



SCARBROUGH

QUESTION/ANSWER FORUM:
EXPORT 101



JANUARY 18, 2017



ABOUT THE SPEAKERS



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THE SCARBROUGH GROUP



SCARBROUGH
INTERNATIONAL, LTD.

Est. 1984 International Freight / U.S. Customs

Est. 1988 Own Trucking Fleet



SCARBROUGH
LOGISTICS, LTD.



SCARBROUGH
SIX LINES, LTD.

Est. 2003 NVOCC Operations

Est. 2014 NAFTA Truck Brokerage



SCARBROUGH
TRANSPORTATION, LLC

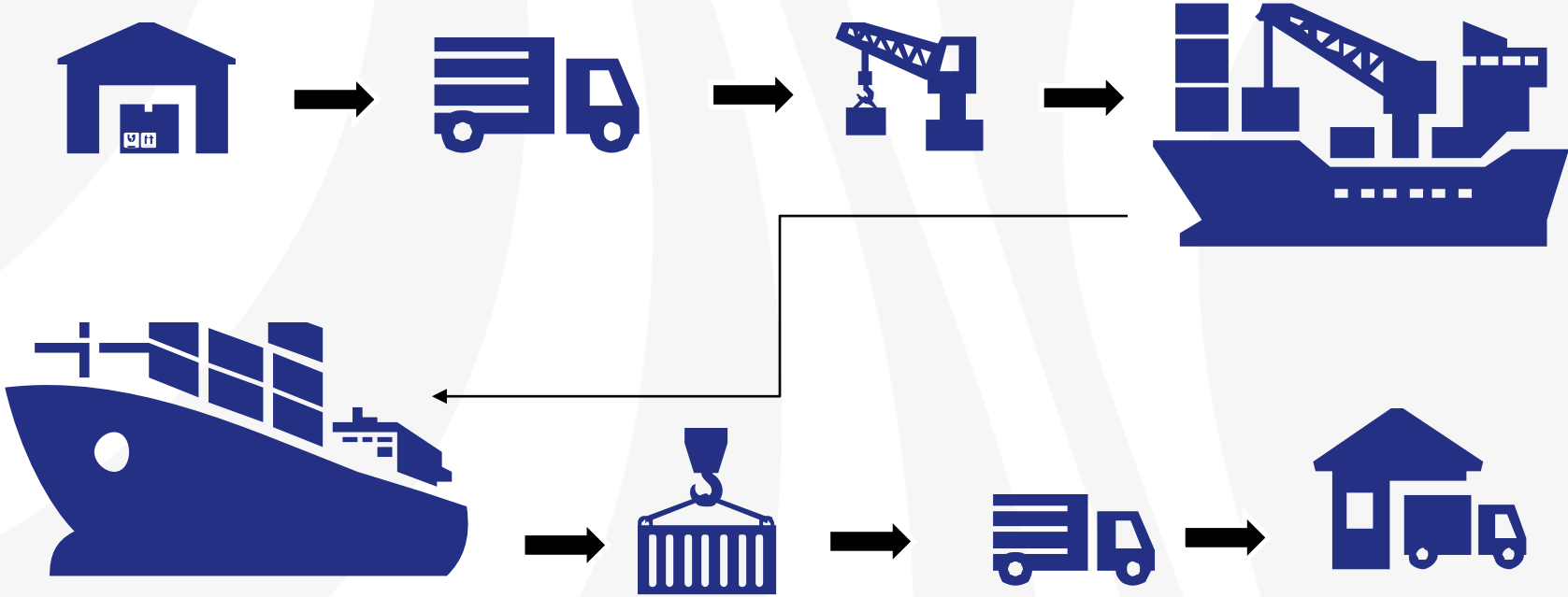


SCARBROUGH
DE MÉXICO S. DE R.L. DE C.V.

Est. 2015 Freight Forwarder / Mexican Customs



THE EXPORT PROCESS





PARTIES

- Shipper
 - Consignee
 - Freight Forwarder
 - Buyer
 - Seller
 - USPPI
 - Foreign PPI
- Carrier
 - ü Rail
 - ü Airline
 - ü Ocean Carrier
 - ü Trucker



	Any Transport Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DDP	
Charges/Fees	Buyer	Free Carrier	Free Alongside Ship	Free on Board	Cost & Freight	Cost Insurance Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Terminal	Delivered at Place	Delivered Duty Paid
Packaging	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty & Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance	**	**	**	**	**	Seller	**	Seller	**	**	**
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

Best to Buy on

Best to Sell on

*Seller is responsible for loading charges, if the terms state FCA at seller's facility. **Negotiable between buyer and seller



TOTAL LANDED COST

Line Cost Items	
Product –pickup in EVV	\$10,000
Inland Transport	\$300
Ocean Transport	\$700
Insurance	\$200
Cost Insurance & Freight (CIF)	\$11,200
Landing Charges	
Import Duty	\$515
VAT (Value Added Tax)	\$1,082
Merchant Marine	\$175
Terminal Handling Charges	\$225
Compulsory Union Contribution	\$50
Overseas Agent (Delivery)	\$700
Marine Insurance	\$200
Customs Clearance	\$150
Total Landing Charges	\$3,097
Total Landed Costs To Kazakhstan (DDP)	\$14,297

- Total Landed Cost is not a moveable figure.
- Someone will be paying the cost.
- By selecting the appropriate INCO term, you can mitigate some costs and all the risk associated with it.



MODES OF TRANSPORT

Truck

- LTL vs. FTL

Ocean

- AWS vs. MLB
- LCL vs. FCL

Air

- Cargo vs. Commercial
- Charter

Rail





HOW DO YOU CHOOSE?

Things to Consider:

- Size of shipment
- Cost of transport
- Need date
- Transit time
- Routing
- Commodity requirements
 - Packaging
 - Temperature
 - Perishable?



CONTAINER SPECIFICATIONS

OCEAN CONTAINER DIMENSION GUIDELINES

	Standard 20'	Standard 40'	Standard 40' High Cube
Inside Length	19'4"	39'5"	39'5"
Inside Width	7' 8"	7' 8"	7' 8"
Inside Height	7' 10"	7' 10"	8' 10"
Door Width	7' 8"	7' 8"	7' 8"
Door Height	7' 6"	7' 6"	8' 5"
Capacity	33.2 CBM	67.7 CBM	76.3 CBM
Approx. Max. for Moveable Cargo	<i>approx. 37,500 lbs up to 43,500 w/ tri-axle chassis</i>	<i>approx. 43,500 lbs tri-axle chassis unavailable on 40' and 40' HC</i>	

Legal Road Limit = 44,000 lbs.

To request a hard copy of this guide, please email info@scarbrough-intl.com



WHAT IS REQUIRED FOR A QUOTE REQUEST

Transportation

- Incoterms
- Origin address
- Destination address
- Origin port
- Destination port
- Mode of Transport
- If FCL,
 - Container Size: 20',40',40HQ, etc.
- If Air or LCL,
 - Number of pieces
 - Total Weight
 - Total Dimensions

Destination Customs information:

- Commodity (Haz or non-haz)
- HTS Number or Schedule B
- Commercial Value

Other helpful information:

- Ready Date
- Customer Receive Date Requested
- Any special requirements
- Any required documentation, licensing, certificates, etc.
- Shipment frequency

Send new requests to pricing@scarbrough-intl.com



KEEP IN MIND

- Haz- Mat
- Marking requirements
- Labels
- Licensing requirements
- Destination documents
 - Certificate of Origin
 - Legalized Documents
- FTAs
- ISPM 15
- Fumigation





WHAT ARE BOOKINGS?

1. Quote is accepted
2. Book shipment with carrier
3. Schedule pick up
4. Monitor and deliver goods

Key Points:

- It is best to book a shipment as far in advance as you can to ensure vessel space.
- Once a shipment is booked you can always move (or roll) the shipment to a different schedule if necessary. This has to be done before cargo cut off of the particular service.
- You can cancel bookings with typically no penalty as long as no work has been started.



WHAT INFORMATION CAN I FIND ON A BOOKING?

- Carrier Name & SCAC Code
- Date documents are required to carrier (to file AES/EEI)
- Date VGM submitted
- Vessel Name & Voyage No.
- Sailing Date from Origin
- Arrival Date at Destination
- Origin port
- Destination port
- Final Destination if named place
- FCL: Container Size
- LCL: number of pieces, total weight, total dimensions
- Load facility: location, load contact, date of loading



EXPORT DOCUMENTATION

- § Destination countries CUSTOMS authorities require certain commercial and special-purpose documents to be provided by the shipper in order for an importer to obtain CUSTOMS CLEARANCE. Under most DELIVERY TERMS (INCOTERMS) it is the sellers responsibility to provide such documents to the buyer. These requirements vary by country, type of commodity, and status of the importers, and often require specialized knowledge and forms.
- § General Documents
 - § Commercial Invoice
 - § Packing List
 - § Bill of Lading
- § Special Documents
 - § Certificate of Origin
 - § Packing Declaration
 - § Legalized Invoices and Packing Lists
 - § Phytosanitary Certificate
 - § Inspection Certificate
 - § Fumigation Certificate
 - § Shippers Declaration of Hazardous Cargo
 - § MSDS- Material Safety Data Sheet
 - § Letter of Credit Documentation
 - § Destination Control Statement



SHIPPERS EXPORT DECLARATION (SED/AES/EEI)

- When is SED (AES/EEI) required?
- When is SED (AES/EEI) not required?
- When is SED (AES/EEI) filed?
- Title 15- Part 30 FTR
- Locate Schedule B number



U.S. DEPARTMENT OF COMMERCE - U.S. CENSUS BUREAU - Economics and Statistics Administration - BUREAU OF EXPORT ADMINISTRATION
FORM 7525-V (1-25-2000) SHIPPER'S EXPORT DECLARATION OMB No. 0807-0152

1a. U.S. PRINCIPAL PARTY IN INTEREST (USPPI)		ZIP CODE	2. DATE OF EXPORTATION	3. TRANSPORTATION REFERENCE NO.
b. USPPI EIN (IRS) OR ID NO.	c. PARTIES TO TRANSACTION			
4a. ULTIMATE CONSIGNEE				
b. INTERMEDIATE CONSIGNEE				
5. FORWARDING AGENT M.A.C. SHIPPING CORP. 184-45 147th AVE. Jamaica, N.Y. 11413			6. POINT (STATE) OF ORIGIN OR FTZ NO.	7. COUNTRY OF ULTIMATE DESTINATION
8. LOADING PIER	9. METHOD OF TRANSPORTATION	14. CARRIER IDENTIFICATION CODE	15. SHIPMENT REFERENCE NO.	
10. EXPORTING CARRIER	11. PORT OF EXPORT	16. ENTRY NUMBER	17. HAZARDOUS MATERIALS	
12. PORT OF UNLOADING	13. CONTAINERIZED	18. IN BOND CODE	19. ROUTED EXPORT TRANSACTION	

DF OF M	SCHEDULE B NUMBER	QUANTITY - SCHEDULE B UNITS	SHIPPING WEIGHT	VIN/PRODUCT NUMBER/VEHICLE TITLE NUMBER	VALUE (U.S. dollars, unit cents)
(21)	(22)	(23)	(24)	(25)	(26)

27. LICENSE NO./LICENSE EXCEPTION SYMBOL/AUTHORIZATION

28. ECCN

29. Duly authorized officer or employer

30. I certify that all statements made and all information contained herein are true and correct and that I have read and understood the instructions for preparation of this document, set forth in the "Correct Way to Fill Out the Shipper's Export Declaration." I understand that civil and criminal penalties, including forfeiture and sale, may be imposed for making false or fraudulent statements herein. Filing this provides the requested information for exportation of U.S. goods or transportation (15 U.S.C. Sec. 305, 22 U.S.C. Sec. 401; 18 U.S.C. Sec. 1001; 96 U.S.C. App. 2410).

Signature _____ Title _____ Date _____ Telephone No. _____

31. AUTHENTICATION

Signature _____ Title _____ Date _____ Telephone No. _____ E-mail address _____

This form may be printed by private parties provided it conforms to the official form. For sale by the Superintendent of Documents, Government Printing Office, Washington, DC 20402, and local Customs District Directors. The "Correct Way to Fill Out the Shipper's"



DESTINATION CONTROL STATEMENT

- The exporter must incorporate the following information as an integral part of the commercial invoice whenever items on the Commerce Control List are shipped:
- “These items are controlled by the U.S. Government and authorized for export only to the country of ultimate destination for use by the ultimate consignee or end-user(s) herein identified. They may not be resold, transferred, or otherwise disposed of, to any other country or to any person other than the authorized ultimate consignee or end-user(s), either in their original form or after being incorporated into other items, without first obtaining approval from the U.S. government or as otherwise authorized by U.S. law and regulations”

It is the exporter's responsibility to conduct due diligence when exporting any products or services listed on the CCL to avoid penalties or fines associated with noncompliance.



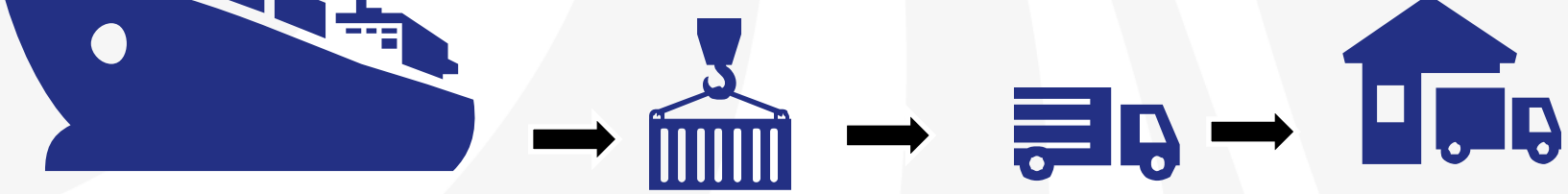
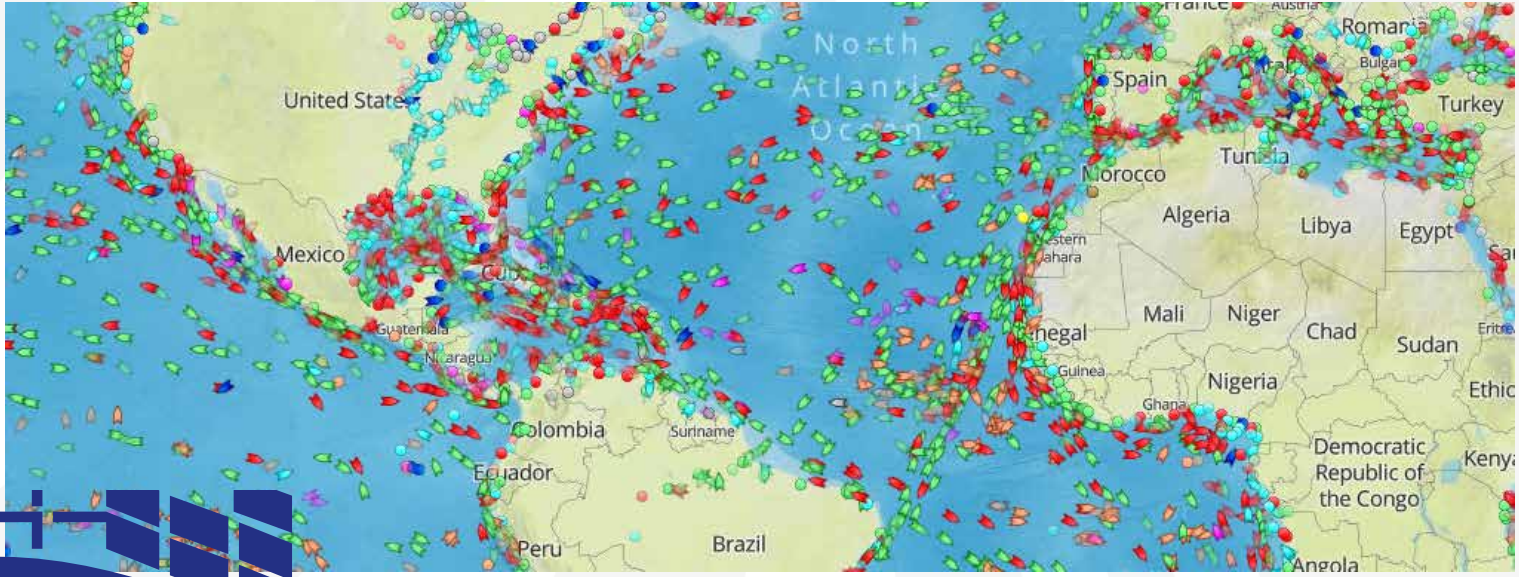
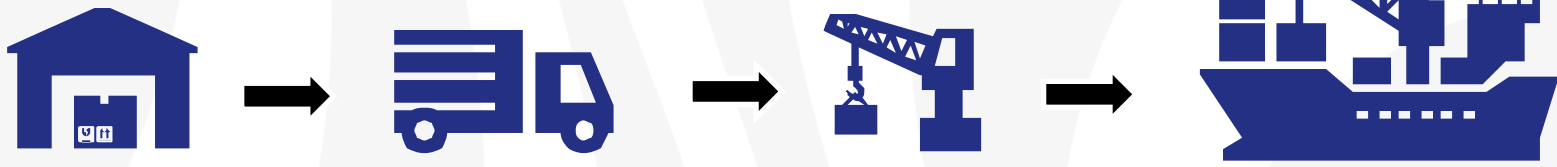
LICENSE DETERMINATION

- Questions to ask yourself when determining if license is required ...
 - **What** are you exporting?
 - Is your commodity licensable under ITAR or EAR
 - **Where** are you exporting?
 - Can you ship to the destination country?
 - **Who** will receive your item?
 - Must check denied parties list.
 - **What** will your item be used for?
 - If your item has dual use it may require a license.





WHERE IS MY CONTAINER?





TOP 10 MOST COMMON MISTAKES



1. Selection of Incoterm
2. Selection and use of Credit Terms
3. Export Regulations Compliance
4. Anti-Boycott Regulations
5. Failure to Supply Documents in Timely Manner
6. Preparing Goods and Anticipation of Loading Needs
7. Documenting Goods to Reduce Shortage
8. Preparing Goods to Reduce Damage
9. Overseas Problems
10. Export Documentation



QUESTIONS: EXPORT 101



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