viking Age. Every year in the month of May; Ale's municipality arranges a Viking Market north of Gothenburg. Today it consists of a Viking village and a forge. But future plans are to reconstruct a great man's property with a 34 meter long hall building.

With nearly 200 – 300 dressed Vikings and you will be able to see entertaining performances by talented actors re-enacting life back in the Viking age. There are a lot of market stalls where handmade jewellery, clothing and other Viking related items are sold. You can also buy homemade sandwiches, cookies and waffles or chill your palate with an ice cream in the cafe.

Everything in the market are inspired and based on Viking findings.

The Viking market is located north of Gothenburg. It takes approx. 30 minutes to go by bus or car.

Entry: 250 SEK (incl. transport to and from Ale)

Time: Saturday and Sunday 13:00-16:00 (flexible time)

Please book with Elin at elin@firstcargo.se as soon as possible

GLA New Membership: Member Recognition

Since the last issue of the newsletter, we are happy to announce new members into the organization. We present you with some company details for some of the new members.



Phoenix ECTS, Greece

Phoenix was the first freight forwarder in Greece to be accredited with Quality standards ISO-9002:1994 certification in the year 1994 and the first with ISO-9001:2000 certification in 2002. Founded in 1991, in Athens/Piraeus-Greece as a freight forwarder offering sea, air and road transport to the European and Greek markets, PHOENIX has grown to a corporation enabling global trade by freight forwarding without national and modal frontiers. PHOENIX' vision is to offer the highest quality of services and added values throughout the whole supply chain, on mission to absorb all transport difficulties and problems by proactively planning, controlling, organizing and directing the transport process in such a way as to effectively perform cargo collections and deliveries intact. Our commitment to continuously monitor, act, prevent and whenever necessary correct, stems from the conviction that the quality of the process is of equal importance to the quality of the product.



LANGOWSKI SHIPPING Langowski Shipping, Poland

Langowski Shipping started its operations as a small family business back in 2004. Our idea was to fulfill our dream of implementing our experience gained in both forwarding and customs agency into our own passionate and transparent way of serving the clients. We adopted from the start “*Yes we can approach*” and were eager to handle challenging orders by providing high quality services. Very soon, we were able to provide our customers with comprehensive range of services. Today we realize for some clients dedicated solutions which are far from the market standard. D&B noted our financial strength rising and awarded us with Certificate of Business Credibility. We have our office located in Gdynia. We are very close to our business partners having our office in the vicinity of the major Polish container terminals and warehouses. Our team represents well balanced mixture of the experienced employees and young graduates of the prestigious Polish universities. It has gathered its experience in Poland, European Union, Russia and Ukraine.



We Recognize the Following New Members—Welcome to the GLA Family!

<u>Company</u>	<u>Country</u>	<u>Ports</u>
Phoenix ECTS Limited	Greece	Piraeus, Athens, Thessaloniki
Langowski Shipping	Poland	Gdynia
Page & Jones Inc.	United States	Dallas
Lans Global Logistics	Qatar	Doha
Little Legends Ltd	Kenya	Nairobi

We are very pleased to mention that we have made some great inroads in terms of new membership within the organization this year. We have welcomed agents into the GLA in regions where coverage was greatly needed. Remember, we are still seeking members in key ports around the world. Eastern Europe, Central Asia, Central and South America, and strategic areas of East and West Africa are areas where strong and reliable partners are needed.

GLA Liaison Groups: The Link Between Members & The GLA

The liaison groups, which have become familiar to you during the AGMs were initially built to facilitate the ongoing relationship between our members and the network organization. Each of the 6 liaison groups is chaired by a Board Member who reports any information, remarks, comments or suggestions originating from the members to the GLA Board at large. The role of the liaison groups is to improve the network's day-to-day life and contribute to a more fruitful cooperation between members. So we want you to remember to use and access this resource. You can communicate with your group's chairman at any time with your input and be assured that your remarks will be duly considered and worked out at the benefit of all members in turn. As a friendly reminder, here is the listing of the Liaison groups. The Liaison leader is listed along with his/her respective liaison groups.

Group 1—Jill James, John S. James Co.

Bruning International
CAF Worldwide
International Transport Services
Aysa Shipping & Trade
Cargo Gate International Ltd.
Safco Logistics Corp.
Overseas Transport Corporation
ABC Shipping
Royaltainer Corp., Ltd.
Xiamen Infinity Logistics Co. Ltd.
ISA Logistics sal

Group 4—Peter Gasnier, CFA

John S. Connor Inc.
Axxess International Ltd.
NTI GmbH
TEK Poseidon
Aitken Spence Shipping Services, Ltd.
Cargotruck Ltda.
Charles M. Schayer & Co.
Oy Kari Lampen
Spirit International Transport Inc.
CL International Forwarding Agency Co. Ltd.

Group 2—Sven Algholm, First Cargo

Export Import Services
Khedivial Marine Logistics
Al Karsf
Garland Transitos, Lda.
SPD Slobodyanyuk
Container Transport Logistic GmbH
Sojin MXL
IPH Logistic
Hansa Logistica Global Ltda.
LTC-Lebanese Transport and Commerce
Langowski Shipping

Group 5—Alwyn Nel, Kingfisher Freight

Grupo Cargoquin S.A. de C.V.
Transmil, S.A.
Columbia Transport
PT Certindo Prima Logistik
Power Freight, Ltd.
Profit Sail International Express (SZX) Co. Ltd.
Maroos Shipping Forwarding
Leinster Sales & Marketing Ltd.
Truth Logistics Corp.
Lans Global Logistics

Group 3—Loic Benoit, Necotrans-aata

Geo S. Bush & Co. Inc.
Ceekay Shipping Services, LLC
Nordic Shipping Agencies
Broekman Logistics nv
Broekman Logistics (BE)
Chasen Logistcs Services Ltd.
Synergy Worldwide (M) Sdn. Bhd
Cargo Services
Skytruck Air/Sea Transport Inc.
Gold Shipping
Professional Transport Logistics

Group 6—Maureen Leewenburgh, GLA

Page & Jones, Inc.
P&S Cargo Service
Hay World Cargo Ltd.
Quickflo Forwarders Inc.
Ferguson Freight Forwarders
Martin Shipping A/S
Go! Logistics Group
Orchid Shipping
Unilink Express Lines
Crown Logistics Ltd.

Member News: Orchid / Parekh India—Sports Day

In a greatly anticipated event, GLA Member Orchid Shipping / Parekh Marine organized a "Sports Day" on Saturday, 12 January in Mumbai, India. All staff members from the Anchorage building (the new Parekh building), the Parekh CFS, and the Polestar division formed teams. The highlight of the day involved cricket matches with the following roster:

8:00 a.m. *Royal Elephants vs. Funky Monkey* | 9:40 a.m. *Toofani Tiger vs. Roaring Lions* | 11:20 a.m. *Golden Eagles vs. Cheetah Express*

In addition to the cricket matches there were other competitions during the day that included:

- | | |
|-------------------------------|---------------------------|
| -100 Meter dash | -Women's Cricket match |
| -Lemon and Spoon | -Tug of War for men |
| -4 x 50 meter relay for men | -Tug of war for women |
| -4 x 50 meter relay for women | -Team wide musical chairs |

The Sports Day was a very successful event. The team spirit was alive with enthusiasm, competition and great time was had by all. We included a few photos, however, the full gallery is available via the following link:

https://picasaweb.google.com/102473291682335468759/ParekhGroupSportsDay2013?authkey=Gv1sRgCjv5t_OysaWvew#



Faces of the GLA: Featured Agent—ABC Shipping Bulgaria



ABC Shipping joined the GLA in 2004. Since that time they have become a well-established and very active member of the association, embracing the ethics and kinship of working together as business partners.

Situated in Bulgaria, ABC enjoys exclusivity for the ports of Sofia (the capital and location of head office) and the port of Varna; which are key gateways for transport throughout the Balkans. This region is a specialty for ABC Shipping and they have been arranging these movements for quite some time. General Manager James Moseley says, "We are very customer orientated which is what makes us unique within our industry here." ABC Shipping has made

good, solid business relationships in local ports which enables them to offer various options for their clients.

Agnes Kartsaklis, Managing director and owner of ABC has always promoted GLA within the company seeing the benefits of why it is important to work hard with all of our GLA associates. "When members combine their talent, creativity and knowledge it creates the solutions that our clients depend on", she explains. When asked to reflect on the benefits of the GLA membership, Agnes offers this; "Working with members of GLA is not only more efficient but also more friendly as we all know each other. We know each other's strengths and weaknesses. We have grown from strength to strength throughout the years and this is due to a great team, hard work and building even better relationships with our GLA family." Agnes has been on the board of directors in GLA in the last few years and has been very active in bringing the association together and helping to achieve a profitable relationship between its members.

Faces of the GLA: A Member Portrait



In this edition of the newsletter, we recognize Louise Chan, with GLA Member Ferguson International Freight Forwarders. As an organization, Ferguson joined the GLA in 1993 and was awarded to be the host in Hong Kong for the 2001 AGM, with over 100 members and their families present. Louise joined Ferguson in 2001, and through the years her responsibilities within the company and the GLA organization have grown. Within the GLA, Louise is a member of the Air & Ocean Committee and the New Membership Committee. Louise is in local associations for Ferguson including the Professional

Activities Committee (PAC) for the Chartered Institution of Transport in Hong Kong as well as a member and Chartered Marketer of the Chartered Institution of Marketing, UK. The PAC has the objective to identify the professional needs of members and organize continuous learning and development for member benefit. This is achieved through monthly seminars, visitations, and the coordination & endorsement of outside activities organized by other participating interests. In the year 2011, Louise was promoted to General Manager for Ferguson. With her tenure, title and experience, she is charged with looking after operations team in Hong Kong and 7 other branch offices in China. She is also responsible for overseas agency development. Most GLA members that work with Ferguson have most likely had the pleasure of corresponding and working with her. Louise mentions that many GLA members and individuals are also considered friends to her and she has grown and learned a lot within the industry because of the relationships with so many of you.

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