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TRADE NEWS

C-TPAT Security Link Portal

At the recent annual Customs-Trade Partnership Against Terrorism (C-TPAT) conference in Costa Mesa, CA, U.S. Customs and Border Protection (CBP) introduced the C-TPAT Internet Application and Communications Portal. This web portal will be the means for C-TPAT members to actively manage their C-TPAT accounts with CBP. The portal will include secure, real-time communication with Customs for all aspects of your C-TPAT membership. With over 10,000 participants, Customs needed a more effective way to administer the C-TPAT program.

The portal can be used to update information for your C-TPAT account, for example, if your company moves or there is a change in corporate structure. New applications will be filed through the portal through a structured security profile development program. The user will receive automated application status notifications along with comments. When the application is approved, the approval letter will be posted in the partner document library.

Participants will be able to use the portal to send and receive Status Verification Interface (SVI) data for other C-TPAT members. The SVI is a means to verify C-TPAT membership status. If one of your business partners has been suspended from the C-TPAT program, the portal will display the current SVI status. CBP will also use the portal to disseminate cargo security alerts and sanitized intelligence information.

The portal will be used to communicate directly with your assigned supply chain security specialist. A company officer or designated employee is required as a point of contact for the portal. The point of contact's e-mail address must be on file with Customs to use the portal. The C-TPAT member can also appoint a third party, such as a consultant, to have access to its portal.

Use of the portal will be mandatory for all eligible C-TPAT members to ensure that all company information and Supply Chain Security Profile information is accurate and complete. Your current security profile and business information will be required to be posted on the portal. Your security profile will become a living document that can be updated as needed. Users will be required to re-certify the profile on an annual basis to ensure the information remains current and viable.

Customs will be providing specific implementation and access information to all current C-TPAT participants. Importers will be required to access and update all C-TPAT portal account information by a summer deadline to be announced by Customs. Failure to complete the required information on the portal will result in removal from the C-TPAT program. The portal is expected to be up and running in late May 2006. Until that time, all new applications are being temporarily suspended.

Full Enforcement of Wood Packing Material Begins July 5, 2006

Starting July 5, 2006, full enforcement of the wood packing material (WPM) rules will be in effect. Phase II enforcement began on February 2, 2006 for wood pallets and crates and requires exportation of non-compliant WPM. Phase III will be the full enforcement to include all WPM such as dunnage, crates, pallets, packing blocks, drums, boxes, cases, and skids.

WPM does not include manufactured wood such as plywood, veneer, fiberboard, particle board, corrugated board, or oriented strand board. Also excluded are loose wood materials such as shavings and excelsior, whisky and wine barrels, wine crates for vintage years prior to 2006, ammo crates, and paper products.

What is most important regarding the WPM rules is the requirement that the IPPC (International Plant Protection Convention) marking be VISIBLE. We have had several instances where pallets were marked, but because of the way the pallet was loaded, the marking was not visible when Customs inspectors opened the container. The shipments were refused and had to be re-exported at considerable cost, simply because the pallet was turned the wrong way around. Be sure to tell your suppliers that the last pallets (or crates or other WPM) loaded in the container must have the IPPC marking facing out.

From the Customs Q&A on WPM:

Question: Sometimes the IPPC mark is not visible on dunnage because of in-transit damage or on bracing if smaller pieces are cut from one 4x4. What is going to happen in those cases?

Answer: Dunnage presents unique challenges. Often, pieces of dunnage are cut to fit a load and may, during that process, be separated from the IPPC marking. Other times, during the course of transit, dunnage is broken, crushed, abraded, or otherwise damaged; in these cases, too, pieces of dunnage will likely be separated from their compliance mark.

For purposes of enforcement of this regulation as it relates to dunnage, Customs intends to exercise its discretionary authority so that if Customs believes that cut or damaged pieces of dunnage are part of a larger piece of properly marked wood, Customs will determine that the unmarked dunnage has been treated and marked, and consider the unmarked dunnage to be non-violative.

Baltimore Becomes First East Coast Port to Use eModal Trucker Check

Trucking companies wanting access to the Port of Baltimore are now required to register their trucks, their truck drivers, as well as other company information into the eModal system. "eModal Trucker Check" represents the latest security enhancements for Maryland's Port of Baltimore. The system will verify the identity of the truck drivers and validate their presence at the Port, and either allow or deny access into the Port.

The Maryland Port Administration will initially install the software at its Seagirt Marine Terminal, with future plans to install at Dundalk Marine Terminal later this year. The new security program went live on May 5, 2006. For more information, please visit www.emodal.com.

U.S. Diplomatic Relations with Libya

Secretary of State Condoleezza Rice announced that the United States is restoring full diplomatic relations with Libya.

"We will soon open an embassy in Tripoli. In addition, the United States intends to remove Libya from the list of designated state sponsors of terrorism. Libya will also be omitted from the annual certification of countries not cooperating fully with United States anti-terrorism efforts.

"We are taking these actions in recognition of Libya's continued commitment to its renunciation of terrorism and the excellent cooperation Libya has provided to the United States and other members of the international community in response to common global threats faced by the civilized world since September 11, 2001.

"Today's announcements are tangible results that flow from the historic decisions taken by Libya's leadership in 2003 to renounce terrorism and to abandon its weapons of mass destruction programs. As a direct result of those decisions we have witnessed the beginning of that country's re-emergence into the mainstream of the international community. Today marks the opening of a new era in U.S.-Libya relations that will benefit Americans and Libyans alike."

The national emergency with respect to the policies and actions of the government of Libya and the removal of economic sanctions that had been in place since 1986, were previously lifted during 2004. Specifically, President Bush issued Executive Order (E.O.) 13357 on September 20, 2004, effective September 21, 2004.

Sources: United States Department of State Announcement May 15, 2006; Federal Register Vol. 69, No. 183 Wednesday, September 22, 2004; The White House News / Executive Orders; U.S. Department of the Treasury Office of Foreign Assets Control; The White House News / Executive Orders

- http://www.state.gov/secretary/rm/2006/66235.htm
- http://a257.g.akamaitech.net/7/257/2422/06jun20041800/edocket.access.gp o.gov/2004/pdf/04-21411.pdf
- http://www.whitehouse.gov/news/releases/2004/09/20040920-5.html
- http://treas.gov/offices/enforcement/ofac/programs/libya/libya.pdf

ITC Automatic E-mail Notification

The International Trade Commission (ITC) has announced its new automated e-mail notification system. Users can sign up to receive free e-mail updates on a wide variety of topics including the Harmonized Tariff Schedule, news releases regarding ITC investigations, commodity group news releases, region news releases, ITC publications, Federal Register notices, and general ITC information. This service is particularly useful for companies that import goods subject to antidumping and/or countervailing duties.

To sign up, go to the ITC website at www.usitc.gov and click on the "Subscribe to Free E-mail Updates!" link.

APHIS Proposes Changes to U.S. Fruit and Vegetable Import Regulations

The Department of Agriculture's (USDA) Animal and Plant Health Inspection Service (APHIS) has outlined substantial proposed changes that would revise and reorganize the import regulations for fruits and vegetables.

Proposed changes to the regulations include:

- establishing criteria that would allow APHIS to quickly and more effectively approve certain new fruits and vegetables imported into the U.S as well as to efficiently identify and acknowledge pest-free areas in foreign countries;
- eliminating the practice of listing specific commodities that may be imported subject to certain types of phytosanitary measures; and
- issuing special use permits for fruits and vegetables.

The proposed changes are intended to simplify and accelerate the processes involved in approving new imports and identifying pest-free areas, while continuing to allow for public participation in the processes. The proposed changes would not alter risk evaluations associated with a commodity import request nor alter the ultimate mitigation of those decisions.

APHIS is seeking comments from the public by July 26, 2006 regarding the proposed rule. APHIS will also consider comments on the proposal at public hearings to be held in Seattle on May 23, Los Angeles on May 24, Miami on May 26, and Washington, DC, on June 20. For additional information please contact Mr. Matthew Rhoads, Planning, Analysis, and Regulatory Coordination at 301-734-8790.

For more information regarding import conditions of particular commodities please contact Ms. Donna L. West, Senior Import Specialist, Commodity Import Analysis and Operations at 301-734-8758.

For additional information regarding USDA - APHIS and its programs please visit their website at http://www.aphis.usda.gov.

Celebrating the Container's 50th Anniversary

April 2006 marked the 50th anniversary of the shipping container. On April 26, 1956, Malcolm McLean loaded fifty-eight steel cargo boxes on a converted oil tanker bound from Newark, NJ to Houston, TX. This revolutionary idea dramatically transformed shipping. Previously, all goods moved as "break bulk" where individual shipping crates were hand-loaded into cargo slings to be hoisted onto ships. Large crews of longshoremen took back-breaking days to load a single vessel. Now cargo cranes efficiently load large container ships in a matter of hours with significantly fewer workers.

Within ten years of McLean's first shipment, containerization went global and the world was forever changed. Companies no longer needed to be physically located near ports. Pilferage and damage to goods greatly decreased. Per unit shipping costs plummeted. The advent of refrigerated containers brought fresh "seasonal" produce to our tables year round.

Malcolm McLean went on to found SeaLand Services which he sold to Maersk Line in 1999. McLean died at age 87 in 2001.

90% of the world's goods now move by container. 200 million containers were shipped worldwide last year. Nearly 23 million containers entered the United States with Walmart, Target, IKEA, and Home Depot as the top users. With success come new challenges as the world now struggles to deal with port congestion and container security.

China Ports to Charge Fee for Containers as of June 1st

Shanghai Daily, China's Ministry of Communications, has announced the imposition of a security fee on goods imported into and exported from Chinese maritime ports as of June 1, 2006. The fee is about \$2.49 for 20-foot containers and \$3.75 for 40-foot containers. There will be no fee for empty containers. The fee will be levied to cover port security costs and will remain in place for three years. Fee revenue will be used to build, maintain and manage port security facilities.

COMPLIANCE CORNER

Navigating the Maze of Free Trade Agreements and Trade Preference Programs

In the past five years alone, nine new free trade agreements and trade preference programs have been implemented. There are at least thirteen more under negotiation.

Navigating the web for special trade programs and international free trade agreements can be arduous! Several of the Special Trade Programs and Free Trade Agreements include multiple countries. The following are various internet links pertaining to the existing trade programs and free trade agreements.

International Free Trade Agreements: (agreement is between two or more parties) http://cbp.gov/xp/cgov/import/international_agreements/free_trade/

- Australia
- Chile
- Dominican Republic-Central America-CAFTA the current signatory countries are El Salvador, Honduras and Nicaragua
- Israel
- Jordan
- Morocco
- North American Free Trade Agreement (Canada, United States, Mexico)
- Singapore

Special Trade Programs: (unilateral action on the part of the U.S.)

 $\underline{\text{http://cbp.gov/xp/cgov/import/international_agreements/special_trade_programs}}$

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- African Growth and Opportunity Act (AGOA) Multiple Countries
- Andean Trade Preference Act (ATPA) Multiple Countries
- Andean Trade Promotion and Drug Eradication Act (ATPDEA)-Multiple Countries
- Caribbean Basin Trade Partnership Act (CBTPA)-Multiple Countries
- Caribbean Basin Economic Recovery Act (CBERA)-Multiple Countries
- Generalized Systems of Preferences (GSP)-Multiple Countries

Customs Publication: Textile Preference Programs AGOA, CBTPA, ATPDEA

http://cbp.gov/linkhandler/cgov/import/textiles_and_quotas/fta_training/pref_progs.ctt/pref_progs.pdf

The above link is part of the training materials provided by CBP to field Import Specialists on textile preferential rules of origin in the following legislative [preference] programs: The African Growth and Opportunity Act (AGOA), The Caribbean Basin Trade Partnership Act (CBTPA) and The Andean Trade Promotion and Drug Eradication Act (ATPDEA).

Customs Publication: How Do I Read Tariff Shift Rules?

http://cbp.gov/linkhandler/cgov/import/textiles_and_quotas/fta_training/tariff_shift.ctt/tariff_shift.pdf

The above link is part of the training materials provided by CBP to field Import Specialists on textile tariff shift rules and other textile rules in the following free trade agreements to which the US is a party: North American Free Trade Agreement (NAFTA), Chile, Morocco, Australia, Singapore, Dominican Republic – Central America – United States Free Trade Agreement (DR-CAFTA).

U.S. Department of Commerce International Trade Administration AGOA, CBTPA, ATPDEA

http://www.otexa.ita.doc.gov/Trade_Act_2000.htm

Customs Informed Compliance Publication/ African Growth & Opportunity Act http://cbp.gov/linkhandler/cgov/toolbox/legal/informed_compliance_pubs/icp065 http://cbp.gov/linkhandler/cgov/toolbox/legal/informed_compliance_pubs/icp065 http://cbp.gov/linkhandler/cgov/toolbox/legal/informed_compliance_pubs/icp065 http://cbp.gov/linkhandler/cgov/toolbox/legal/informed_compliance_pubs/icp065

Visa Requirements under the AGOA, Federal Register Notice Jan 25, 2001 http://www.otexa.ita.doc.gov/AGOA-CBTPA/AGOA Visa Requirements.pdf

Synopsis of Selected Trade Programs

The following is a guide on applicable provisions and requirements on selected trade agreements/programs.

http://cbp.gov/linkhandler/cgov/import/international_agreements/fta_provisions.ct t/fta_provisions.doc

Customs regulations for articles conditionally free, or subject to a reduced rate can be found in Chapter 19 CFR Part 10. Part 10 includes regulations governing trade programs and international free trade agreements.

http://ecfr.gpoaccess.gov/cgi/t/text/textidx?c=ecfr&tpl=/ecfrbrowse/Title19/1 9cfr10_main_02.tpl

The International Trade Commission (ITC) has posted to its web site the April 1, 2006 version of the 2006 Harmonized Tariff Schedule of the U.S. (HTS) which reflects the changes necessary to implement the U.S. - Central America - Dominican Republic Free Trade Agreement (CAFTA-DR) for Honduras and Nicaragua.

As a result, there are changes to General Notes 3, 4, 7 and 17. General Note 29 has been added for DR-CAFTA, along with updates to chapters 9822 and additional subchapter 9915.

The Government Printing Office (GPO) is not expected to publish another paper version of the HTS until the mid-year (July 1, 2006) supplement.

The most recent changes to the 2006 HTS can be viewed at the following links:

- http://www.usitc.gov/tata/hts/
- http://www.usitc.gov/tata/hts/bychapter/index.htm

CBP Issues New Informed Compliance Publication

U.S. Customs and Border Protection (CBP) has issued a new informed compliance publication (ICP) entitled, "What Every Member of the Trade Community Should Know About: Stranded Wire, Rope and Cable, of Iron or Steel."

This ICP explores the complexities of the tariff nomenclature for stranded wire, rope and cable of iron or steel. Technical terms are defined, industry standards are identified and the scope of the relevant heading and subheadings are clarified. This is necessary to ensure both a uniform and consistent method of classification.

The ICP includes an introduction, a section on the subheadings of HTS 7312, and additional information on such topics as Customs Regulations, Customs Bulletins, Importing into the United States and other related publications.

HTS heading 7312 includes wire strand, ropes, cables, bands, whether or not they are cut to length, or fitted with hooks, spring hooks, swivels, rings, thimbles, clips, sockets, etc. (provided that they do not thereby assume the character of articles of other headings), or made up into single or multiple slings, strops, etc. These goods are used in a variety of applications such as hoisting (with cranes, winches, pulleys, lifts, etc.), mining, quarrying, shipping, hauling or towing, as hawsers, as transmission belting, as rigging or guying, or as strand for fencing or stone sawing.

The material in this publication is provided for general information purposes only. Because many factors can be involved in Customs issues, an importer may wish to obtain a ruling under Regulations of U.S. Customs and Border Protection, 19 C.F.R. Part 177, or to obtain advice from an expert who specializes in Customs matters, for example, a licensed Customs broker, attorney or consultant.

This ICP, issued on May 06, 2006, is available at the following link; http://www.cbp.gov/linkhandler/cgov/toolbox/legal/informed_compliance_pubs/icp0 81.ctt/icp081.pdf

Compliance Q & A: Schedule B Numbers

Ouestion: What is a Schedule B Number?

Answer: A Schedule B number is a classification code used to identify commodities exported out of the United States. Schedule B numbers must be reported in the Automated Export System (AES) as part of the Electronic Export Information (EEI), the electronic successor to the Shippers Export Declaration (SED). Schedule B numbers are used by the U.S. Census Bureau in reporting and developing trade statistics.

Question: What is the difference between the Schedule B and the Harmonized Tariff Schedule?

Answer: The Schedule B is the official schedule of commodity classifications to be used by shippers in reporting export shipments from the United States, and in compiling the official statistics on exports of merchandise from the United States. The Schedule B is administered by the U.S. Census Bureau.

The Harmonized Tariff Schedule of the United States (HTSUS) is a complete product classification system. The HTSUS comprises a hierarchical structure for describing all goods in trade for duty, quota, and statistical purposes. The HTSUS is administered by

the U.S. International Trade Commission (ITC) (see above article for the ITC automatic e-mail notification to receive instant updates on the HTSUS).

With certain exceptions, HTSUS numbers may be used in place of Schedule B numbers for reporting exports. However, the reverse is not true – one may not use Schedule B numbers to report imports.

Samuel Shapiro & Company, Inc. is a full service freight forwarder and will be happy to answer any questions you may have regarding classification of your goods under Schedule B. Please contact our Compliance Department at compliance@shapiro.com or our Export Department at export@shapiro.com.

TRANSPORTATION UPDATE

June 2006

Far East

Bunker Surcharges from Far East ports to the USA will rise on June 1, 2006. Bunker surcharges change on a monthly basis rather than on a quarterly basis. The price of oil is responsible for increases lately.

April 1, 2006 – May	31, 2006	June 1, 2006 – June 30, 2006
20' container	\$410.00	\$475.00
40' container	\$545.00	\$635.00
40' HC container	\$615.00	\$715.00
45' container	\$690.00	\$805.00

The Panama Canal Surcharge is officially \$192.00 per container and took effect on May 1, 2006.

The Far East market is in flux at the moment. Carriers did not really raise rates on May 1, 2006. The carriers know there is abundant capacity to the U.S. west coast and they have seen rates erode in that market. Rates remain at or near the same level on all water service to the U.S. East Coast. The key question is what will happen to the Peak Season Surcharge.

The announced Peak Season Surcharge is as follows:

20' container	\$300.00
40' container	\$400.00
40' HC container	\$450.00
45' container	\$510.00

It is doubtful there will be Peak Season Surcharges for cargo arriving via west coast ports. Cargo arriving on East Coast ports via all water service may not receive the same treatment. The carriers are not playing their hand yet. They will wait until the last minute before they finalize their pricing.

Samuel Shapiro & Company, Inc. and our overseas partners have negotiated some very favorable contracts from the Far East. We are still in negotiation with one carrier as of this writing.

Rates from India did rise May 1, 2006. The increases were not clear across the board, however all indications are that there will be some sort of Peak Season Surcharge. India is a very active market and right now there isn't a lot of new capacity being added. We feel that more capacity will be added over the next 12 months. The key point is whether carriers will want to add a new all water service from Southeast Asia and India and use the Suez Canal to the U.S. east coast. The tolls on the Suez Canal are higher compared to the Panama Canal and that is one reason carriers have been reluctant to add a new service.

Northern Europe

Bunker fuel surcharges that were increased on October 16, 2005 from Northern Europe to United States will rise on June 15, 2006.

Current bunker surcharges are as follows:

- East Coast Ports 20' containers \$423.00
- East Coast Ports 40', 40' HC and 45' containers \$846.00
- West Coast Ports 20' containers \$635.00
- West Coast Ports 40', 40' HC and 45' containers \$1,270.00

The new bunker surcharges will be as follows effective 6/15/06

- East Coast Ports 20' containers \$467.00
- East Coast Ports 40', 40' HC and 45' containers \$933.00
- West Coast Ports 20' containers \$700.00
- West Coast Ports 40', 40' HC and 45' containers \$1,400.00

Carriers will maintain their Currency Adjustment Factor at 6%.

Added capacity to the North Atlantic – U.S. east coast trade has caused rates to drop a bit. It's not a dramatic decrease, however the added supply has caused a reaction in the marketplace. The new service of China Shipping/CMA CGM has been responsible for the lower rates, however their ships are going out at nearly 100% capacity, especially from German ports.

The Mediterranean

The bunker fuel surcharge that went up on November 1, 2005 will go up in June. The exact date is unknown at this time.

Bunker surcharges will change as follows to Atlantic and Gulf ports from all Mediterranean ports:

20' container - from \$401.00 to \$467.00 40', 40 HC cont - from \$802.00 to \$934.00

Space is still tight on MSC vessels from the Mediterranean region, especially from Valencia, Spain.

Special Equipment

There is an acute shortage of flat racks, open top and other special equipment from Europe to the USA. Importers requiring special equipment should forecast their needs 60 days in advance in order to secure. It's a major struggle right now all over Europe.

South America

Carriers from Brazil have announced an Emergency Fuel Adjustment Factor (EFAF) schedule to go into effect in late May/early June depending on the carrier. By June 10th, nearly all major carriers will have an EFAF of \$75.00 per 20' container and \$150.00 per 40' container. As of this writing we are not sure if this is isolated to Brazil or will include Argentina and Uruguay.

Air News

Fuel surcharges (FSC) are up worldwide. From Europe we are seeing the FSC at EUR 0.60/kg. From Asia the range is from USD 0.62/kg up to USD 0.75/kg depending on the market. Rates will go up or down depending on the fuel index that all airline carriers use.

Export Ocean News

Bunker fuel surcharges are going up on all trade lanes similar to Import. Carriers have a harder time raising the bunker on exports, however it looks like they will gain increases. The rates will vary from carrier to carrier. Please check with your Samuel Shapiro & Company, Inc. Export Coordinator with any questions regarding any changes to the bunker fuel surcharge.

Domestic USA

There was an announcement in the press that Watkins Motor Lines, a leading non-union LTL and truckload carrier, would be acquired by FedEx. This will further consolidate the LTL carriers in the U.S. and will move FedEx up to #2 in the nation as an LTL carrier.

There is still an acute driver shortage all over the U.S. The situation will not get any better in the immediate future.

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This newsletter is for informational purposes only. Although every effort is made to ensure accuracy, Samuel Shapiro & Company, Inc. assumes no legal liability for any erroneous information. Links to other websites are provided for reference and convenience and do not constitute endorsement of the content of those sites.

SAMUEL SHAPIRO & COMPANY, INC. NEWS

Don't Miss Our Atlanta Import Essentials Seminar - Registration is open!

What It Takes To Be a Compliant Importer

Due to the overwhelming success of our Virginia and Maryland Import Essential seminars, we are taking the show on the road to Atlanta. This one-day import seminar will be held on Thursday, June 29th, 2006, from 9:00 a.m. to 4:00 p.m., at the DoubleTree Club Hotel - Atlanta Airport, Georgia.

The Import Essentials seminar will discuss how to be a compliant importer and will feature a bonus session, "What's New with C-TPAT." The bonus C-TPAT session will include the latest information provided by Customs at the C-TPAT Supply Chain Training in Costa Mesa, California. Seminar topics will include importer responsibilities under reasonable care, how to establish a compliance program, and Incoterms, among others. This event is a must attend for experienced and novice importers alike looking to improve their import compliance program or exporters interested in learning about import opportunities.

Seminar Location:

DoubleTree Club Hotel - Atlanta Airport 3400 Norman Berry Dr. Atlanta, GA 30344 Tel: 404-763-1600

We have a block of rooms reserved for the evening of 6/28 at \$119.00 plus tax. Hotel reservations must be made by 5/20 to take advantage of this special rate.

Cost (includes seminar materials, lunch, and refreshments):

\$150 per person \$125 for each additional attendee from the same company

Register Now! Click on the link below:

http://www.shapiro.com/html/ImportEssentialsSeminar.html

For more information or to register by phone, please contact the Compliance Department at 800-695-9465 ext. 290 or by email at compliance@shapiro.com.

Do You Know Where Your Freight Is?

Samuel Shapiro & Company, Inc. has recently enhanced its tracking capabilities by adding real-time steamship line EDI messaging to its automated offerings. If you are an existing Internet tracking or custom daily tracking report user, you will begin to notice notes being added to your shipments indicating various events in the lifecycle of your ocean container shipment. The events being tracked include:

- Arrival at load port
- Departure from load port
- Departure relay port
- Arrival at port of final destination
- Unloaded from vessel
- Cargo available for pick-up
- Out gate
- Delivered to customer

The first steamship line to come online was Maersk Sealand at the beginning of May. Coming soon is Evergreen and, shortly thereafter, we will bring up all of the major lines capable of providing the automated tracking. Got a carrier that you want to see move to the head of the line? Drop us an E-mail at mis@shapiro.com.

Cinco de Mayo Fiesta at Dulles

The Dulles office of Samuel Shapiro & Company, Inc. sponsored its 3rd annual Customer Appreciation Day this year on May 5th. We themed this year's picnic as a Latin Cinco de Mayo Fiesta! We had a wonderful turnout of customers, vendors and Customs and Border Protection personnel, as well as a beautiful warm sunny day to celebrate with our friends. Our Dulles office did all the cooking personally to show our continued appreciation for our customers. We served chicken and steak fajitas, tacos with all the fixin's, two types of beans, rice, chips and salsa, along with numerous types of drinks. We all had a really great time getting to know some new customers as well as seeing our "oldies but goodies." We look forward to next year's plans for #4 and our customer's continued support through the year!