

# OCEAN

## OTHER SECTIONS:

- [Air](#)
- [Compliance](#)
- [Regulations](#)
- [Market Notes](#)
- [Partner News](#)
- [Buzz Word](#)
- [Fast Fact](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)

## [Trans Pacific Imports = Updates for Peak Season Surcharges](#)

Holiday Peak Season volumes remain high and the demand for equipment and vessel space remains tight for cargo exiting Asia, primarily from China, Taiwan and India.

Customers are still encouraged to forecast equipment size and types as early as possible (i.e., 3 weeks if possible). It is expected that beyond August, PSS levels should stabilize and no further adjustments will be made until the end of Peak Season around November 1, 2010. However, those conditions are subject to change depending on carrier allotments of vessel and equipment supply versus the strong market demand that the Asia to USA market is currently experiencing.



Several carriers have introduced increased PSS surcharges from mid-July through the remainder of Peak Season, with levels in the area of \$600 per 40' standard, other sizes per formula. Additionally, North China remains especially tight and ports including Dalian were recently impacted by a fuel leak disaster on July 16, which will impact port operations throughout peak season.

Should you have questions, please contact your AIT representative.

[⤴ Back to top](#)

## [Global Active Container Ship Roster Grows](#)

The current intense peak season "crunch" from Asia for availability of containers and vessel space on container ships illustrates the economic principles of supply and demand at work. While carriers have held back, or "idled" available container and vessel fleets to recoup profits, the import community has continued to pay the price.

Industry news throughout late July pointed to a spike in air freight this peak season due to the continued limited supply of space as ocean carriers remained conservative in releasing vessels and containers back into the fleet.

It appears the tides may be turning as 2011 approaches. Alphaliner reported in late July that over the past six months, the "idle" fleet of container ships throughout the world shrank to only 2 percent from 11.6 percent. While only 274,000 TEUs of ships sit inactive, where is the relief in rates? This number stood at over 1.5 million at the beginning of 2011.

Ships appear to be hitting the Asia-Europe tradeline with priority, while fewer are entering the Trans Pacific trade between Asia and North America. For now, a "lag" exists in any corresponding rate stability or even market level rate reduction in the Trans Pacific trades, in part because these ships are hitting during peak season. Time will tell what happens after peak volumes are shipped this season, but hopefully rates will stabilize and calm the waters as the 2011 contract season approaches at the end of Quarter 1 in 2011.

Source: <http://www.joc.com/maritime/idle-container-ships-fall-2-percent-world-fleet>

[⤴ Back to top](#)

## [August Congestion Alert!](#)

At press time, the following port locations were reporting potential congestion:

- **Bangladesh** (Chittagong)
- **Canada** (Montreal) = Due to a recent port workers strike.
- **China** = Remains at critical congestion stages as peak season commences. North China (Qingdao, Xingang, Tianjin, Shanghai and Ningbo) remains the most congested. Dalian

recently experienced an oil leak causing port closures.

- **Colombia** (Buenaventura)
- **India** (Nhava Sheva) = Congestion remains in effect due in part due to Peak Season.
- **Jamaica** (Kingston) = For both transshipment/relay and direct cargo.
- **Korea** (Busan) = As a transshipment point, the port remains heavily congested for relay cargo.
- **Nigeria** (Tincan/Apapa)
- **North African Ports** (Tripoli / Algiers)
- **South African Ports**
- **Venezuela** (Puerto Cabello/Guanta) = Venezuela shipments require prior approval.
- **Vietnam** (Haiphong)
- **West Africa** (Luanda / Angola)

Please be advised that ocean carriers may temporarily enact "Port Congestion Surcharges" in times of peak volumes. Speak with your AIT representative in the event of any questions or concerns.

[⤴ Back to top](#)

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### *The Parting "Wave"*

Congestion is a common "theme" in ports throughout the world and port or trucking strikes have been reported across the globe. Indeed, world trade seems to be active everywhere! While these pressure points are a challenge to our customers, they are signs that the global shipping community is vigorous and a return to stability in rates and service will soon follow. The entire AIT Ocean Systems team thanks our customers for the great support during this summer and we look forward to serving you as Peak Season moves into full swing!

If you have any questions or comments regarding the Ocean eNewsletter, please contact [Kevin Krause](#) from the AIT Ocean Department.

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[eNewsletter Home](#) [Feedback](#) [Unsubscribe](#) [AIT Home](#)

# AIR

## OTHER SECTIONS:

- [Ocean](#)
- [Compliance](#)
- [Regulations](#)
- [Market Notes](#)
- [Partner News](#)
- [Buzz Word](#)
- [Fast Fact](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)

## [European's Open Skyway policy lags behind while Singapore's spring ahead](#)

The sense of urgency one would have expected to implement a single sky for airline operations in Europe seems to have faded like Icelandic volcano ash.

According to Giovanni Bisignani, IATA's Director General and CEO, Europe needs to develop a system in line with international practices on dealing with volcanic ash. He indicated that Europe must also review its compensation regulations for flight cancellation and delays, which were applied in a way never intended by the original legislation.



Europe's overreaction to the Icelandic volcano cost their economy an estimated EUR 5 billion. The International Air Transport Association (IATA) and Association of European Airlines (AEA) remain frustrated by the inability of EU transport ministers to implement a single European sky for airline operations.

AEA secretary Ulrich Schulte-Strathaus noted that the least they expected from the minister's council was clarification on how claims and reimbursements can be made but they have received no clarification, no decision and no leadership, he concluded.

Following the 2007 open skies deal, the United States and Europe have signed a second stage civil aviation agreement that allows unlimited flights between the two areas. This new accord provides not only greater safety and security measures, but increased protection for US carriers from arbitrary restrictions on night flights at European airports. It also opens the door for further discussion about noise regulation and foreign investment in airlines.

*Source: Air Cargo World*

On the other hand, a *CargoNews Asia* article has confirmed that Singapore has now finalized open skies agreements (OSAs) with Barbados, Brazil, Jamaica and Rwanda at the International Civil Aviation Organization Air Service Negotiation conference 2010 (ICAN 2010) in Montego Bay, Jamaica. Singapore has already concluded an OSA with Peru in 2009.

Rwanda is Singapore's second agreement with an African country after its agreement with Zambia was concluded in 2008. This brings the total of OSA's for Singapore to 40.

Yap Ong Heng, Director-General of the Civil Aviation Authority of Singapore, welcomes the recent developments. He has said, "Airlines operate in a challenging environment with dynamic markets and it is thus critical for countries to proactively put in place air service frameworks that enable airlines the commercial freedom to respond to market opportunities."

The OSA's increase not only tourism, but trade as well. Without restrictions on capacity, frequency or routings, OSA's allow carriers the full flexibility to introduce services when market opportunities arise. They also benefit on traffic to and from third countries to improve the commercial viability of their operations.

[⤴ Back to top](#)

## [Revised Incoterms - Trade Terms](#)

In 1936, the International Chamber of Commerce (ICC) first introduced a set of trade terms accepted by governments, legal authorities and the logistics industry called incoterms. Since their inception, these terms have been periodically revised in response to changes in global business practice and usage.

The ICC will introduce its modified incoterms on January 1, 2011. Beginning in September, the United States Council for International Business (USCIB) is slated to host a series of seminars to explain the changes. USCIB members include professional service firms and leading US-based

global companies.

According to Peter Robinson, President and CEO of the USCIB, the revisions consider the post 9/11 cargo security regulations and new Institute Cargo Insurance Clauses. He says it is critically important that longtime users get up-to-speed on the revisions and it is even more important that those just getting started in international trade understand how to use these crucial rules to avoid disputes and unnecessary costs.

The increasing use of incoterms rules in domestic US commerce is another important development, especially since the elimination of shipment and delivery terms from the Uniform Commercial Code in 2004.

Further seminar information is available at the following link: <http://www.iccincoterms2010.org/>

Source: *AirCargoWorld*

[⤴ Back to top](#)

---

## **Jordan lions find new home**

Aramex, AIT's overseas partner in the Middle East, recently shipped two lions and three hyenas from Amman, Jordan to the Lionsrock Big Cat Sanctuary in South Africa.

This marked the company's second lion delivery to Lionsrock this year and was organized on behalf of the Princess Alia Foundation. The 2,720-acre Lionsrock sanctuary in Bethlehem, South Africa is a former game lodge where rare white lions were bred for hunting.

Acknowledging the logistics support, the foundation said, "Our gratitude goes to Aramex who helped to arrange the transfer and sponsored the flight of these animals from Jordan to South Africa. Without their generosity, support and heart we would not have seen this happy ending."

Aramex has also become the first company in the Middle East to implement solar solutions with the installation of solar-powered lights at its facilities in Jebel Ali, Dubai. The project is expected to save an equivalent of three million watts of power and reduce carbon emissions by 26 tons annually. Raji Hattar, Aramex's chief sustainability compliance officer, said: "We have partnered with PTL Solar in this project as we were particularly seeking solar lighting solutions that are completely integrated, self-contained, waterproof and compact."

Source: *Air Cargo World*



[⤴ Back to top](#)

---

## **PREPARING FOR TAKEOFF: A THOUGHT TO PONDER**

*True courage consists not in flying from the storms of life,  
but in braving and steering through them with prudence.*

- Hannah Webster Foster

[⤴ Back to top](#)

---

If you have any questions or comments regarding the Air eNewsletter, please contact [Kathleen Lally](#) from the AIT International Air Department.

# COMPLIANCE

## OTHER SECTIONS:

- [Air](#)
- [Ocean](#)
- [Regulations](#)
- [Market Notes](#)
- [Partner News](#)
- [Buzz Word](#)
- [Fast Fact](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)

## 10+2 (ISF, or Importer Security Filing) Updates

### Late notification of shipments

Several importers have increasingly been complaining about receiving notifications of routed ocean shipments well after departure and at times after arrival into the US. In order for the importer to handle their shipper's cargo, the ISF and entry must be filed. Even if the shipment is refused, it is already considered noncompliant with ISF since it has been laden onto a vessel that has left the country of export for a U.S. ocean port. Whether a penalty is issued by Customs and the importer is deemed responsible will depend upon many factors.

To prevent these situations, importers recently made a formal announcement to their shippers that ocean freight will not be transported without first receiving either the timely and accurate information required to file ISF or proof that ISF has already been successfully filed with Customs. This can be achieved either as an SOP or as part of the purchase order documentation.

### NCBFAA issues recommendation for rerouted cargo

As of press time in late July, strikes and lockouts were being reported in Montreal. Freight is currently being rerouted to arrive into US ports and ISF was not filed prior to the vessel's departure.

The National Customs Brokers and Forwarders Association of America (NCBFAA) contacted Customs and Border Protection (CBP) and recommended that the applicable ISF be filed when the importer or importer's agent becomes aware that the cargo will arrive at a U.S. port via vessel or barge.

They noted that carriers will be required to file a manifest amendment or diversion report with CBP, thus providing visibility that the cargo has followed a path that was not originally intended.

NCBFAA also advised that CBP is aware of and monitoring the situation and they have been in contact with the carriers that normally call in Montreal.

CBP indicates that they remain committed to the measured enforcement approach they are currently following and will take the timing issues into consideration given the current situation.

### Customs publishes new ISF FAQ

An [updated version of the "10+2" ISF FAQs](#) was recently posted to the CBP.gov website with a publication date of July 9, 2010.

Because they have not been published in the CATAIR or CAMIR implementation guidelines, several of the most recent modifications will not be available for use for a minimum of 30 days.

The new functionality that will not be immediately available includes:

1. ISF Submission Type Changes
2. Late ISF Filing (No Bonds)
3. ISF Type 11 coded transaction (Informal Shipments)

Updates and "new questions" are highlighted in the document.

[⤴ Back to top](#)

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## Register for an ACE account to combat identity theft!

All companies are encouraged to consider applying with CBP (Customs) for an ACE (Automated Commercial Environment) account. This no charge "secure data portal" allows a company to access a number of reports covering all Customs transactions made in its name. Not only can these reports aid with the company's Customs compliance, but they can alert the company to illegal usage of its name by unscrupulous parties for illicit importations.

AIT Custom Brokerage strictly adheres to CHB's requirement that Customs brokers "validate" the

information on every POA. This is a time-consuming process that confirms the company information is valid and the signor of the POA is authorized to do so.

Not all brokers are as thorough.

For example, Nike officials have filed suit against brokers who they claim did not thoroughly validate a fraudulent POA. Customs entries were filed using the name of the company on the POA for products that infringed on Nike's property rights.

ACE is a fantastic resource for any company to use to audit the Customs transactions processed in its name.

Visit the links below for more information:

[CBP page on ACE](#)

[Validating POA](#)

[Nike suit](#)

[⤴ Back to top](#)

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If you have any questions or comments regarding the Compliance eNewsletter, please contact [Paul Codere](#) from the Customs Brokerage Department.

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[eNewsletter Home](#)

[Feedback](#)

[Unsubscribe](#)

[AIT Home](#)

# REGULATIONS

## OTHER SECTIONS:

- [Air](#)
- [Ocean](#)
- [Compliance](#)
- [Market Notes](#)
- [Partner News](#)
- [Buzz Word](#)
- [Fast Fact](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)

## **REMINDER: TSA 100% Cargo Screening on Passenger Aircraft**

This month marks the August 1, 2010 deadline for the 100 percent cargo screening mandate implemented by the TSA for all passenger aircraft.

According to the mandate, cargo not screened in accordance with TSA-approved processes and procedures cannot be uplifted by a passenger aircraft in the United States.

The Certified Cargo Screening Program continues to certify facilities across the country. These facilities represent traditional freight forwarders as well as museums, perishable shippers, pharmaceutical companies and facilities from an array of other diverse industries.



As the supply chain community continues its ongoing efforts in complying with the Certified Cargo Screening Program (CCSP), AIT Worldwide Logistics has been designated as an approved Certified Cargo Screening Facility (CCSF) at its corporate headquarters location and perishable building in Chicago. AIT's independent contractor location in Detroit has also been officially certified.

The Los Angeles and Miami stations are currently undergoing the process of becoming a CCSF in AIT's network, with ongoing analysis for additional certifications.

Information on this program is available by contacting the TSA at [CCSP@dhs.gov](mailto:CCSP@dhs.gov) or AIT at [compliance@aitworldwide.com](mailto:compliance@aitworldwide.com).

[Click here](#) to read the July 2010 cover story in the Journal of Commerce on this mandate.

The following is a timeline on the cargo screening regulation:

August 2007	TSA passed the 9/11 Act, mandating 100 percent screening on all passenger aircraft in the U.S.
October 2008	TSA issued an amendment to the air carrier screening programs requiring 100 percent screening of cargo transported on all narrow bodied passenger aircraft. This segment represents over 95 percent of the flights in the U.S. and protects over 85 percent of passengers.
February 2009	The cargo industry implemented 50 percent screening requirements for all outbound air cargo moving on passenger aircraft from U.S. airports.
May 2010	TSA issued an updated amendment to require air carriers to screen at 75%.
August 2010	100 percent of screening must be achieved for all cargo moving on all passenger aircraft to include all wide body service.

[⤴ Back to top](#)

---

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# MARKET NOTES

## OTHER SECTIONS:

- [Air](#)
- [Ocean](#)
- [Compliance](#)
- [Regulations](#)
- [Partner News](#)
- [Buzz Word](#)
- [Fast Fact](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)

## Update: US Gulf of Mexico Clean Up - Ports Status

As of press time, the sea ports of New Orleans and Houston are not reporting any delays, re-routes or closures due to the recent Deepsea Horizon oil rig disaster and spill and clean up efforts in the Gulf of Mexico. The Alabama State Port Authority, which operates the sea port of Mobile, reports that the Port of Mobile remained open to all vessels as of press time despite oil being reported in Mobile Bay.



[^ Back to top](#)

## U.S. Exports: Be Prepared. Communicate Priorities!

Because AIT works with a variety of carriers to help minimize cargo delays, export customers are reminded to communicate their priorities when booking shipments.

When requesting rates or bookings, be sure to indicate whether a faster transit time or immediate booking takes priority over the rate level; or vice versa. If the cargo is more rate-sensitive (i.e., low cargo value), it may take longer to ship. Lead times for lower rates in this market currently average between 3 to 4 weeks as vessels and equipment hovers around 100% for all lines. Customers willing to book at a slight premium will more than likely see their shipments moving in 1 to 2 weeks.

[^ Back to top](#)

## AIRPORT UPDATES

### **Atlanta (US)**

Hartsfield-Jackson International Airport is gaining a new carrier before year end. Asiana Airlines has announced it will begin operating four weekly 747-400 freighter cargo flights to Seoul, South Korea beginning on September 13. (*Source: CargonewsAsia, 7/16/2010*)

### **Stansted (UK)**

Stansted, the UK's second busiest airport after London Heathrow, handled 17,700 tons of cargo in June 2010, a 16% increase over June 2009. Heathrow recorded a 23% increase during that same period. The UK Civil Aviation Authority has granted Stansted airport clearance to handle Code F aircraft, including the A380, which means the airport can cope with the largest aircraft if they are diverted, and will be able to bid for future scheduled passenger and/or freight business.

British Airways, Etihad, Qatar Airways, Korean Air, Thailand Airways and Malaysia Airlines have placed firm orders for the A380 passenger aircrafts but a Stansted spokesman said the Code F go-ahead plays to their strengths in areas such as cargo. Currently Air France, Lufthansa, Emirates, Singapore Air and Qantas are already using this type of plane. (*Air Cargo World, 7/22/2010*)



### **Italy**

According to the Dow Jones Newswires, a recent consultancy report commissioned by the Italian government suggested that Italy should close 24 of its 48 airports and bulk up its national aviation strategy around international gateway airports FCO Rome, MXP Milan and VCE Venice. Utilizing those three airports can double or even triple their annual passenger counts and boost cargo capacity by 2030. Prompt investments for improved capacity are required, the report by One Works,

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## **UP UP & AWAY: Airline Updates**

Not only has Vienna-based **Austrian Lufthansa Cargo** begun cargo marketing for both Airlines in Austria; the German cargo carrier has now added Vienna to its list of security hubs that include Frankfurt, Munich, New York, Chicago and Shanghai. Austrian Lufthansa Cargo also handled its first eFreight shipment from Vienna to New York earlier this month and according to the airline, a paperless option will be available throughout its network by the end of 2010. (Source: *Air Cargo World*)



**Korean Air** is specifically targeting global pharmaceutical manufacturers that are looking for a carrier to provide comprehensive global network options with consistent quality service. In repositioning itself to focus on temperature-sensitive commodities, the carrier has signed a lease agreement with Envirotainer to secure temperature-controlling containers and has remodelled Variation Pharma, its main cold chain service. Storage facilities at the airline's cargo hub at Incheon Airport, outside of Seoul, are capable of holding 24 tons of temperature sensitive shipments at any one time. (Source: *Cargonews Asia*)

After a six year absence, **Garuda Indonesia Airlines** has launched a daily A330 service from Jakarta to Amsterdam via Dubai. It has also awarded a Europe-wide cargo GSA contract to European Cargo Services (ECS). ECS will market the 14 ton daily capacity throughout France, Germany, and the Scandinavian area and expects to generate 5,200 ton of freight per year for Garuda to destinations across Asia and Australasia. (Source: *Air Cargo World*)

**Alitalia Airlines** has received its first new A330-200 for use on transatlantic routes. A second aircraft will be delivered by the end of the year.

International cargo traffic carried by members of the Association of European Airlines (AEA) increased in May by 17.3% year over year. This was the highest monthly increase for more than 15 years though the AEA pointed out that this should be seen in the context of the "near collapse" of business during the recession. Seven member airlines, Alitalia, Finnair, Iberia, Lot Polish Airlines, Malev, SAS and Turkish Airlines, saw their May 2010 figures improve by more than 50% from May 2009. (Source: *Air Cargo World*)



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## PARTNER NEWS

### OTHER SECTIONS:

- [Air](#)
- [Ocean](#)
- [Compliance](#)
- [Regulations](#)
- [Market Notes](#)
- [Buzz Word](#)
- [Fast Fact](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)

### AIT Worldwide Logistics Partners with Wilson Sandhu Logistics

AIT Worldwide Logistics has entered into a strategic partnership agreement with Wilson Sandhu Logistics in India.

The partnership was officially announced at a formal industry event hosted by Wilson Sandhu officials in Mumbai on Wednesday, June 23. A cross-section of the trade, including AIT executives and representatives from major air and ocean industry players, were in attendance.

"We are excited to enter into to this partnership agreement with Wilson Sandhu," said Ray Fennelly, vice president of global business development for AIT. "Forging a business partnership with WSL will undoubtedly improve and further support the overall quality and scope of innovative transportation solutions and growing trade volumes between the United States and India."

Fennelly recently traveled to WSL's Mumbai location along with Jay Walick, director of international operations, and Kevin Krause, director of ocean services, to begin developing reciprocal business opportunities.

"I was quite thrilled to see their level of excitement about introducing AIT to members of the local media and supply chain community," said Walick. "With an organizational structure, corporate culture and commitment to sales that parallels ours, Wilson is a true fit for AIT."

In addition to exchanging marketing intelligence, reviewing standard operating procedures and developing reciprocal business opportunities, the executives also took a tour of Nhava Sheva, the largest port in India.

"I was quite impressed by the organization and development of their port operation," said Krause. "India is making real efforts to be on the cutting edge - not just with the port itself, but also through the development of their entire transportation infrastructure."

Offering comprehensive end-to-end global logistics solutions, WSL is a leading freight forwarder in the Indian market.

As a niche player in the automobile, machinery, equipment engineering, pharmaceutical, textile and project cargo industries, WSL operates across a network of 37 offices in India, along with 100% subsidiaries in Germany and Hong Kong and a joint venture company in Korea.

"Together, our corporate alliance will work to explore the possibilities of a stronger market presence for joint leadership within India and the USA," said R.S. Sandhu, Chairman and Managing Director of Wilson Sandhu Logistics.

Combining mutual extensive industry experience and market presence in both regions of the world, the partnership is expected to yield significant growth for the two companies.

"Our combined efforts are likely to influence the sales activities and achieve 20-30 percent growth targets, in addition to providing WSL with a milestone opportunity towards IPO processes," said Sandhu.

[⤴ Back to top](#)

---

If you have any questions or comments regarding the Partner eNewsletter, please contact [Andrew Kirkwood](#), Manager, Global Partner Network.



# Buzz Word

## OTHER SECTIONS:

- [Air](#)
- [Ocean](#)
- [Compliance](#)
- [Regulations](#)
- [Market Notes](#)
- [Partner News](#)
- [Fast Fact](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)



## Capatazia

Otherwise known for a terminal handling fee assessed at cargo loaded or discharged at Brazilian ports, a capatazia is a charge that must be shown on an ocean carrier's bill of lading. Generally, capatazia is prepaid for cargo exiting Brazil and collected on cargo entering Brazil.

[⤴ Back to top](#)

---

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## FAST FACT

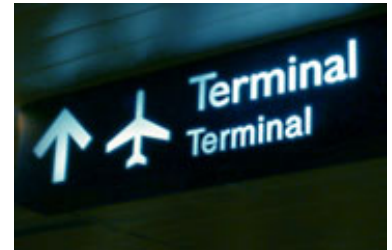
### OTHER SECTIONS:

- [Air](#)
- [Ocean](#)
- [Compliance](#)
- [Regulations](#)
- [Market Notes](#)
- [Partner News](#)
- [Buzz Word](#)
- [AIT News](#)

[<< Return to eNewsletter Home](#)

Which of the following countries doesn't have an airport within their boundaries?

- A. Liechtenstein
- B. Andorra
- C. Vatican City
- D. San Marino
- E. Monaco
- F. All of the above



[Click here to see the answer!](#)

**Correct Answer: F. None of them has an airport!**

Liechtenstein - It is only a heliport. The nearest major international airport is Zurich, Switzerland.

Andorra - By population and land area, Andorra is the largest of the five countries but it has only one heliport. The nearest airports are Barcelona, Spain and Toulouse, France.

Vatican City - It would be physically impossible to fit a whole airport into the land area but there is a heliport. The nearest airport is Rome (Fiumicino) Airport.

San Marino - San Marino has a heliport only. The nearest airport is in Rimini, Italy.

Monaco - Monaco also only has a heliport. The nearest airport is Cote D'Azur Airport in Nice, France.

[⤴ Back to top](#)

---

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please contact the AIT Marketing Department.

## AIT NEWS

### OTHER SECTIONS:

- [Air](#)
- [Ocean](#)
- [Compliance](#)
- [Regulations](#)
- [Market Notes](#)
- [Partner News](#)
- [Buzz Word](#)
- [Fast Fact](#)

[<< Return to eNewsletter Home](#)

### [Your Cargo. Our Commitment.](#)

Attendees at this year's 64th annual NDTA Forum and Exposition in September are encouraged to visit AIT Worldwide Logistics at **Booth 419!**

[⤴ Back to top](#)

### [Employee Promotions](#)

Online editions of the Journal of Commerce and American Shipper announce AIT's recent employee promotions:

<http://www.joc.com/press-release/ait-worldwide-logistics-announces-corporate-appointments>

[http://www.americanshipper.com/ecc/ECC\\_story.asp?news=163231](http://www.americanshipper.com/ecc/ECC_story.asp?news=163231)

[⤴ Back to top](#)

### [Mentoring's long reach](#)

Herb Cohan, senior vice president for AIT, was recently featured in the June 2010 issue of Inbound Logistics in a story titled, "Mentoring's long reach:"

[http://www.inboundlogistics.com/articles/features/0610\\_feature04.shtml](http://www.inboundlogistics.com/articles/features/0610_feature04.shtml)

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[⤴ Back to top](#)

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