

REGULATIONS

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Important reminder: Incoterms 2010

In 1936, the International Chamber of Commerce (ICC) first introduced a set of trade terms internationally accepted by governments, legal authorities and the logistics industry called Incoterms. Used to define the responsibilities of buyers and sellers with respect to the delivery of goods in domestic and global trade, the rules have been periodically revised in response to changes in global business practices.



As of January 1, 2011, the updated version of the international commercial terms, Incoterms 2010, goes into effect. Now in its eighth edition, the revised list contains a series of changes, including a reduction in the number of terms from 13 to 11.

The ICC hasn't made modifications to the Incoterms since 2000.

WHAT HAS CHANGED?

DAF (Delivered at Frontier), DES (Delivered Ex Ship), DEQ (Delivered Ex Quay), and DDU (Delivered Duty Unpaid) designations have been ELIMINATED.

DAT (Delivered at Terminal) and DAP (Delivered at Place) have been INTRODUCED to replace the 4 terms listed above.

Delivered at Place means the shipper is responsible up to the place of destination for unloading arriving on any mode. The shipper assumes responsibility in bringing the goods to the named place. DAP requires the shipper to clear the goods for export, where applicable. The shipper has no obligation to clear the goods for import, pay any import duty or carry out import customs procedures.

The term **Delivered at Terminal** is used no matter the mode selected and may also be used where more than one mode of transport is incorporated.

The shipper is responsible for unloading the goods upon arrival and placed at the named terminal, port or place of destination within an agreed period. The shipper is also responsible for bringing the goods to and unloading at the terminal of the named port or place of destination.

The term terminal includes warehouse, container yard or road, rail or air cargo terminal.

The updated Incoterms are intended to better take into account and reflect the roles cargo security, supply chain collaboration and electronic data interchange now play in international trade.

The 11 Incoterms have been reclassified into two categories:

1. Rules for any mode or modes of transport;
2. Rules for sea and inland waterway transport

1. RULES FOR ANY MODE OR MODES OF TRANSPORT

The first class includes seven (7) Incoterms 2010 rules that can be used regardless of transportation mode and whether or not more than one mode is employed. They can be applied even when there is no maritime transport involved at all. It is important to remember that these rules CAN be used in cases where a ship is used for part of the carriage.

EXW	EX WORKS
FCA	FREE CARRIER
CPT	CARRIAGE PAID TO
CIP	CARRIAGE AND INSURANCE PAID TO
*DAT	DELIVERED AT TERMINAL
*DAP	DELIVERED AT PLACE
DDP	DELIVERED DUTY PAID

2. RULES FOR SEA AND INLAND WATERWAY TRANSPORT

The second class includes the point of delivery and the place to which the goods are carried to the buyer at BOTH ports, hence "sea and inland waterway" rules.

FAS	FREE ALONGSIDE SHIP
FOB	FREE ON BOARD
CFR	COST AND FREIGHT
CIF	COST INSURANCE AND FREIGHT

Please contact your AIT representative with any additional questions or concerns regarding Incoterms 2010.

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OCEAN

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Updated incoterms are about to float to the surface!

AIT reminds our customers that effective January 1, 2011, Incoterms 2010 goes into effect. While the changes of this eighth edition may appear intimidating, they are actually reducing the number of terms from 13 to 11 in order to simplify the explanation of rules for any mode of international transport.

Inquiring minds want to know: just WHAT exactly has changed?



First, the **DAF (Delivered at Frontier)**, **DES (Delivered Ex Ship)**, **DEQ (Delivered Ex Quay)**, and **DDU (Delivered Duty Unpaid)** designations have been **ELIMINATED**.

Secondly, the **DAT (Delivered at Terminal)** and **DAP (Delivered at Place)** have been **ADDED**.

These terms emphasize greater consideration of the roles in which cargo security and electronic data interchange now play in international trade.

The 11 Incoterms have been reclassified into two classes:

1. Rules for any mode or modes of transport;
2. Rules for sea and inland waterway transport

Here's the gist of the two classes:

1. RULES FOR ANY MODE OR MODES OF TRANSPORT

The first class includes seven (7) Incoterms 2010 rules that can be applied regardless of transportation mode and whether or not more than one mode is employed. They can be used even when there is no maritime transport involved at all. It is important to remember that these rules CAN be used in cases where a ship is used for part of the carriage.

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Nigeria alert: Cargo Tracking Note

The Nigerian government introduced the CTN (Cargo Tracking Note) for all cargo moving to and from Nigeria. The official implementation date was January 11, 2010; however, the CTN has not been actively enforced by the authorities and subsequently the application of the CTN has been irregular and inconsistent until now. The Federal government of Nigeria has now emphasized that the CTN is mandatory and enforcement will commence imminently.

Please also note that a CTN reference number must be provided for inclusion in any bill of lading dated on or after December 1, 2010.

The company 'TPMS Antaser Afrique' has been designated by the Federal government of Nigeria as the only authorized party to issue a CTN. TPMS is represented via a network of agents globally. If you have any questions regarding the CTN, please refer to www.tpms-antaser.com.

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Trans Pacific Imports: the Fizzle of Peak Season and 2011?

As predicted, ocean ports throughout Asia did not experience the annual shipping "crush," or "peak of peak" that typically occurs during the early portion of October. Sure, vessels were full of holiday wares for North America; but equipment, vessel and terminal space on both sides of the Pacific remained "ample" considering the holiday backlogs of seasons past.

Throughout late October and November, terminal and rail congestion in Canada and the United States was minimal. Cargo flowed evenly throughout the North American port, terminal and rail infrastructure.

As 2010 draws to a close, the shipping community anticipates the industry conditions brought about next year. Barring any unforeseen 'cataclysmic' global economic events during 2011, will next year be more of a buyer's market in favor of the importer and exporter? Many large carriers servicing intermodal markets like Denver, Chicago, Memphis and Minneapolis have considered only offering rates to or from the ports, leaving shippers and importers to ask this crucial question:

How will I get my cargo to or from the final mile?

If carriers abandon the inland markets, it will be up to companies like AIT to provide those "start and end" transportation solutions beyond the ports. For many years, AIT has been well positioned and prepared to handle intermodal issues and design fully customized solutions for its customers.



Most likely, a well-received sense of stability will return to the global shipping environment in 2011. Aside from rates, some carriers have already been returning their transit times and operational performance to levels unseen since before 2008. If this industry trend continues, the 2011 shipping season should be a success for shippers and carriers alike.

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The Parting Wave

Who can believe the year 2010 has come and is practically gone? The AIT ocean systems team has been actively assisting in year-end shipments as well as turning our focus to 2011. After much anticipation of what 2010 would bring as far as international logistics, it appears some stability returned in international shipping patterns and rates in the latter part of 2010. Additionally, steamship lines have improved their equipment availability and vessel capacity along with stabilizing rates after the "yo-yo" effect of 2009.

The market levels are low one day and at record highs the next day. Exports are anticipated to remain strong and a "slack" season on imports for the remainder of the year and the first part of 2011 seem to be queued up. For the average shipper, this year proved to be a big winner over 2009.

What's on the horizon for 2011? Hopefully, carriers and shippers alike will share the lessons learned from the tumultuous 2008 and 2009 shipping seasons and plan wisely to help balance supply and demand. From the macro point of view, this approach should keep import and export global shipping rates relatively stable into the 2011 contract negotiation and shipping season.

Finally, on behalf of the entire AIT Ocean Systems team, thank you for a successful 2010. It is our customer base, both loyal and new, that serves as the driving force behind our daily efforts and service successes. For the remainder of this year and into 2011, may you experience fair winds and peaceful seas.

Best wishes for a happy, healthy and prosperous new year!

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

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[TSA to overhaul cargo screening system](#)

As a result of the bomb plot in Yemen, the TSA is planning an overhaul of its passenger and cargo screening methods. According to TSA administrator John Pistole, these procedures should involve more advanced screening technologies, improved information sharing, flexible search procedures that might change based on a particular threat and less emphasis on "cookie cutter" approaches (such as the system-wide ban on containers that hold more than three ounces of liquid in carry-on luggage).



Without multiple pieces of intelligence, the bombs sent would have likely made it to within hours of landing in the U.S.

Intelligence analysis of a tip from a Saudi militant combined with information about a dry run shipment of three packages from Yemen to Chicago in September enabled authorities to locate the two bombs, officials said.

"It is evident that had we not had the intelligence, our security counter measures would not have identified these improvised explosive devices," said Frank Cilluffo, director of Homeland Security Policy Institute at George Washington University.

Three earlier packages from Yemen bound for Chicago were identified as "solid intelligence" linked to Al Qaeda in the Arabian Peninsula, said a US official not authorized to speak on the record. The dry runs may have been tests by Al Qaeda to better understand how the cargo system works. No explosives were found, but the incident put the system on alert.

Many cargo companies do not maintain data on every parcel that has been consolidated into a pallet or container. Big shipping companies like FedEx and UPS are able to give the US that data in the electronic shipping record for every parcel. Cargo is different from passengers, according to Rick Nelson, Director of Homeland Security. "The cost to screen all the cargo in the global system is unaffordable and impractical. You can't do that."

Pistole, who has extensive counter-terrorism experience from his 26 years with the FBI, highlighted the liquid ban as an example of a cookie-cutter approach to security. "We shouldn't spend time trying to decipher between three ounces and 100 milliliters," he said.

In the future, he hopes to introduce the deployment of more trace technology that might pick up evidence of explosives and new machines that can scan liquids to determine whether they are a threat.

Source: CargoNewsAsia 11/2010

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[European Commission fines 11 airlines for tariff price fixing](#)

Air France, KLM and British Airways have been fined EUR 414.1 million (\$575 million) of a total EUR 799.45 million (\$1.11 billion) imposed by the European Commission on 11 airlines for cargo anti-trust activities.

Even though the long-awaited investigation is concluded and fines imposed, the Commission noted that "any person or firm affected by anti-competitive behavior as described in this case may bring the matter before the courts of the Member States and seek damages." This is likely to provide an opportunity for further action against the airlines. In August of this year, international claimant law firm Hausfeld & Co and litigation funding specialist Claims Funding International joined forces to win compensation from Air France-KLM for shippers based in the EU.

Pierre Lellouche, France's European Affairs minister, said he was "shocked by the totally disproportionate



nature of this fine, which will inflict considerable damage on the French air sector." French secretary of state for Transport Dominique Bussereau added: "We are completely aghast at the amount of the fine levied by the European Commission against Air France-KLM" and thought the airline group was "absolutely right" to appeal the ruling.



The 11 carriers fined by the Commission are Air Canada, Air France-KLM, British Airways, Cathay Pacific, Cargolux, Japan Airlines, LAN Chile, Martinair, SAS, Singapore Airlines and Qantas. Lufthansa and SWISS received immunity as they were the first airlines to provide information about the cartel.

The Commission said that between 2000 and 2006, the airlines discussed imposing a flat rate fuel surcharge for all shipments. Subsequently, the airlines introduced a security surcharge and by refusing to pay a commission to freight forwarders they contravened EU competition law that grants discounts to customers. Commission vice president for competition Joaquín Almunia commented, "It is deplorable that so many major airlines coordinated their pricing to the detriment of European businesses and European consumers, and the Commission is sending a clear message that it will not tolerate cartel behavior."

The individual fines (in Euros) are as follows:

- Air Canada - 21,037,500
- Air France - 182,920,000
- KLM - 127,160,000
- Martinair - 29,500,000
- British Airways - 104,040,000
- Cargolux - 79,900,000
- Cathay Pacific - 57,120,000
- Japan Airlines - 35,700,000
- LAN Chile - 8,220,000
- Qantas - 8,880,000
- SAS - 70,167,500
- Singapore Airlines - 74,800,000

The EU penalties are in addition to over \$1.6 billion collected by anti-trust authorities in Asia and North America for airline cargo cartel behavior.

Source: *Air Cargo World* 11/2010

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Field Forensics introduces device used to detect the smell of explosives

Field Forensics has developed a device for use in a ULD to detect explosives by analyzing and memorizing the chemical smell.

Called FAST (Forensic Aroma Sensing Technology), the product relies on K-9 research from Florida International University's forensic science laboratory that emulates how a dog's nose and brain identify odors.

FAST operates in two modes: static and dynamic. The static mode uses a detection cartridge attached to the inside of a cargo container to absorb and memorize the air, trapping the explosive's odor signature. The dynamic mode can be used prior to shipment by drawing large volumes of air through a FAST cartridge with a vacuum device to sample odors in a container.



"Security professionals know you can never stop looking for explosives and having only one level of screening is not enough," said Craig Johnson, Field Forensics CEO. "The recent experience with shipments from Yemen illustrates the importance of having multiple systems in place that support anti-terrorism efforts. Our FAST system adds a dramatic improvement to the hardware used to detect explosives and reduces the reliance on tip-offs and luck. Nobody wants to rely on luck."

Based in Florida, Field Forensics develops devices that detect explosives with no ancillary power supply and those that sample organic molecules (drugs, hazardous materials, explosives and chemical weapons) for rapid analysis in analytical instruments.

Source: *Air Cargo News* 11/2010

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PREPARING FOR TAKEOFF: A THOUGHT TO PONDER

Whether outwardly or inwardly, whether in space or time, the farther we penetrate the unknown, the vaster and more marvelous it becomes.

- Charles A. Lindbergh, "Autobiography of Values"

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

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Pending Legislation: Air Cargo Security Act

Partly in response to the Yemen terrorist attempts, legislation has been introduced that would require 100 percent screening of cargo intended for all-cargo aircraft to be in effect no later than 3 years after the law is enacted. This would mandate that cargo intended for all-cargo aircraft be held to the same level of security that is already used "for the screening of passenger checked baggage."



This legislation was introduced in the House (H.R. 6410) on 11/16/2010 by Rep. Edward J. Markey (D-MA). The same legislation was introduced in the Senate (S. 3954) on 11/17/2010 by Sen. Robert P. Casey Jr. (D-NY)

Each version was referred to the applicable committee.

Text of House version:

http://frwebgate.access.gpo.gov/cgi-bin/getdoc.cgi?dbname=111_cong_bills&docid=f:h6410ih.txt.pdf

Text of Senate version:

http://frwebgate.access.gpo.gov/cgi-bin/getdoc.cgi?dbname=111_cong_bills&docid=f:s3954is.txt.pdf

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Export Enforcement Coordination Center

In a Presidential Proclamation dated November 9, 2010, Homeland Security has been authorized to establish an interagency Federal Export Enforcement Coordination Center (Center). The Center will coordinate export related matters among the following interested parties: the Department of State; the Department of the Treasury; the Department of Defense; the Department of Justice; the Department of Commerce; the Department of Energy; the Department of Homeland Security; the Office of the Director of National Intelligence; and other executive branch departments, agencies, or offices as the President, from time to time, may designate.

This enhancement of interagency cooperation has long been discussed in both private and governmental circles.

The full proclamation is available online:

<http://edocket.access.gpo.gov/2010/pdf/2010-28854.pdf>

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Holiday shipment gift exemption

For many holiday shipments entering into the US, an exemption for "bona-fide gifts" which have a declared value of less than \$100 has been detailed in sections 10.152 & 10.153 of the CBP Regulations:



Text: http://edocket.access.gpo.gov/cfr_2010/aprqr/19cfr10.152.htm
http://edocket.access.gpo.gov/cfr_2010/aprqr/19cfr10.153.htm
PDF: http://edocket.access.gpo.gov/cfr_2010/aprqr/pdf/19cfr10.153.pdf

Depending upon value and commodity, the gift exemption might not apply. For example, importation of Cuban products is prohibited; meat and dairy products are regulated by FDA & USDA with many restrictions; and ivory is one of the animal products prohibited by US Fish and Wildlife and CITES.

Last month's edition of the AIT eNewsletter contained a few links to assist with international travel. The following links will cover some of the issues involved with sending or receiving small packages and gifts this holiday season. These links can also serve as an aid for commercial shipments.

One of the best links regarding small value shipments arriving into the US is Customs and Border Protection's (CBP) information regarding internet purchases, the importing process, prohibited/restricted merchandise and other topics: http://www.cbp.gov/xp/cgov/trade/basic_trade/internet_purchases.xml

CBP also offers a PDF publication that covers the basics of "Importing into the United States:" <http://www.cbp.gov/linkhandler/cgov/newsroom/publications/trade/iius.ctt/iius.pdf>

The FDA web site is a great resource for additional information regarding food, cosmetics, tobacco and radiation-emitting products: <http://www.fda.gov/default.htm>

The Alcohol and Tobacco Tax and Trade Bureau (TTB) web site offers additional information regarding alcoholic beverages and tobacco products: <http://www.ttb.gov/>

The Department of Agriculture-Animal and Plant Health Inspection Service (APHIS), Fish & Wildlife, and the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES) sites provide additional information regarding plants, animals and related products:
http://www.aphis.usda.gov/import_export/index.shtml
http://www.fws.gov/le/ImpExp/Info_Importers_Exporters.htm
<http://www.cites.org/>

As with all shipping transactions, it is important to understand what is being shipped or received and to be made aware of any special requirements for both origin and destination. For example, shipping wine to certain states within the US is restricted and shipping it to a Muslim country is often prohibited.

It is also important to be aware of any US restrictions on shipping to a foreign country. For additional information regarding sanctioned countries/entities, please consult the Office of Foreign Assets Control (OFAC) website: <http://www.ustreas.gov/offices/enforcement/ofac/>

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Quote to consider: statement from TSA administrator

"We all wish we lived in a world where security procedures at airports weren't necessary but that just isn't the case."

TSA Administrator John S. Pistole
http://www.tsa.gov/press/happenings/112110_right_balance.shtm

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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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UP, UP & AWAY: Airline Updates

Airbus wins order from China for planes

On November 3, it was expected that Airbus would win an order from China for 100 planes during the visit of President Hu Jintao to France at the beginning of November. Bloomberg had estimated the 100 aircraft to be valued at more than USD \$8 billion.

According to Airbus, China actually signed the order for 102 aircraft. Airbus entered the Chinese market in 1985, when an A310 was first delivered to today's China Easter Airlines. By the end of October 2010, the Airbus in service fleet in China had risen to 637, representing 43% of the total. By the end of October, China had ordered 738 total aircraft directly from Airbus.



Qatar seeks greater access to Canadian market

Qatar Airways is seeking greater access for the fast expanding Gulf carrier to the Canadian market. "The development of bilateral trade ties may depend on it because there are Canadian companies trying to sell equipment to Qatar but trade is a two-way street," said Akbar Al Baker, chief executive of Qatar. "We will give them trade; in return, we want access to their markets."

The rapid expansion of Qatar Airways, Dubai's Emirates and Etihad of Abu Dhabi has unnerved older airlines and fueled mutual accusations of protectionism. Many carriers fear Gulf-based super jumbos will drain their own hubs. In November, Canada's military lost access to a military camp near Dubai used to support troops in Afghanistan after Ottawa refused to allow Emirates and Etihad to increase flights to Canada.

This year, Air Canada's chief executive accused Emirates of trying to "flood" Canadian skies with airline seats so it can scoop up travelers and divert them through Dubai.

Qatar, the world's largest export of liquefied natural gas, is building a new airport with the capacity of accommodating 50 million passengers per year. Construction on the New Doha International Airport (NDIA) is slated for total completion by February of 2012.

Source: CargoNews Asia 11/2010

Turkish Airlines posts surprise \$16 million loss

Turkish Airlines posted a surprise third-quarter loss, with analysts saying fleet revaluation and rising jet fuel costs might be to blame after sales met forecasts and passenger numbers rose, reported Reuters.

Turkish Airlines posted a net loss of US\$16.03 million, confounding forecasts for net profit of \$159.97 million. Sales amounted to \$1.76 billion, in-line with forecasts and up 19.8 percent on the same period a year earlier.

The airline, Europe's fourth-largest passenger carrier, said passenger numbers were up 17.3 percent at 24.5 million between January and October.

Source: CargoNews Asia 11/2010

Panama's Copa Airlines Q3 profit up 48 percent

Panamanian carrier Copa Airlines reported a 48 percent increase in third-quarter profit, benefiting from a bigger fleet and more flights, reported Reuters.

Net income rose from US\$43.1 million for same period in 2009 to US\$63.9 million in 2011. Copa, which last month changed the name of its Colombian unit, Aero Republica, to Copa Airlines Colombia, will become a member of Star Alliance, a global airline network. Copa's main regional competitor, Avianca-TACA, will also join the alliance.

Source: CargoNews Asia 11/2010

Kuwait transfers 8 Boeing 787 orders to Saudi carrier

Boeing lost eight orders for 787 Dreamliners in November, but gained eight after the transfer of orders from one customer to another, leaving the order book for 787s basically unchanged, reported Reuters.

Boeing said Kuwait-based leasing company Alafco had shifted orders for the eight Dreamliners to Saudi Arabian Airlines. Boeing, which competes for commercial plane orders with Airbus, has about 850 Dreamliner orders from more than 50 customers on its books. Boeing's lightweight, carbon-composite Dreamliner is more than three years behind its original schedule due to problems with the supply chain and labor.

Source: *AirCargoNews 11/2010*

Thai Airways swings back into the black

Thai Airways made a net profit in the third quarter compared with a loss a year ago as higher passenger numbers and income from freight services boosted revenue.

The national flag carrier booked a net profit of US\$4.57 million for the July-September period compared with a US\$135.10 million loss a year earlier, reported Dow Jones Newswires.

Meanwhile, the European Commission has decided to drop charges against Thai Airways in a global cargo price-fixing case, reported The Bangkok Post.

The EC's ruling not to press charges against THAI for allegedly conspiring with other major world carriers to drive up cargo freight rates has saved the flag carrier at least \$346.26 million in possible fines.

Source: *AirCargoNews 11/2010*



United Continental gets US nod for ANA venture

United Continental Holdings has received antitrust immunity from the US Department of Transportation to form a transpacific joint venture between United Airlines, Continental Airlines and All Nippon Airways, reported Dow Jones Newswires. Japan approved the formation of the joint venture in late October.

Source: *AirCargoNews 11/2010*

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December Port Congestion Alert

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

- Colombia (Buenaventura)
- India (Nhava Sheva)
- Nigeria (Tincan/Apapa)
- North African ports (Tripoli/Algiers)
- South African ports
- Venezuela ports (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. Contact your AIT representative in the event of any questions or concerns.

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Airport Updates

Hactl October cargo tonnage jumps 15.4 percent

Air cargo transiting through Hong Kong for the month of October increased 15.4% from a year earlier, according to figures released by Hong Kong Air Cargo Terminals Ltd (Hactl), which handles 80% of Hong Kong's air cargo shipments. Total export cumulative volume growth year-over-year for the first 10 months was 35.6%. Total



import cumulative volume was 23.9% for that same 10 month period. Cumulative transshipment total was up 21.3% against the same period last year.

Source: Newscargo Asia 11/2010



Bin Laden Group to revamp Saudi airport

Saudi industrial conglomerate Bin Laden Group has won two contracts worth US\$7.2 billion to revamp King Abdulaziz International Airport in the Red Sea port city of Jeddah, the Saudi Press Agency (SPA) reported.

The contracts were for the first phase of a development project that will raise the airport's annual capacity to 30 million passengers, reported Reuters.

Top OPEC oil exporter Saudi Arabia plans to spend billions of riyals in coming decades to overhaul some of its airports. In March, the kingdom's civil aviation authority said traffic at Saudi airports had reached 30 million passengers annually and was expected to double to 60 million over 10 years.

Source: CargonewsXpress 11/2010

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[AIT Worldwide Logistics opens Shanghai station](#)

Taking the next step toward doubling its local presence in Asia, AIT Worldwide Logistics recently announced the opening of a new international station in Shanghai, China.

Building on the stream of success experienced by AIT's flagship station in Hong Kong, the AIT-PVG station is located just minutes away from the heart of Shanghai's central business district and the Shanghai Pudong International Airport.

"As AIT consistently searches for ways to strengthen its collaborations with China, the establishment of an office in Shanghai symbolizes a significant step forward in these efforts," said Vaughn Moore, president of AIT Worldwide Logistics.

Various AIT executives have taken business trips to Shanghai this year in order to cement relationships, build contracts and establish a local presence among steamship lines, co-loaders and business partners.

"While we are still transitioning and developing our business opportunities, strong volumes have been reported since the station opened in late spring of this year," said Dave Buss, vice president of global operations for AIT. "To physically establish a full-time solidified presence here in China serves as a strong declaration that AIT is in the Far East."

As one of China's largest and most dynamic cities, Shanghai plays a significant role in global trade and logistics, particularly in the Asia-Pacific market. Due in part to the strong recovery of China's imports and exports and the recent world exposition that took place in the city this year, Shanghai has made various ongoing project investments in its transportation and logistics infrastructure.

Today, the sprawling city has built streamlined and sophisticated integrated logistics facilities involving trucking, rail, river and marine transport.

"Considering the city's rising international influence, our newest location in the Pacific Rim will reinforce our presence in Asia, which serves as the largest trade lane and a significant point of origin for AIT," explained Buss.

With the staff support received from AIT-HKG for the station's day-to-day operations and product development, the Shanghai team – currently comprised of 3 employees – has been consistently building local business opportunities for AIT.

Because the office is strategically located close to emerging northern cities and supplier zones including Beijing, Nanjing and Tianjin and near the Yangtze River, which feeds the country's inland transportation infrastructure, the station is expected to serve as an ideal hub for central and North China.

"The Shanghai station location provides easy access to our carrier base and serves as a logical launching point and regional center for international trade," said Kevin Krause, director of ocean services for AIT.

According to Buss, AIT has most recently made significant progress in efforts to market the Asia to Brazil trade lane through our Miami gateway.

"This service is only one of the many areas of opportunities we wouldn't be able to pursue if we weren't on the ground in Shanghai," he explained.

Krause notes that since the Shanghai station opened its doors for business, AIT has seen an exponential increase in securing quoting opportunities, competitive rates and local FOB charges in the region.

"Our Shanghai station provides us the ability to apply our own local decision-making, operating power and global visibility in regional distributions and consolidation opportunities in that part of Asia," he said.



[AIT Worldwide Logistics introduces Fort Wayne location](#)

The South Bend-based location of AIT Worldwide Logistics Inc., a global transportation and logistics provider, has recently opened a second locally owned and operated station in Indiana.

Conveniently located near the FWA airport, the 2,000-square-foot Fort Wayne facility better serves the business requirements of AIT's customers in Indiana, particularly in the northeast counties of the state.

"Our business growth in this market will further support and enhance AIT's ability to provide non-asset based total transportation solutions both locally and globally," said Ryan Jay, owner and independent contractor for the AIT-SBN and FWA stations.

With more than 15 years in the logistics industry, Ryan Jay has established a local business presence in Indiana since 2007.

Specializing in providing on-time local pickups and deliveries, nationwide ground expedites and heavyweight domestic air services, the AIT-FWA team also designs international and customs brokerage solutions tailored to the unique vertical market demands of its diverse customer base.

From its corporate headquarters location in Chicago, AIT Worldwide Logistics operates out of 40 global locations and more than 190 global service centers. The leading logistics organization has celebrated more than 30 years of providing service excellence to customers.

For more information on the newest addition to AIT's global office network, please call 877-747-4186 or email fwa@aitworldwide.com.

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Buzz Word

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[Antidumping and countervailing duties \(AD/CVD\)](#)

The Department of Commerce is responsible for conducting AD/CVD investigations and reviews to determine whether and to what degree merchandise is being sold at unfair prices in the United States, or benefit from countervailable subsidies.

Per the International Trade Administration (ITA) of the Department of Commerce: "For the purpose of AD investigations, dumping occurs when a foreign company sells a product in the US at less than fair value. For the purpose of CVD investigations, subsidies are financial assistance from foreign governments that benefit the production, manufacture, or exportation of goods."

Dumped and subsidized merchandise has a negative impact on the economic viability of U.S. companies because it tilts the economic playing field in favor of foreign manufacturers. If no U.S. company is impacted by these practices, there is no case brought by Commerce.

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FAST FACT

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Which of the following African ports is known as Ghana's Harbour City and is located 29 kilometers away from Ghana's capital city?

- A. Accra
- B. Tema
- C. Cape Coast
- D. Sekondi-Takoradi

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

Correct Answer: B. Tema

The port of Tema is 29 kilometers from Ghana's capital city of Accra, rail and road links make it Ghana's biggest and most important port. The port of Tema is the main sea port for the estimated US \$5 billion in value of exports handled annually through the port. Key exports from the country of Ghana are primarily natural resources such as gold, timber, cocoa, diamonds, bauxite and manganese.

Sources: http://www.worldportsource.com/ports/GHA_Port_of_Tema_2242.php
<http://www.ghanaports.gov.gh/>
http://en.wikipedia.org/wiki/Economy_of_Ghana



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