



## Letter from the President

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



WOW, What a Year!

Economic recession, layoffs, high unemployment, diminishing savings in your retirement account, and an uncertain future dominated 2010 and yet it was a good year for Scarborough International. Why, because of you, our business partners! As fewer people had to do more work to help their companies regain or remain profitable, you recognized that our customized and personalized customer service was valuable to you. Our flexible approach to meeting your needs has helped to re-define our role in the supply chain. Our dedication to do whatever you needed, our flexibility, and our willingness to change proved to be a real help to our customers. We thank you and appreciate that you think of us in your time of need.

As a result of the changing economy we have developed new and improved levels of warehouse management, fulfillment, total supply chain management from purchase

order to delivery, and EDI driven efficiencies. Whether you are looking for distribution, B2B, B2C, or in transit inventory management, we now have the people and technology to meet your needs. While we have been providing many of these services for years, the addition of our new and improved WMS (warehouse management system) when combined with our global visibility software and increased EDI capability has allowed us to provide enhanced services to Fortune 500 companies and internet based order fulfillment start-ups with robust results. Please do not hesitate to ask us if you have a need, any need.



CFS Trade Consultants, Inc., our consulting arm, has formalized our relationship with Simon, Gluck, and Kane, LLP, one of the top Customs and FMC law firms in the country to provide compliance consulting and out-sourced compliance programs. We can provide "best practices" out-sourced compliance programs to fit any size importer or exporter for substantially less cost than developing a compliance program in house. Whether you are interested in C-TPAT, tariff classification, NAFTA country of

origin, or a comprehensive program for compliance, we can design a program to meet your needs. Please call us today for a free quote.

While the politicians of the world have been debating stimulus plans, we have been positioning ourselves to make sure we can help you navigate the increased security, new scrutiny by the governments of everything from toys to food, and the many new obstacles to trade. We are here to help you through 2011 and beyond! As all that is happening in our world makes globalization of the supply chain more complex, please rest assured that the Scarborough Group of Companies are here to ease the pain and make your company better in a competitive marketplace. That is our commitment, to make you a better company.

Thank you for your loyalty!

All of us at Scarborough wish you a happy holiday season and a happy, healthy, and prosperous New Year!

We would be most appreciative by your support to improve areas of focus. Please help us by taking a quick **SURVEY on Compliance & Consulting.**

### What do you think?

Your comments and opinions are always welcome and highly encouraged.

Please email:

[kcmc@scarbrough-intl.com](mailto:kcmc@scarbrough-intl.com)

## Peak Season Forecast for 2011

*Kyle Morris*  
*Director Inbound Cargo*

Peak season for most carriers is taking effect January 1, 2011. General market rate shows to be an average of 400 dollars per FEU. The carriers have put this into effect anticipating a high volume push prior to the Chinese New Year, which is February 3 through February 8, 2011. Factories in China are currently working overtime to fill orders prior to the

Chinese New Year. We do not anticipate this peak season lasting much longer than the Chinese New Year as demand should lower after the holiday is over. While we all hope for a continually increasing market, industry trends show February to be a slow month. Let's look forward to steady gains in March.

For comments or questions on peak season, please email [kmorris@scarbrough-intl.com](mailto:kmorris@scarbrough-intl.com)

## European Customs: New Manifest Rule

*James Halloran*  
*Chicago Branch*

Effective 1/1/2011, The European Union will implement a new manifest rule – Entry Summary Declaration, or "E.N.S."

E.N.S. filings will require electronic submission of specific shipment details prior to admission into the European Union. This new rule will apply to all modes of transportation for goods moving into the E.U. Member states (air, ocean, truck, rail, etc). The goal of this program, and the data required, are similar to the goals of and data collected by the American Importer Security Filing (ISF 10+2) program. European Customs are looking to analyze these submissions on each shipment to identify potential security risks. Shipments that are considered to be high risk may not be allowed to load at origin, or may be targeted for examination. It is the carrier's responsibility to ensure that the E.N.S. is submitted within the deadlines stated below. Most carriers have

announced new fees and documentation cut-off times in order to comply with these new rules.



Deadlines for E.N.S. Filing:

- **Ocean carrier:** 24 hours before loading
- **Air long-haul<sup>1</sup>:** 4 hours prior to landing
- **Air short-haul<sup>2</sup>:** at take off
- **Road Transport:** one hour before arrival into E.U.
- **Rail Transport:** 2 hours before arrival into E.U.

<sup>1</sup>Air Long-Haul= flight longer than 4 hours;

<sup>2</sup>Air Short-Haul= flight shorter than 4 hours

[Click here for more information on E.N.S.](#)

Questions or Comments, please email [jhalloran@scarbrough-intl.com](mailto:jhalloran@scarbrough-intl.com)

## India: Delays in Air Cargo

As many are aware, there have been problems recently with air shipments from India. Indian Customs has been migrating to a new software system over the past month. Although the migration was completed over 3 weeks ago, it seems the new system was not working entirely the 100 percent it was made to perform.

As a result, there have been more than 1,000 tons of exports and imports pending at Delhi. Bangalore has been faced with the same problem. In Mumbai, Customs has wisely chosen



to migrate to the new software at the end of December, since the majority of

the world's businesses will be closed for Christmas and the New Year.

Moreover, Customs was faced with manually feeding data into the system in order to process cargo clearances while they were still unable to cope with the new system's layout.

Our partners in India have been dealing with this diligently and have done what they can do to get you your freight! We apologize for any delays this may have caused concerning Indian imports and exports.

## Scarborough Servants Surpass their Goal

As many of our readers may recall, we ended last year with a goal to our employees of 1,000 Scarborough Servant hours. *What are Scarborough Servant hours?* Each Scarborough employee is encouraged to give back a little of their time to different communities in need.

Different projects and organizations that were associated with our Scarborough program included the following, but are not limited to:

- Collecting and shipping shoes to Honduras
- Mission trips to Honduras and Belize
- Different activities with Synergy Services, Big Brothers Big Sisters, Harvesters, Salvation Army, Covenant House, among many other non-for-profit organizations
- Breast Cancer Society, blood banks, and more!

**October 2009:**  
Scarborough Servants implement new goal.  
**The Goal:**  
1,000 cumulative servant hours  
**Deadline:**  
end of 2010

[servants@scarborough-intl.com](mailto:servants@scarborough-intl.com)

**outcome:**

1,156.5 Scarborough Servants hours!

# Mission:

Scarborough  
Employees  
Reach out as  
Volunteers to meet the dreams  
And  
Needs of  
The community through  
Service and sacrifice



Some members of your Scarborough Team at Kansas City Headquarters

## Tracking Santa ...

To the Santa Claus followers both inside and outside the government:

The North American Aerospace Defense Command (NORAD) is tracking Santa!

This is a fun activity for Christmas Eve where kids can track Santa's progress around the world and learn about different areas of the world at the same time.

PETERSON AIR FORCE BASE, Colorado - For the 55th consecutive year, the men and women of the North American Aerospace Defense Command are getting ready to track Santa! The NORAD Tracks Santa website features holiday games and activities that change daily. The website is available in seven languages: English, French, German, Italian, Japanese, Spanish, and Chinese.

On Dec. 24, the website will stream videos, captured by NORAD "Santa Cams," from cities along Santa's journey.

This year, children are able to track Santa through Facebook, Twitter, YouTube, Flickr, and TroopTube. To follow us on these Santa-tracking tools, type in "@noradsanta" into the search engine to start your tracking.

Also, beginning at 12:00 a.m. MST on Dec. 24, visitors to the website can watch Santa as he prepares his

sleigh, checks his list, and goes through all of his preparations to ensure he has a successful journey.

As soon as Santa takes off from the North Pole, children can also track him with up-to-the-minute updates on Google Maps and Google Earth through the NORAD Tracks Santa website.

Santa trackers will begin answering phones and replying to email at 2:00 a.m. MST (4:00 a.m. EST) on December 24 and will continue until 3:00 a.m. MST (5:00 a.m. EST) December 25. Children of all ages can then call the NTS toll-free number 1-877-Hi-NORAD (1-877-446-6723) or send an email to [noradtrackssanta@gmail.com](mailto:noradtrackssanta@gmail.com).

The NORAD Tracks Santa program began in 1955 after a phone call was made to the Continental Air Defense Command Operations Center in Colorado Springs, Colo. The call was from a local youngster who dialed a misprinted telephone number in a local newspaper advertisement. The commander on duty who answered the phone that night gave the youngster the information requested - the whereabouts of Santa. This began the tradition of tracking Santa, a tradition that was carried on by NORAD when it was formed in 1958.

The NORAD Tracks Santa program has grown immensely since first presented on the Internet in 1998. The website

receives millions of unique visitors from hundreds of countries and territories around the world. In addition, a live Operations Center is occupied for 25 hours with more than 1,200 volunteers each year who receive hundreds of thousands of phone calls and emails from families around the world.

<http://www.noradsanta.org>

Dear Editor

I am 8 years old.  
Some of my little  
friends say there  
is no Santa Claus.  
Papa says if you  
see it in the sun,  
it's so. Please tell  
me the truth, is  
there a Santa Claus?

Virginia O'Hanlon

Virginia's letter, written in December 1897, is the most famous example of a child wanting to know about Santa.

Scarborough wishes you a happy, healthy and safe holiday!

[www.scarborough-intl.com](http://www.scarborough-intl.com)