



Letter from the President

*Roger Scarborough
Founder, CEO
Scarborough International, Ltd.*

It is Time to Come Together



I have been very blessed with great role models during my life!

I have been fortunate to see some very fine people do good work for less fortunate others and society as a whole. I am encouraged by the spirit of giving, by servant leaders in all walks of life, and by the many good things being done to help with the numerous social issues of our day. Helping the homeless, feeding the poor, assisting orphans, treating and teaching about AIDS, helping battered women and children, etc. are just a few of the social needs we should strive to solve.

There are many people and organizations, including many of you reading this, that work, donate, serve, volunteer, and do what can be done to make things better. After all, it is our responsibility! But there is something missing... something I will call "rules that stifle cooperation".

The government has rules attached to everything. The churches argue about denomination or faith statements. Charities have rules about who can serve, who they can cooperate with, and on and on it goes. I think it is up to the different businesses in the world that can lead the way to breaking down the "rules that stifle cooperation." Oh, in isolated causes and catastrophes, people can bring and have brought short-term commitments and even cooperation, but not to the extent society needs.

This may seem idealistic, but it is time for us to quit finding reasons not to cooperate. God is gone from our schools in America, there are more homeless than ever, and unemployment worldwide is higher than in a long time, so we need to forget about our differences and

rules, and come together to solve or minimize the effects of our social ills. Those of us involved in international business are in the best position to bring together diverse groups for the common benefit for the most people. We overcome different governments, religions, rules, and ethnic biases to facilitate business. We should be able to do it to benefit our fellow human beings. Do not misunderstand me. I do believe there are many good people, good organizations and good charities doing good work. I just have seen how much does not get done because a church, government, business, or charity finds a reason to not cooperate or help because of some philosophical difference.

I simply say it is time to overcome our differences and come together to make a difference.

What do you think?

Your comments and opinions are always welcome and highly encouraged.

Please email:

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Update: The Collection of Shoes and Backpacks Project

Do you remember Scarbrough's efforts in the major shoe & backpack collection for Honduras in April 2010?



Many of you participated in the collection of shoes and backpacks, and we are greatly appreciative. We were able to collect over 9,000 and nearly stuff an entire 40 foot container.

The shoes and backpacks have finally been placed on the children, and just in time for school! The pictures above demonstrate our helpers stuffing the shoes & backpacks into boxes to send to Honduras. The other pictures indicate that the boxes have reached their destination, and shoes are being placed where they belong -- on the little boys' feet.

As Roger indicates above, there are less fortunate out there. Just like any other day in shipping, it has been an obstacle trying coordinate delivery of these shoes to the children of Honduras. Obstacles that hindered the shoes from earlier delivery included the World Cup, issues in communication,

local economical organization issues, and of course, issues to make sure shoes were divvied up fairly among the different towns in Honduras. It has been a struggle, but a good one.

We at Scarbrough are very fortunate to have clients and partners like you to help us do good in the world. Here is a picture of a classroom of students holding up their new backpacks, donated and collected by the efforts of the Scarbrough Team, friends, family, communities, and most notably, you!

Keep saving your shoes and bags for next year, as we take on the challenge again in April 2011.

Questions about this project?

Email kdalzell@scarbrough-intl.com

Got Boxes?

Kim Dalzell
Marketing Director

It is evident in this industry today that rising freight costs and difficulty to find space exists. As many of you have probably experienced in your own industry, agriculture exporters were "expressing concern over the fact that container shortages were making it difficult or impossible to get their goods to market."



Article titled "Boxed Out," by Chris Dupin, found in *American Shipper*, August 2010 Issue, states that Robert Sinner, president of SB&B Foods, told members of the Agriculture Transportation Coalition in early June, "2010 has been much worse for

his company, saying it had bookings cancelled even by a carrier with which his firm has a 15-year relationship" (32).

Why the shortage?

The container shortage enticed the Federal Maritime Commission to investigate, and in June 2010, they explained that one of the many reasons for the shortage was due to a halt in container manufacturing from late 2008 through 2009. Late 2008 reversed the 8% annual growth trend between 2004 and 2008, leaving us with no new ships and only ones that were in need of scrapping. Purpose for the fabrication halt and intention to rebuild at a faster rate is still unknown.

Why is it even more difficult to find a specialized box vs. standard?

SeaCube estimates about 89% of all containers are standard dry freight boxes, 4% large project boxes, 6% refrigerated boxes, and 1% tank containers (32). Measure these percentages against a full halt of

production, with standardized dry vans being the most readily available in comparison to other equipment.

Did you know?
A typical lifespan of a box is
12 years.

Gradually, container production, most done in China, Vietnam, Malaysia, and Taiwan, is making its way back this year. Hopefully it will supply jobs that were once lost in recent years. Two million TEUs this year are forecasted for production (32).

Our Team at Scarbrough International, Ltd. is dedicated to our customers and partners. It is our obligation to you to find space available in the market. We are honest, loyal, communicative, and work hard to secure needed space.

Dupin, Chris. "Boxed out." *American Shipper*. August 2010 (31-35).

Progress of National Export Initiative (NEI)

Pam Malette

Exports Supervisor, St. Louis Office

The goal set forth by the White House to double exports over the next 5 years while simultaneously creating and supporting millions of American jobs is on track, according to reports given by the American Government.

This is great news for U.S. exporters, as well as freight forwarders around the world. In just the first 4 months of 2010, U.S. exports grew nearly 17% from the same period in 2009.

Since the NEI was launched, considerable progress has been made in each of the 5 main areas it covers:

• Improving Advocacy for U.S. Exports:

The Department of Commerce has arranged 18 trade missions with over 160 companies in 24 countries.

• Easier Access to Financing:

Loans to US exporters have nearly doubled since 2009, helping support over 100,000 American jobs.

• Removing Barriers:

Earlier this year, the U.S. reached an agreement with China that China would allow U.S. pork and pork products in their market, which were previously banned. In June, Russia agreed to re-open the Russian marketplace to U.S. poultry products. These 2 agreements alone are worth more than one billion USD, and these are just 2 examples of such arrangements.

• Enforcement of Trade Rules:

Several advancements, as well as improvements have been made in this area. For example, in early July, the WTO

made rulings regarding the subsidizing of Airbus's large civil aircraft, which is expected to sustain and even restore some jobs to American aerospace workers by leveling out the playing field.

• International Promotion of Policies:

Over the past several months, there has been tremendous growth regarding international economic cooperation, with economic growth replacing economic contraction.

The following list identifies the top 20 trade partners in regards to U.S. exports in the first half of 2010. (Jan 2010 thru June 2010)

#	Country	% change from 2009
1	Canada	up 26.8 %
2	Mexico	up 31.8%
3	China	up 35.6%
4	Japan	up 18.1%
5	United Kingdom	up 6.4%
6	Germany	up 9.5%
7	South Korea	up 52.7%
8	Brazil	up 37.7%
9	Netherlands	down 1%
10	Singapore	up 42.4%
11	France	down 6.3%
12	Belgium	up 16.1%
13	Hong Kong	up 26.4%
14	Taiwan	up 59.5%
15	Australia	up 15.2%
16	Switzerland	up 7.6%
17	India	up 22.9%
18	Italy	up 14.6%
19	Malaysia	up 50.3%
20	Colombia	up 35.8%

President Obama said, "Boosting America's exports strengthens our economic growth and supports millions of good, high-paying American jobs. That's why I set a goal during my State of the Union address to double our exports over the next five years. Since then, my Administration has worked to improve advocacy for our exporters, remove trade barriers, and enforce trade rules in an effort to ensure that the benefits of global trade are broadly shared. And to build on the progress we've made so far, I've appointed these accomplished men and women to serve in these important roles. I am confident that their depth of experience in the private sector will be valuable as we continue working to open new markets for American workers."

cited: www.whitehouse.gov

Let's keep it growing!!

Scarborough International, Ltd. is happy to help you with your exports - both air, FCL and LCL to simply a port, or all the way to your customers' door!

New to Exporting or Pondering?

We have the experts on staff to coast you through regulations, documentation, and the processes in exporting your goods. Please email exports@scarbrough-intl.com for any inquiries or requests.

cited: United States Exports So Far in 2010 by Trade Partner Country by:

Daniel Workman (21 Aug 2010)

Suite101.com

Pakistan Consol Program - "Smooth Sailing"



Our Pakistan Consol Program is "Smooth Sailing!"

Our unique program offers weekly sailings, allowing better flexibility for you, better transit time, and better options.

Pakistan Consol Details:

CFS Cut off:

- Every Friday with sailing on the following Monday

Transit to New York:

- 21 days

Servicing:

- 47 states in the U.S. from New York
- over 100 CFS stations across USA



please email LCL@scarbrough-intl.com

Missouri River is Open for Business

*Provided by KC SmartPort Newsletter
July 2010 Issue*

The Kansas City Region is home to the nation's largest navigable river system, the Missouri and Mississippi Rivers. Moving products on the river system is the most cost efficient, environmentally responsible and safe way to move freight.



According to the Missouri Department of Transportation, one standard load (15 barges) from Kansas City to St. Louis frees up 900 semi trucks, saves 75,000 gallons of fuel, reduces congestion and traffic accidents. The Kansas City Region boasts several public ports, including: Atchison County Port, Kansas City Port Authority, Leavenworth County Port Authority, St. Joseph Port Authority and Public Levee of Wyandotte County.

think 

US Army Corps of Engineers



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