

FOOTWEAR TRADE DISTRIBUTION & CUSTOMS



FTDC 2019 CONFERENCE

October 27–29 | The Renaissance | Long Beach

FDPRA
FOOTWEAR DISTRIBUTORS AND RETAILERS OF AMERICA

Transmitting the Data & Information

A Guided Tour with the Team at Geodis



GEODIS

A guided tour with the team at GEODIS...

Mari Bermejo LCB, CCS

Customs Brokerage Operations Manager, LA

Erin Williamson LCB, CCS

Customs Compliance Manager, Broker Product NY

Agenda

- Origin
 - Foreign Customs
 - Container Security Initiative (CSI)
 - 24 Hour Manifest Rule
- ISF Filing
- Entry process under the China Tariff



Origin



- Antiterrorism program created post 9/11/2001
- CSI proposes a security regime to ensure all containers that pose a potential risk for terrorism are identified and inspected at foreign ports before they are placed on vessels destined for the United States.
- CBP has stationed teams of U.S. CBP Officers in foreign locations to work together with our host foreign government counterparts, to develop investigative leads related to the terrorist threat to cargo destined to the United States.

-
- Effective December 2nd, 2002
 - The rule requires all ocean carriers or NVOCC's (non vessel operating common carriers) to submit a complete cargo manifest to US Customs at least 24 hours prior to cargo loading if that vessel is calling a US port direct.
 - Encompasses cargo transiting US ports and remaining on board the vessel for discharge at a non- US port.

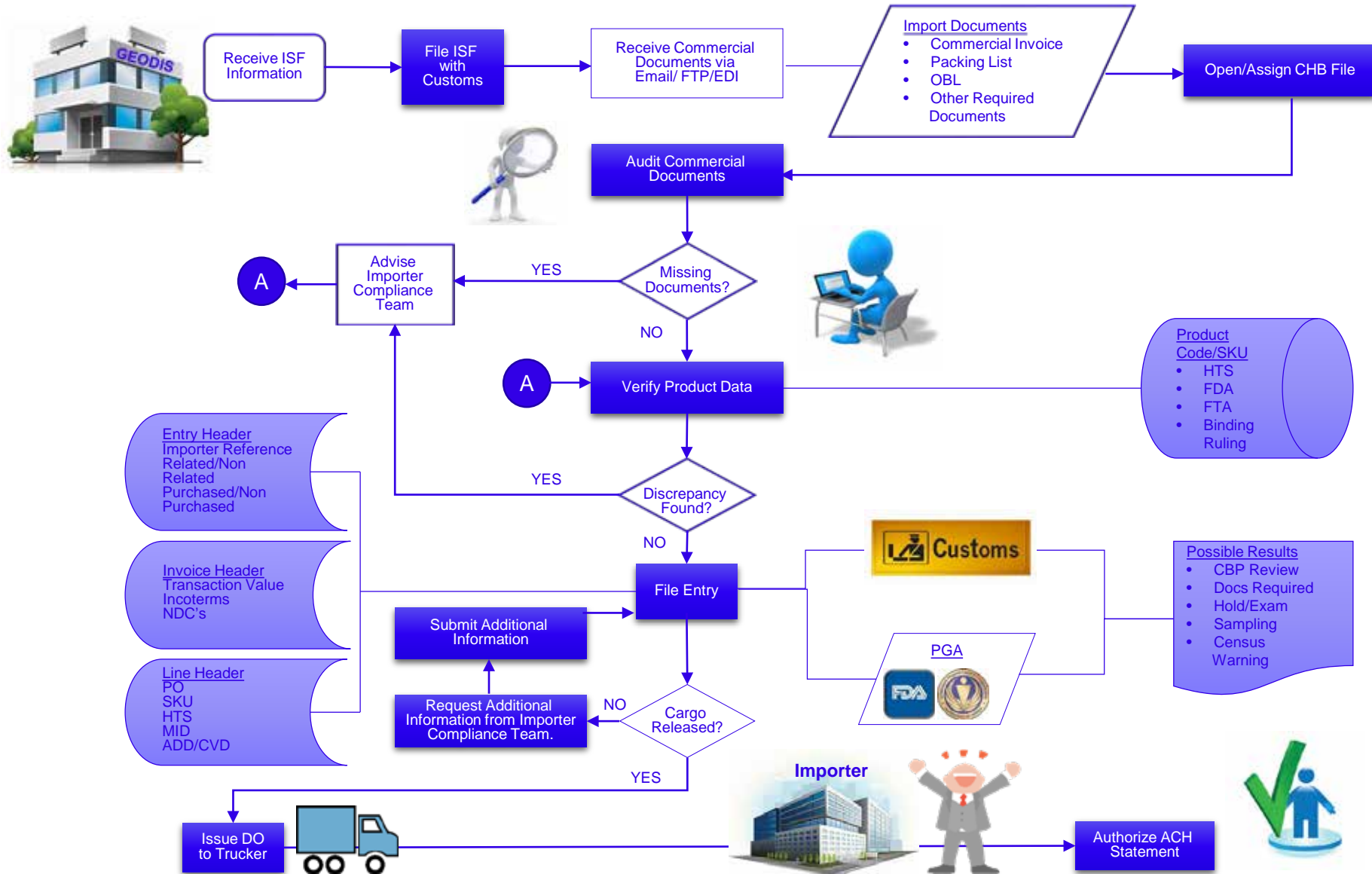
Container Safety Initiative (CSI)

24 Hour Manifest Rule

- January 26, 2009, the new rule titled Importer Security Filing and Additional Carrier Requirements (commonly known as "10+2") went into effect
- Before merchandise arriving by vessel can be imported into the United States, the "Importer Security Filing (ISF) Importer," or their agent (e.g., licensed customs broker), must electronically submit certain advance cargo information to CBP in the form of an Importer Security Filing
- Importer of record, is ultimately responsible for the correctness of the entry documentation presented to CBP and all applicable duties, taxes and fees
- ISF must be filed 24 hours prior to vessel departure
- Liquidated damages can be assessed on late filings

Importer Security Filing

Brokerage Operational Process Flow



- **Pre Entry**

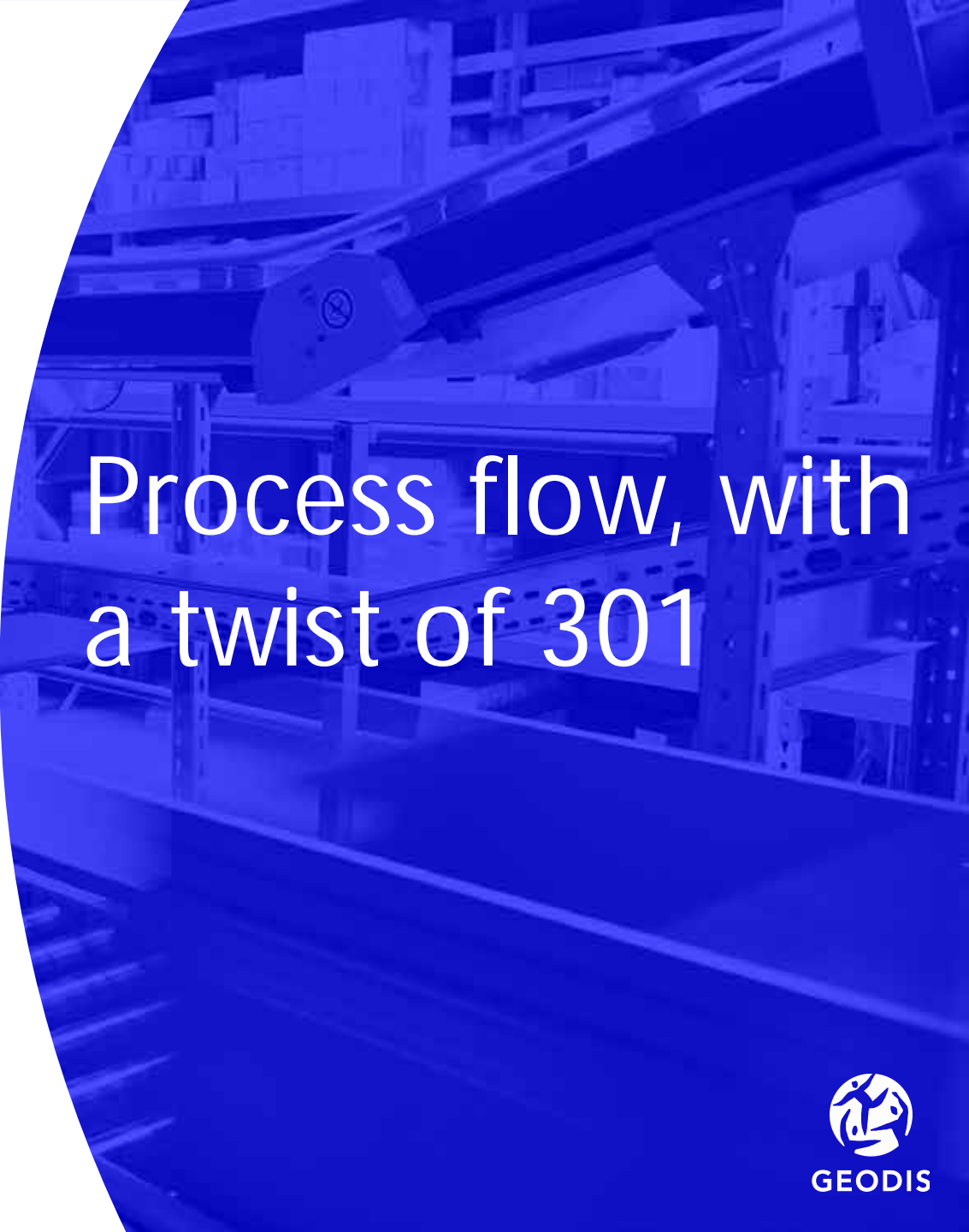
- Tweets
- Notification, lack of; Implementation
- Federal Register Notice (FRN)
- Converting the FRNs to excel files
- Software/IT
- CSMS messages
- Availability of HTS in Customs system
- Training of staff
- Mitigation/ Compliance review
- Importer reporting/analytics

- **Entry**

- Electing entry date
- Partial Exclusions
- Additional data entry (Chapter 98, MTB)
- Insufficient Bonds
- Managing duty payments
- Broker Liability

- **Post Entry**

- Entry correction
- Exclusions
- Early liquidation
- Extension of liquidation
- Post summary Corrections & Protest
- Drawback



Process flow, with a twist of 301

Thank you.

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GEODIS

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Transmitting the Data & Information

Getting Your Entries Through Customs & Other Tools to Consider in the Age of Tariffs

Moderated by **Quinn O'Rourke**, *Director of Compliance and Logistics, LaCrosse Footwear*



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LUNCH

12:30 – 1:30 pm

WOLVERINE | **W**
worldwide



sponsored by:

Port of
LONG BEACH
The Green Port

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Moving the Goods

Critical Port Enhancement Review

Ken Uriu, *Business Development Manager, Port of Long Beach*

Chris Chase, *Marketing Manager, Port of Los Angeles*

Sue Coffey, *Director of Business Development, The NW Seaport Alliance*

PORT OF LONG BEACH

KEN URIU

BUSINESS DEVELOPMENT MANAGER – IMPORT CARGO

OCTOBER 28, 2019





PORT OF LONG BEACH



68% OF FOOTWEAR
THROUGH LA/LB GATEWAY

An aerial photograph showing the construction of a new cable-stayed bridge (the Desmond Bridge) over a large body of water. The bridge spans across a wide waterway, with a large steel truss structure visible in the foreground. In the background, there is a large industrial facility with numerous white storage tanks and a large parking lot filled with cars. Several yellow cranes are visible on the bridge construction site. The sky is clear and blue.

BRIDGE TO EVERYWHERE

\$1.5 BILLION DESMOND BRIDGE REPLACEMENT



PIER B ON-DOCK RAIL SUPPORT FACILITY

WAREHOUSE/ TRANSLOAD FACILITY

CAUTION
USE THE "F" STOP BUTTON
BEFORE CLEARING JAMS

MAXX REACH
C & C
EQUIPMENT



QUESTIONS?

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POLB.com/subscribe

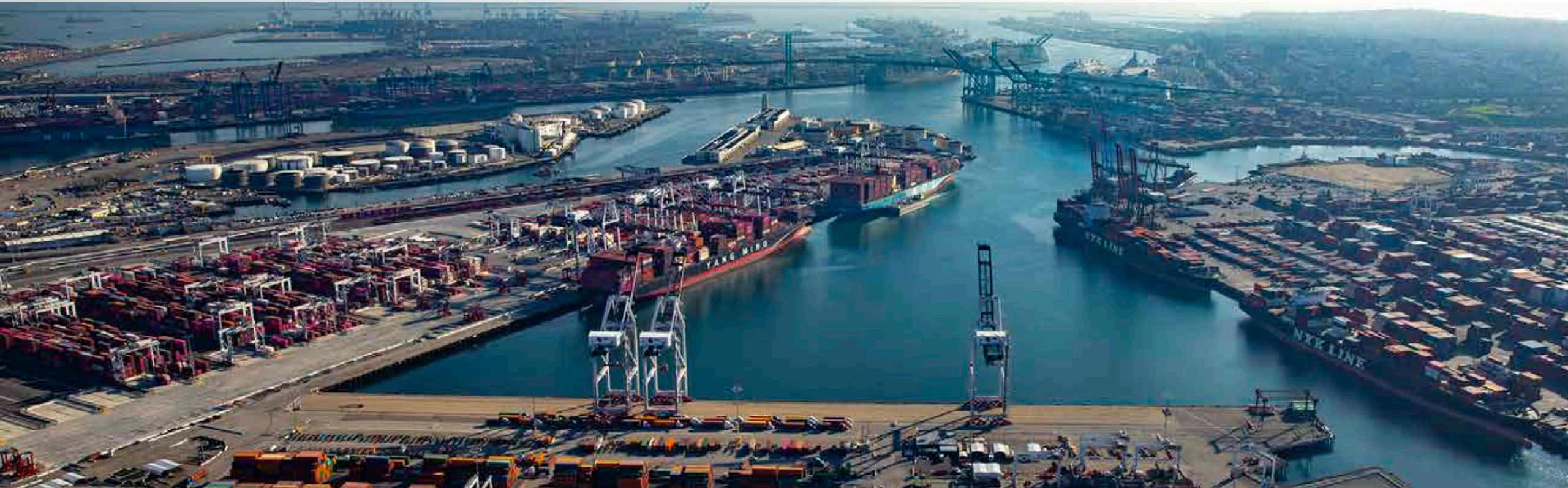
THE PORT
OF LOS ANGELES **LA**

America's Port

The Port of Los Angeles

FTDC

October 28, 2019



Port of Los Angeles Overview



- § Harbor Department founded in 1907
- § State Tidelands Trust granted 1911
- § Non-Taxpayer Supported
- § Hybrid Port Model
- § Handles Cargo to & from every corner of the U.S.
- § By the Numbers:
 - *4,300 acres land*
 - *3,200 acres water*
 - *43 miles of waterfront*
 - *270 berths, 27 terminals*

Record-Breaking 2018

9,458,000 TEUs

Container Terminal Facilities



TRAPAC

Land area: 185 acres (75 hectares)
Total berth length: 5,400' (1,646 meters)
Berths: 4
Water depth: 45' – 53' (13.7 – 16.1 meters)
Cranes: 10 Post-Panamax cranes
Gate: 17 lanes
On-dock rail: 8 tracks = 20,600' (6,278 meters)
Reefer plugs: 685

YANG MING TERMINAL (WBCT)

Land area: 186 acres (75 hectares)
Total berth length: 2,500' (762 meters)
Berths: 2
Water depth: 45' (13.7 meters)
Cranes: 5 Post-Panamax cranes
Gate: 30 lanes
On-dock rail: 3 tracks = 8,920' (2,718 meters)
Reefer plugs: 376

CHINA SHIPPING (WBCT)

Land area: 132 acres (53.4 hectares)
Berth length: 2,500' (762 meters)
Berths: 2
Water depth: 53' (16.1 meters)
Cranes: 10 Super Post-Panamax cranes
Gate: Shared with YML
On-dock rail: Shared with YML
Reefer plugs: 204

FMS

Land area: 292 acres (118 hectares)
Total berth length: 4,000' (1,219 meters)
Berths: 3
Water depth: 50' (15.2 meters)
Cranes: 16 Post-Panamax cranes
Gate: 23 entry/exit
On-dock rail: 8 tracks = 20,415' (6,222 meters)
Reefer plugs: 706

YUSEN TERMINALS

Land area: 185 acres (75 hectares)
Total berth length: 5,800' (1,768 meters)
Berths: 3
Water depth: 45' (13.7 meters)
Cranes: 10 Post-Panamax cranes
Gate: 30 lanes
On-dock rail: 4 tracks = 8,531' (2,600 meters)
Reefer plugs: 406

EVERPORT TERMINAL

Land area: 205 acres (82 hectares)
Total berth length: 5,800' (1,768 meters)
Berths: 3
Water depth: 45' (13.7 meters)
Cranes: 8 Post-Panamax cranes
On-dock rail: 4 tracks = 9,300' (2,834 M)
Reefer plugs: 560

APM TERMINALS

Land area: 484 acres (196 hectares)
Total berth length: 7,300' (2,225 meters)
Berths: 6
Water depth: 55' (16.8 meters)
Cranes: 19 Post-Panamax cranes
Gates: 40 lanes
On-dock rail: 12 tracks = 29,004' (8,840 meters)
Reefer plugs: 2,400



Economic Impact



Employment

Trade Value

887

Actual filled positions at the City of Los Angeles Harbor Department

10-15k

Longshore and Terminal jobs in Los Angeles and Long Beach

190k

Jobs (about 1 in 12) in Los Angeles and Long Beach

\$89.2B

Throughout California – Via San Pedro Bay Complex

992k

Jobs (about 1 in 9) in the five-county region

2.8M

Jobs across the United States

435

U.S. Congressional districts touched by trade

\$312.3B

Throughout the entire United States – Via San Pedro Bay Complex

TEU Volume – Port Ranking



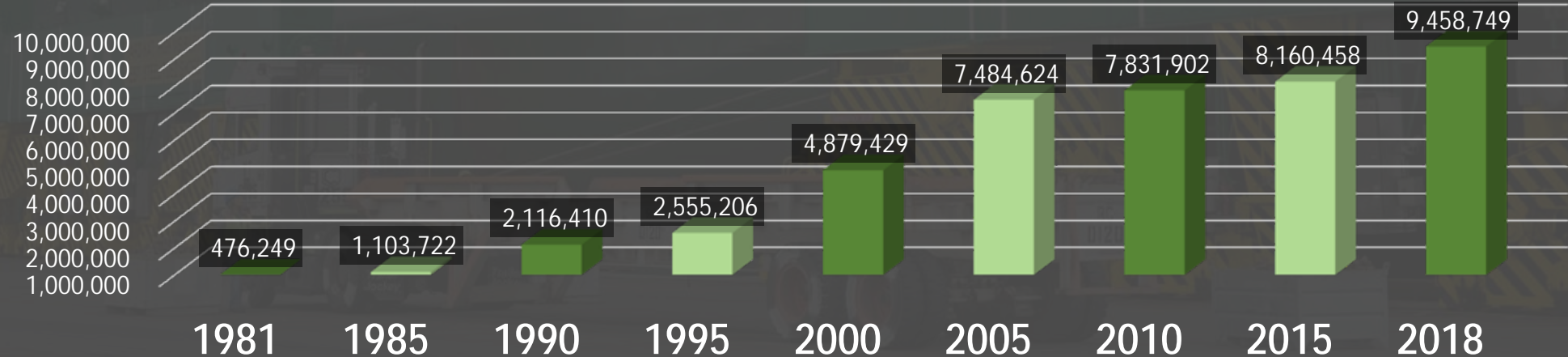
Global Ranking (2018)

1. Shanghai, China	40.2	6. Busan, South Korea	20.5
2. Singapore	33.7	7. Guangzhou, China	20.4
3. Shenzhen, China	25.2	8. Qingdao, China	18.3
4. Ningbo, China	24.6	9. LA & LB (as of 2018)	17.5
5. Hong Kong	20.8	10. Dubai, Arab Emirate	15.4

North American Ranking (2018)

1. Los Angeles	9.4	6. Tacoma/Seattle	3.8
2. Long Beach	8.1	7. Vancouver	3.4
3. NY/NJ	7.2	8. Manzanillo	3.1
4. Panama (AMP)	7.0	9. Hampton Roads	2.9
5. Savannah	4.4	10. Houston	2.7

PORT OF LOS ANGELES - TEU COUNT



Top Trading Partners & Commodities

Trading Partners



1. China/Hong Kong	\$153B
2. Japan	\$36B
3. Vietnam	\$19B
4. South Korea	\$15B
5. Taiwan	\$14B

(In Cargo Value, CY2018)

Imports



1. Furniture	579K
2. Auto Parts	374K
3. Apparel	355K
4. Footwear	233K
5. Electronics	219K

(Containerized, CY2018)

Exports



1. Wastepaper	213K
2. Animal Feeds	187K
3. Fabrics	110K
4. Soybeans	98K
5. Scrap Metal	80K

(Containerized, CY2018)

Trade Tariffs Effect on Trade

San Pedro Bay Complex (Jan-April 2018 v 2019)



IMPORTS

-4.6% From All Countries

-11.8% From China/HK

21.9% From Vietnam

EXPORTS

1.8% To All Countries

-24.6% To China/HK

0.1% To Vietnam

CHINA BOUGHT LESS

Wood Pulp **-31.9%**

Plastics **-9.4%**

Base Metals **-57.6%**

Prepared Foodstuff **-18.9%**

Textiles **-38.9%**

Oil Seeds **-62.4%**

Machinery **-17.6%**

Autos & Auto Parts **-19.3%**

Trade is Shifting in Asia





IMPORTS 2018 to 2019

(Jan-April)

Cambodia		+45.0%
Vietnam		+21.9%
Thailand		+10.6%
Malaysia		+3.4%
Indonesia		+2.4%
Singapore		+1.5%
Japan		+0.1%
Republic of Korea		-2.9%
China/Hong Kong		-11.8%

EXPORTS 2018 to 2019

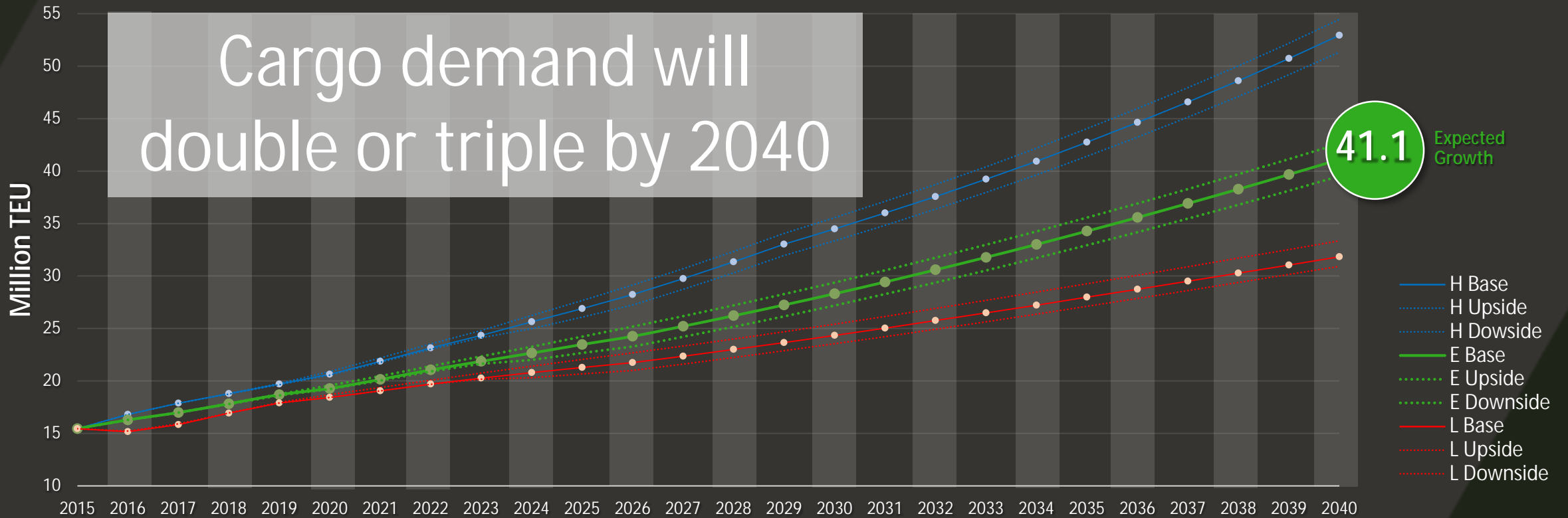
(Jan-April)

Malaysia		+51.7%
Singapore		+43.2%
Republic of Korea		+27.3%
Japan		+17.0%
Indonesia		+12.4%
Vietnam		+0.1%
Cambodia		-0.7%
Thailand		-19.7%
China/Hong Kong		-24.6%

San Pedro Bay Cargo Forecast



CAGR	High Growth			Expected Growth			Low Growth		
	Upside	Base	Downside	Upside	Base	Downside	Upside	Base	Downside
2015-2040	5.2%	5.1%	4.9%	4.1%	4.0%	3.8%	3.1%	2.9%	2.8%



Vessels are Getting Larger

57%







Increase
in 13,000-
TEU and
larger
vessels
(2017-
2018)

29,205 TEU Moves (December 20, 2018)



Port Optimizer



 <p>Cargo Owner</p> <p>Visibility + Cargo Velocity</p> <ul style="list-style-type: none"> - visibility for better customer service Better planning for dray partners → - cargo velocity thru ports 	 <p>Marine Terminal Op'r</p> <p>Cargo Dwell + Cargo Velocity + Productivity</p> <ul style="list-style-type: none"> - container dwell - velocity through better planning Reduced and improved handling (touches, etc) 	 <p>Ocean Carrier</p> <p>Visibility + Cargo Velocity</p> <ul style="list-style-type: none"> - velocity of cargo thru port - velocity of empty returns
 <p>Motor Carrier</p> <p>Turn Times + Productive Turns</p> <ul style="list-style-type: none"> Faster truck turn times - number of productive turns per day 	 <p>Railroad</p> <p>Rail Volume + Visibility + Speed</p> <ul style="list-style-type: none"> - rail volume through ports - visibility to export dates Improved equipment planning - speed of rail volume thru ports 	 <p>Chassis Provider</p> <p>Accuracy + Chassis Utilization</p> <ul style="list-style-type: none"> - accuracy of chassis inventory and forecast → - chassis utilization Improved planning → - chassis utilization

Enabling visibility and execution across an integrated supply chain

Clean Air Action Plan (CAAP)



- Joint effort between the Port of Los Angeles and the Port of Long Beach
- Aimed at reducing environmental impact of Port operations
- Created in 2006 with updates in 2010 and 2017
- Five Source Categories targeted:
 - Ocean Going Vessels
 - Harbor Craft
 - Yard Equipment
 - On-road Drayage Trucks
 - Rail

Air Emissions Reduction (2005-2018)

www.cleanairactionplan.org



Greenhouse
Gases
10%

Nitrogen
Oxides
60%

2023 GOAL
59%

Diesel
Particulate
Matter
87%

2023 GOAL
77%

Sulfur
Oxides
98%

2023 GOAL
93%

Container
Volume
26%

THANK YOU



THE PORT
OF LOS ANGELES 

Northwest Seaport Alliance Update

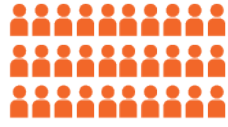
Critical Port Enhancement

.....
Susan Coffey, Director
The Northwest Seaport Alliance
.....

October 28, 2019



King County Voters



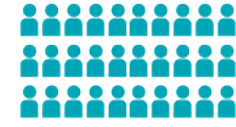
Port of Seattle Commission



Executive Director
Stephen Metruck

*The Northwest Seaport Alliance is a **marine-cargo operating partnership** of the Port of Seattle and Port of Tacoma, established 2015*

Pierce County Voters



Port of Tacoma Commission



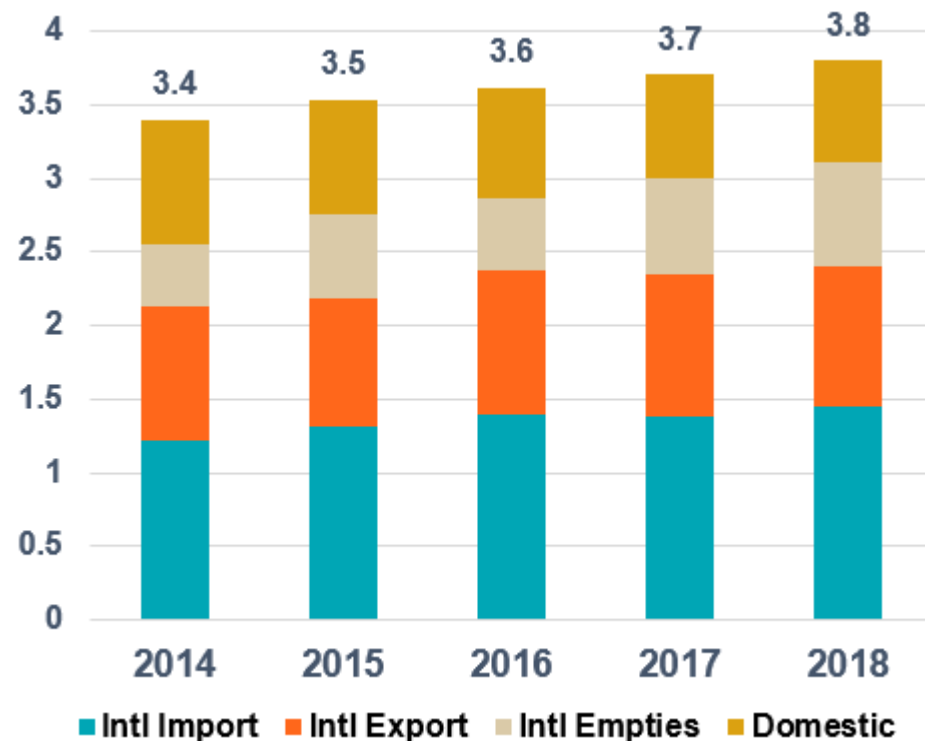
CEO
Eric Johnson



CEO
John Wolfe

The NWSA Volume & Ranking

The NWSA Annual Volume by TEU (millions)



North America 2018 Gateway Rankings by TEU (millions)

1. L.A. & Long Beach (17.5)
2. New York/New Jersey (7.2)
3. Savannah (4.4)
- 4. The NWSA (3.8)**
5. Vancouver, B.C. (3.4)
6. Norfolk (2.9)

TEU: Twenty foot equivalent unit
Source: Port Authorities or AAPA

Constructing our Future



- **T5 construction update**
- **General Central Peninsula (Husky)**
 - **Lot F – Off-dock Gate**
- **T46 RFP**

North Harbor • Seattle



NW CONTAINER SERVICES

UNION PACIFIC ARGO RAIL YARD

TERMINAL 115

TERMINAL 30

TERMINAL 18

BNSF RAIL YARD

TERMINAL 5



TERMINAL 46

CONTAINER TERMINAL

NON-CONTAINER TERMINAL

RAIL YARD

ELLIOTT BAY

Key Infrastructure: Terminal 5



South Harbor • Tacoma

TAYLOR WAY AUTO FACILITY

WEST HYLEBOS LOG YARD

509

EAST BLAIR 1 TERMINAL

PIERCE COUNTY TERMINAL

BLAIR TERMINAL

MARSHALL AVE AUTO FACILITY

WASHINGTON UNITED TERMINAL

LOT F

SOUTH INTERMODAL YARD

TOTE TERMINAL

HUSKY TERMINAL

EAST SITCUM TERMINAL

WEST SITCUM TERMINAL

NORTH INTERMODAL YARD

CONTAINER TERMINAL

NON-CONTAINER TERMINAL

RAIL YARD



THE NORTHWEST
SEAPORT ALLIANCE
nwseaportalliance.com

Key Infrastructure: Husky Terminal



Terminal Fluidity & Gate Turn Time Initiatives

2019 NWSA Gate Efficiency Program (GEP)

- Everport à 4 hoot gates per week
- T18 participated for 3 weeks. Low volumes resulted in a suspension of the program.
- Husky did not participate however they are offering adhoc hoot gates as required

Appointment System

- PCT initiated an appointment system as of September 23, 2019
- Husky is in the process, for imports in RTG rows. Launch date estimated Q4 2019

RFID and Turn Time Project Status

- Currently capture full turn times in North Harbor
- Adding RFID readers in South Harbor truck queuing lots – Lot F and Everport
- Architecting Truck Turn Time data to be shown in real-time on the NWSA website à Q1 2020



2019 Truck Turn Times NWSA - Tacoma & Seattle

Calendar Date:

Harbor:

Terminal:



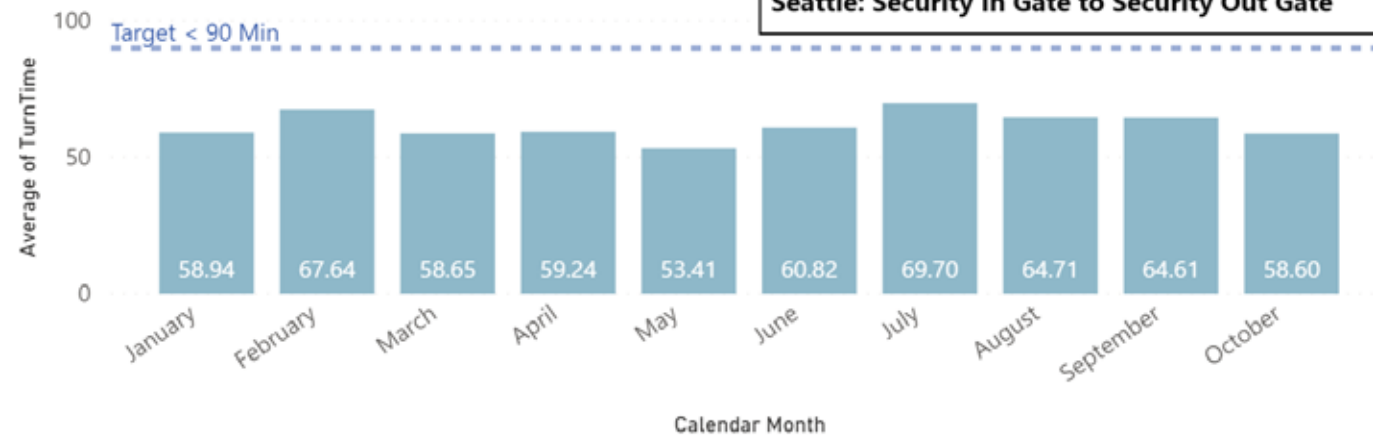
Calendar Month Seattle Average Turn Time

Calendar Month	Seattle Average Turn Time
January	58.94
February	67.64
March	58.65
April	59.24
May	53.41
June	60.82
July	69.70
August	64.71
September	64.61
October	58.60
Total	61.74

61.74

Seattle YTD Average Turn Time

Seattle Average Turn Time | By Month



Calendar Month Tacoma Average Turn Time

Calendar Month	Tacoma Average Turn Time
January	46.50
February	51.76
March	44.21
April	44.39
May	43.09
June	45.42
July	49.48
August	44.07
September	47.50
October	48.88
Total	46.19

46.19

Tacoma YTD Average Turn Time

Tacoma Average Turn Time | By Month

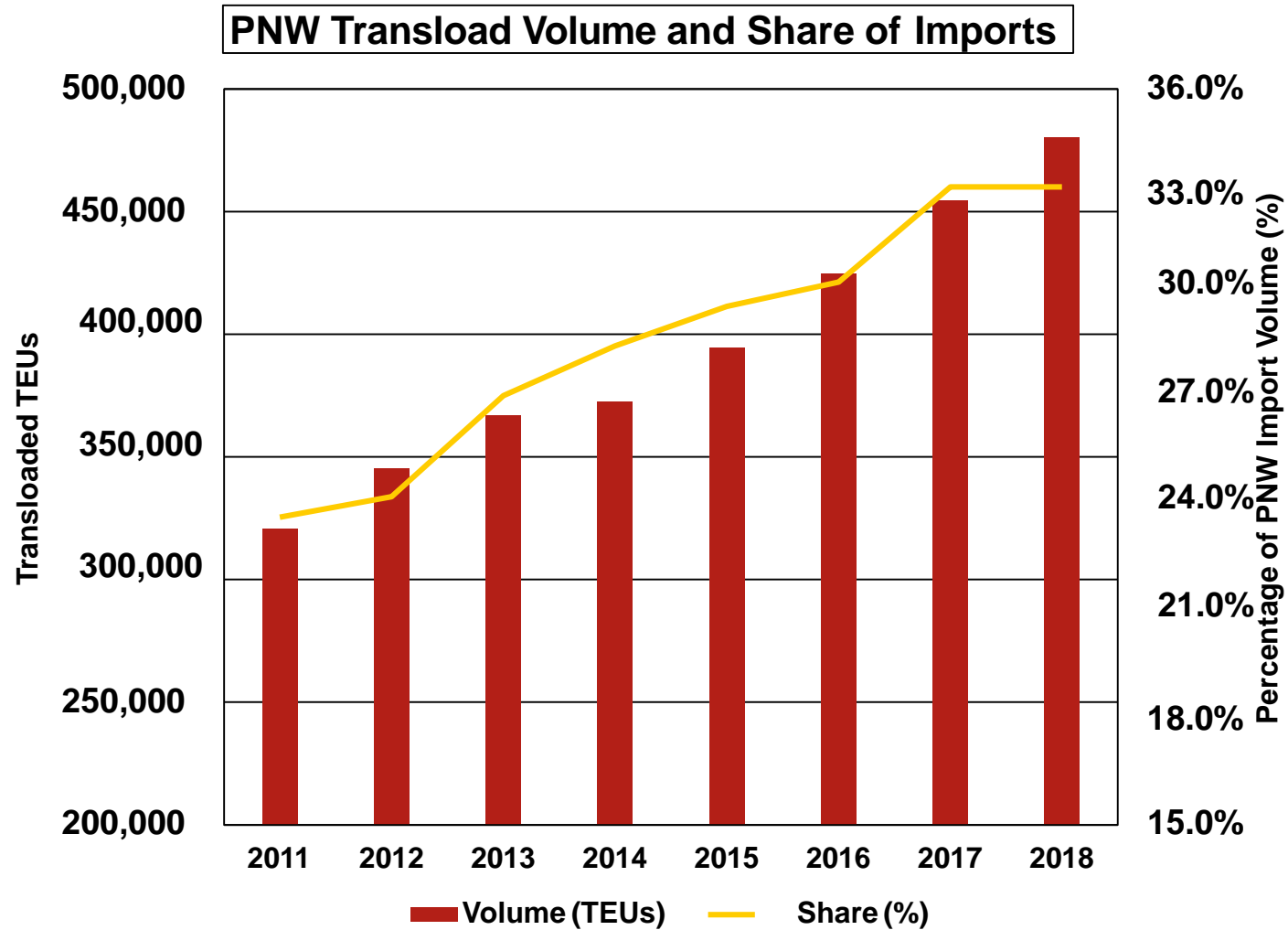


Source: Advent Reports (Interim Solution)

Calculations: North Harbor, Security to Security Gate. South Harbor, Pedestal to Pedestal.

Published by NWSA Operations Business Analyst October 2019. Operations Managed KPI.

NWSA tranloading has seen steady growth



Source: PIERS, IANA, TTX



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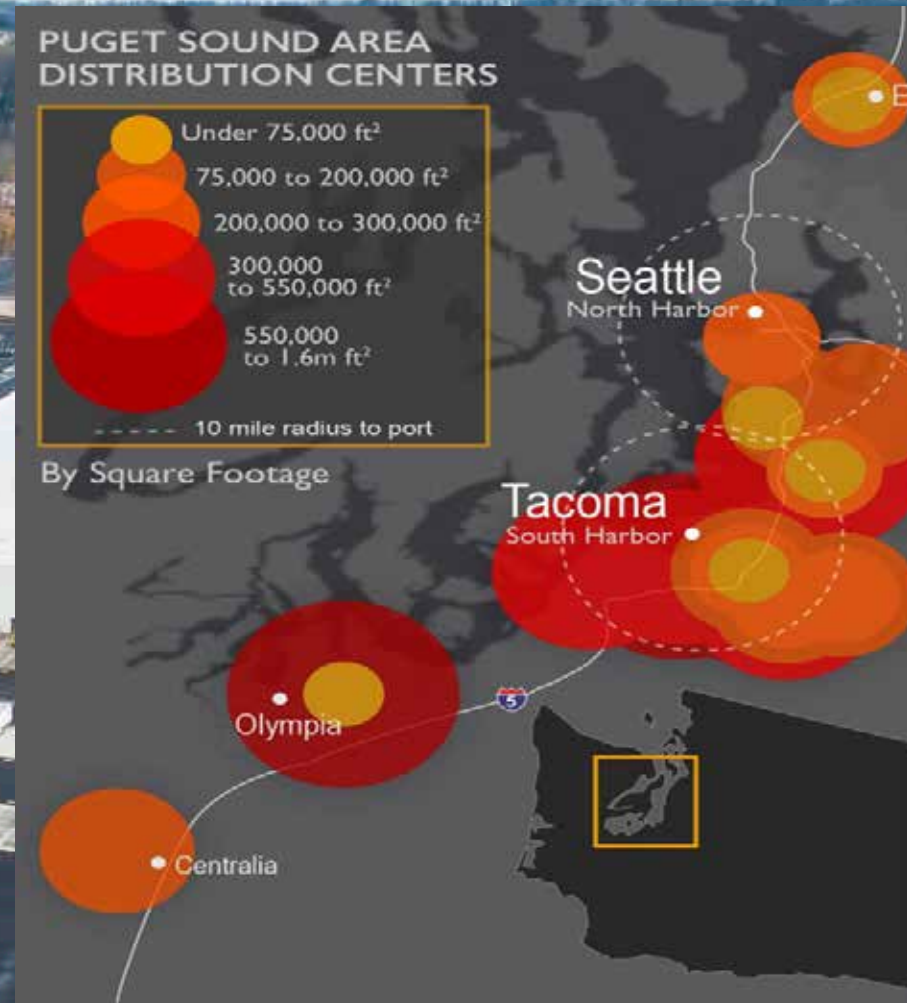
Transload & Warehouse Capacity

2nd largest concentration of warehousing space on the U.S. West Coast

7.6 million ft² coming online in 2019

Prime locations offer easy access to marine terminals, road & rail

Increasing transload volume, as much as 25% of import volume



Susan Coffey

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THANK YOU!



THE NORTHWEST
SEAPORT ALLIANCE
Gateway to Solutions