A Guided Tour with the Team at Geodis

Transmitting the Data & Information
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
Foreign Customs

24 Hour Manifest Rule

Container Security Initiative (CSI)
Container Safety Initiative (CSI)

- 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.

24 Hour Manifest Rule

- 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.
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.
**Brokerage Operational Process Flow**

1. **Receive ISF Information**
   - File ISF with Customs

2. **Receive Commercial Documents via Email/FTP/EDI**
   - Open/Assign CHB File

3. **Audit Commercial Documents**
   - Import Documents
     - Commercial Invoice
     - Packing List
     - OBL
     - Other Required Documents

4. **Advise Importer Compliance Team**
   - Missing Documents?
     - YES: Request Additional Information from Importer Compliance Team
     - NO: Verify Product Data

5. **Verify Product Data**
   - Discrepancy Found?
     - YES: Submit Additional Information
     - NO: Cargo Released?
       - YES: Authorize ACH Statement
       - NO: Issue DO to Trucker

6. **Possible Results**
   - CBP Review
   - Docs Required
   - Hold/Exam
   - Sampling
   - Census Warning

7. **Product Code/SKU**
   - HTS
   - FDA
   - FTA
   - Binding Ruling

8. **LES Header**
   - PO
   - SKU
   - HTS
   - MID
   - ADD/CVD

9. **Invoice Header**
   - Transaction Value
   - Incoterms
   - NDC’s

10. **Entry Header**
    - Importer Reference
    - Related/Non-Related
    - Purchased/Non-Purchased
• 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.

Mari Bermejo LCB, CCS
Customs Brokerage Operations Manager, LA
Mari.bermejo@geodis.com

Erin Williamson LCB, CCS
Customs Compliance Manager, Broker Product NY
Erin.williamson@geodis.com
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
To show this poll

1. Install the app from pollev.com/app
2. Start the presentation

Still not working? Get help at pollev.com/app/help
or
Open poll in your web browser
FTDC 2019 CONFERENCE
October 27–29 | The Renaissance | Long Beach

LUNCH

12:30 – 1:30 pm
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
68% OF FOOTWEAR
THROUGH LA/LB GATEWAY
BRI DGE TO EVERYWHERE

$1.5 BILLION DESMOND BRIDGE REPLACEMENT
PIER B ON-DOCK RAIL SUPPORT FACILITY
QUESTIONS?

KENNETH.URIU@POLB.COM

@PortofLB     @PortofLongBeach     @PortofLongBeach

POLB.com/subscribe
Port of Los Angeles Overview

Record-Breaking 2018

9,458,000 TEUs

- 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

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: 23 entry/exit
- 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 meters)
- 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

<table>
<thead>
<tr>
<th>Employment</th>
<th>Trade Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>887</strong> Actual filled positions at the City of Los Angeles Harbor Department</td>
<td><strong>$89.2B</strong> Throughout California – Via San Pedro Bay Complex</td>
</tr>
<tr>
<td><strong>10-15k</strong> Longshore and Terminal jobs in Los Angeles and Long Beach</td>
<td><strong>$312.3B</strong> Throughout the entire United States – Via San Pedro Bay Complex</td>
</tr>
<tr>
<td><strong>190k</strong> Jobs (about 1 in 12) in Los Angeles and Long Beach</td>
<td></td>
</tr>
<tr>
<td><strong>992k</strong> Jobs (about 1 in 9) in the five-county region</td>
<td></td>
</tr>
<tr>
<td><strong>2.8M</strong> Jobs across the United States</td>
<td></td>
</tr>
<tr>
<td><strong>435</strong> U.S. Congressional districts touched by trade</td>
<td></td>
</tr>
</tbody>
</table>
## TEU Volume – Port Ranking

### North American Ranking (2018)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Port</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Los Angeles</td>
<td>9.4</td>
</tr>
<tr>
<td>2.</td>
<td>Long Beach</td>
<td>8.1</td>
</tr>
<tr>
<td>3.</td>
<td>NY/NJ</td>
<td>7.2</td>
</tr>
<tr>
<td>4.</td>
<td>Panama (AMP)</td>
<td>7.0</td>
</tr>
<tr>
<td>5.</td>
<td>Savannah</td>
<td>4.4</td>
</tr>
<tr>
<td>6.</td>
<td>Tacoma/Seattle</td>
<td>3.8</td>
</tr>
<tr>
<td>7.</td>
<td>Vancouver</td>
<td>3.4</td>
</tr>
<tr>
<td>8.</td>
<td>Manzanillo</td>
<td>3.1</td>
</tr>
<tr>
<td>9.</td>
<td>Hampton Roads</td>
<td>2.9</td>
</tr>
<tr>
<td>10.</td>
<td>Houston</td>
<td>2.7</td>
</tr>
</tbody>
</table>

### Global Ranking (2018)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Port</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Shanghai, China</td>
<td>40.2</td>
</tr>
<tr>
<td>2.</td>
<td>Singapore</td>
<td>33.7</td>
</tr>
<tr>
<td>3.</td>
<td>Shenzhen, China</td>
<td>25.2</td>
</tr>
<tr>
<td>4.</td>
<td>Ningbo, China</td>
<td>24.6</td>
</tr>
<tr>
<td>5.</td>
<td>Hong Kong</td>
<td>20.8</td>
</tr>
<tr>
<td>6.</td>
<td>Busan, South Korea</td>
<td>20.5</td>
</tr>
<tr>
<td>7.</td>
<td>Guangzhou, China</td>
<td>20.4</td>
</tr>
<tr>
<td>8.</td>
<td>Qingdao, China</td>
<td>18.3</td>
</tr>
<tr>
<td>9.</td>
<td>LA &amp; LB (as of 2018)</td>
<td>17.5</td>
</tr>
<tr>
<td>10.</td>
<td>Ningbo, China</td>
<td>24.6</td>
</tr>
<tr>
<td>11.</td>
<td>Hong Kong</td>
<td>20.8</td>
</tr>
</tbody>
</table>

### PORT OF LOS ANGELES - TEU COUNT

![Graph showing TEU volume from 1981 to 2018](image-url)
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)
### IMPORTS

- **From All Countries**: -4.6%
- **From China/HK**: -11.8%
- **From Vietnam**: 21.9%

### EXPORTS

- **To All Countries**: 1.8%
- **To China/HK**: -24.6%
- **To Vietnam**: 0.1%

### 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)

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cambodia</td>
<td>+45.0%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>+21.9%</td>
</tr>
<tr>
<td>Thailand</td>
<td>+10.6%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>+3.4%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>+2.4%</td>
</tr>
<tr>
<td>Singapore</td>
<td>+1.5%</td>
</tr>
<tr>
<td>Japan</td>
<td>+0.1%</td>
</tr>
<tr>
<td>Republic of Korea</td>
<td>-2.9%</td>
</tr>
<tr>
<td>China/Hong Kong</td>
<td>-11.8%</td>
</tr>
</tbody>
</table>

### EXPORTS 2018 to 2019 (Jan-April)

<table>
<thead>
<tr>
<th>Country</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malaysia</td>
<td>+51.7%</td>
</tr>
<tr>
<td>Singapore</td>
<td>+43.2%</td>
</tr>
<tr>
<td>Republic of Korea</td>
<td>+27.3%</td>
</tr>
<tr>
<td>Japan</td>
<td>+17.0%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>+12.4%</td>
</tr>
<tr>
<td>Vietnam</td>
<td>+0.1%</td>
</tr>
<tr>
<td>Cambodia</td>
<td>-0.7</td>
</tr>
<tr>
<td>Thailand</td>
<td>-19.7%</td>
</tr>
<tr>
<td>China/Hong Kong</td>
<td>-24.6%</td>
</tr>
</tbody>
</table>
San Pedro Bay Cargo Forecast

<table>
<thead>
<tr>
<th>CAGR</th>
<th>High Growth</th>
<th>Expected Growth</th>
<th>Low Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Upside</td>
<td>Base</td>
<td>Downside</td>
</tr>
<tr>
<td>2015-2040</td>
<td>5.2%</td>
<td>5.1%</td>
<td>4.9%</td>
</tr>
</tbody>
</table>

Cargo demand will double or triple by 2040

- **High Growth (H)**: CAGR of 5.2% to 5.1%
- **Expected Growth (E)**: CAGR of 4.1% to 3.1%
- **Low Growth (L)**: CAGR of 3.1% to 2.8%

**41.1**

Million TEU Growth Trends

Vessels are Getting Larger

29,205 TEU Moves (December 20, 2018)

57% Increase in 13,000-TEU and larger vessels (2017-2018)
Enabling visibility and execution across an integrated supply chain

---

### Port Optimizer

**Cargo Owner**

- **Visibility + Cargo Velocity**
  - ↑ visibility for better customer service
  - Better planning for dray partners; ↑ cargo velocity thru ports

**Marine Terminal Op’r**

- **Cargo Dwell + Cargo Velocity + Productivity**
  - ↓ container dwell
  - ↑ velocity through better planning
  - Reduced and improved handling (touches, etc)

**Ocean Carrier**

- **Visibility + Cargo Velocity**
  - ↑ velocity of cargo thru port
  - ↑ velocity of empty returns

**Motor Carrier**

- **Turn Times + Productive Turns**
  - Faster truck turn times
  - ↑ number of productive turns per day

**Railroad**

- **Rail Volume + Visibility + Speed**
  - ↑ rail volume through ports
  - ↑ visibility to export dates
  - Improved equipment planning
  - ↑ speed of rail volume thru ports

**Chassis Provider**

- **Accuracy + Chassis Utilization**
  - ↑ accuracy of chassis inventory and forecast
  - ↑ chassis utilization
  - Improved planning
  - ↑ chassis utilization
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)

- Greenhouse Gases: 10%
- Nitrogen Oxides: 60%
- Diesel Particulate Matter: 87%
- Sulfur Oxides: 98%

2023 GOAL:
- Greenhouse Gases: 10%
- Nitrogen Oxides: 59%
- Diesel Particulate Matter: 77%
- Sulfur Oxides: 93%
THANK YOU

THE PORT OF LOS ANGELES
Northwest Seaport Alliance Update
Critical Port Enhancement

Susan Coffey, Director
The Northwest Seaport Alliance

October 28, 2019
The Northwest Seaport Alliance is a marine-cargo operating partnership of the Port of Seattle and Port of Tacoma, established 2015.
### The NWSA Volume & Ranking

#### The NWSA Annual Volume by TEU (millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Intl Import</th>
<th>Intl Export</th>
<th>Intl Empties</th>
<th>Domestic</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>3.4</td>
<td>1.2</td>
<td>0.5</td>
<td>0.5</td>
</tr>
<tr>
<td>2015</td>
<td>3.5</td>
<td>1.3</td>
<td>0.4</td>
<td>0.6</td>
</tr>
<tr>
<td>2016</td>
<td>3.6</td>
<td>1.4</td>
<td>0.5</td>
<td>0.5</td>
</tr>
<tr>
<td>2017</td>
<td>3.7</td>
<td>1.5</td>
<td>0.6</td>
<td>0.6</td>
</tr>
<tr>
<td>2018</td>
<td>3.8</td>
<td>1.6</td>
<td>0.6</td>
<td>0.6</td>
</tr>
</tbody>
</table>

#### 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
Key Infrastructure: Terminal 5
Key Infrastructure: Husky Terminal
Terminal Fluidity & Gate Turn Time Initiatives

2019 NWSA Gate Efficiency Program (GEP)
- Everport ‡ 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 ‡ Q1 2020
### 2019 Truck Turn Times
**NWSA - Tacoma & Seattle**

#### Calendar Date
- 1/1/2019
- 10/3/2019

#### Harbor
- Seattle
- Tacoma

#### Terminal
- Husky
- T18
- T46
- WUT
- PCT
- T30
- TCT

---

**Seattle YTD Average Turn Time**

<table>
<thead>
<tr>
<th>Calendar Month</th>
<th>Seattle Average Turn Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>58.94</td>
</tr>
<tr>
<td>February</td>
<td>67.64</td>
</tr>
<tr>
<td>March</td>
<td>58.65</td>
</tr>
<tr>
<td>April</td>
<td>59.24</td>
</tr>
<tr>
<td>May</td>
<td>53.41</td>
</tr>
<tr>
<td>June</td>
<td>60.82</td>
</tr>
<tr>
<td>July</td>
<td>69.70</td>
</tr>
<tr>
<td>August</td>
<td>64.71</td>
</tr>
<tr>
<td>September</td>
<td>64.61</td>
</tr>
<tr>
<td>October</td>
<td>58.60</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>61.74</strong></td>
</tr>
</tbody>
</table>

**Seattle: Security In Gate to Security Out Gate**

<table>
<thead>
<tr>
<th>Calendar Month</th>
<th>Average of Turn Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>58.94</td>
</tr>
<tr>
<td>February</td>
<td>67.54</td>
</tr>
<tr>
<td>March</td>
<td>58.65</td>
</tr>
<tr>
<td>April</td>
<td>59.24</td>
</tr>
<tr>
<td>May</td>
<td>53.41</td>
</tr>
<tr>
<td>June</td>
<td>60.82</td>
</tr>
<tr>
<td>July</td>
<td>69.70</td>
</tr>
<tr>
<td>August</td>
<td>64.71</td>
</tr>
<tr>
<td>September</td>
<td>64.61</td>
</tr>
<tr>
<td>October</td>
<td>58.60</td>
</tr>
</tbody>
</table>

**Tacoma YTD Average Turn Time**

<table>
<thead>
<tr>
<th>Calendar Month</th>
<th>Tacoma Average Turn Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>46.50</td>
</tr>
<tr>
<td>February</td>
<td>51.76</td>
</tr>
<tr>
<td>March</td>
<td>44.21</td>
</tr>
<tr>
<td>April</td>
<td>44.39</td>
</tr>
<tr>
<td>May</td>
<td>43.09</td>
</tr>
<tr>
<td>June</td>
<td>45.42</td>
</tr>
<tr>
<td>July</td>
<td>49.48</td>
</tr>
<tr>
<td>August</td>
<td>44.07</td>
</tr>
<tr>
<td>September</td>
<td>47.50</td>
</tr>
<tr>
<td>October</td>
<td>48.88</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>46.19</strong></td>
</tr>
</tbody>
</table>

**Tacoma: Pedestal In Gate to Pedestal Out Gate**

---

**Source:** Advent Reports (Interim Solution)

**Calculations:**

**Published by NWSA Operations Business Analyst October 2019. Operations Managed KPI.**
NWSA tranloading has seen steady growth
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
THANK YOU!

Susan Coffey
Phone: 1.253.230.3282
E-mail: scoffey@nwseaportalliance.com