

OCEAN

OTHER SECTIONS:

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

[<< Return to eNewsletter Home](#)

The European Union (EU) and upcoming "24-Hour" Rule

The EU countries have been appearing in industry headlines in the past 30 days for a new regulation that will be going into effect on December 31, 2010. The regulation, known as "European Union Regulation 1875/2006 - Advance Manifest" will affect all vessels bound for EU countries loading on or after December 31, 2010.

Essentially, the rule requires all ocean carriers to submit a list of legislation-defined data elements to EU Customs at a vessel's first EU port of call.

Ocean carriers will be responsible for the timely electronic submission of the Entry Summary Declaration (ENS):

- At least 24 hours prior to the start of the loading of vessels bound for an EU port (Deepsea)
- Latest 2 hours prior to vessels arrival at the first EU port (Shortsea).



The regulation is applicable to all import cargo to or via any EU port as well as FROB (Foreign Cargo Remaining on Board); cargo which is discharged in a port outside the EU after the vessel has called at an EU port.

To comply with this regulation, AIT requests our customers to provide complete and accurate shipping instructions before the closing time, which will be the same as currently applied for other countries that require Advance Manifest such as USA, Canada or Mexico. This information will be published on our websites as well as included in our Booking Acknowledgements/Confirmations.

The mandatory data elements for an Entry Summary Declaration, which must be included in your shipping instructions, are as follows:

- Full name and address (including postal code) of shipper and consignee
- Full name and address (including postal code) of notify party where goods are carried under a negotiable "to order" B/L
- Container number
- Acceptable goods description in line with the EU guidelines on acceptable and unacceptable terms for the description of goods for exit and entry summary declarations (not necessary if the 4 digits HS code is provided)
- Preferably the first four digits of the HS code for each goods item
- Number and type of packages
- Cargo gross weight
- UN dangerous goods code where applicable
- Seal number
- Method of payment for transport charges in case of prepaid (for example "cash payment," "check payment," "electronic credit transfer," etc.)

Ocean carriers will send the Entry Summary Declaration to Customs at the "first office of the entry" (first EU port of call) which will carry out a security risk assessment. In the situation where a so-called "Risk Type A = do not load" is identified, subsequent ports and port of loading will be informed.

For more information about the requirements of the regulation, please contact your local sales representative or visit the EU website:

http://ec.europa.eu/ecip/security_amendment/procedures/index_en.htm

For more information about countries within the European Union (EU) community, please visit: http://europa.eu/abc/european_countries/index_en.htm

AIR

OTHER SECTIONS:

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

[<< Return to eNewsletter Home](#)

[Australia Banning "Noisy" Freighters](#)

Believed to be the first country to impose a ban on the heavylift freights, our friends Down Under are pushing ahead with a ban on the Antonov 124S and the AN225. Beginning on September 1st, operators will need to apply for special exemption on public interest grounds to land the aircraft at the country's larger airports.

Potentially also hit by the Australia ban is the Volga-Dnepr, which celebrated its 20th anniversary on August 15, Russia's Aviation Day.



According to Anthony Albanese, minister for infrastructure, transport, regional development and local government, the marginally compliant aircrafts predominantly used in the airfreight industry have been an ongoing source of concern for residents. He further stated that it is up to those airlines to make sure their business is shifted to more appropriate aircraft since the government was giving the carriers enough time to make alternative arrangements and it is simply unacceptable that we are still flying these noisy aircraft in 2010 when other options are available.

B727 freighters are also excluded under the new rules; however, only Tasman Cargo Airlines, which operates between Australia and New Zealand for DHL and Heavylift Cargo Airlines, were operating this equipment at the time of Albanese's announcement.

Source: *AirCargoWorld*, 8/20/10

[⤴ Back to top](#)

[Ocean Freight Converted to Airfreight](#)

A major accident which occurred on August 7 that tipped 300 containers of an MSC vessel into the harbor and closed down Mumbai's two ports had a ripple effect on the airfreight industry. Indian exporters of foodstuffs, machine parts and other commodities had to find an airfreight option for transport. The Western India Shippers Association confirmed that shipping lines had stopped taking bookings for Mumbai because there were more than 30 ships waiting to dock within three days of the accident. For several weeks prior, Mumbai's container yards had been struggling to keep up with a huge increase in volumes. Import boxes were not transferred to inland container depots on time, which increased congestion on the quayside and delayed the loading of outbound vessels.

One hydraulic fittings manufacturer with a laden export container stranded in the port told news agencies it had "no choice" but to convert cargo to airfreight, though it was clearly understood the cost would be three times greater. The shipping minister has estimated they will have a capacity of 743 million tons of cargo by March 2012, but the initial target was to reach one billion tons. Airports are equally under pressure, with Mumbai and Delhi particularly congested.



[⤴ Back to top](#)

[Where There's a Will, There's a Way](#)

Cargo consisting of 14 12.5 meter-long oil pipes, some weighing almost nine tons, was recently flown from France into Nigeria via ACS. The shipment was so cumbersome and awkward that several operators refused to quote on the business. It appears, however, where there is a will there's a way. The cargo was destined for a floating offshore oil and gas processing



vessel just off the coast of Lagos. Loading the pipes at Chalons Vatry airport was accomplished by hoisting them with cranes onto two 747-400F's using two highloaders side-by-side and then offloading in a similar fashion in Lagos.



[⤴ Back to top](#)

Aramex Focuses on Emerging Markets

Aramex, global logistics and transportation solutions provider based in the Middle East, reported net earnings of USD \$15 million for the three months to end June 10% up on Q2 2009. The company's earnings for the first half of 2010 were also 10% higher at USD \$27.8 million. For the second consecutive quarter, company revenue witnessed double-digit growth between April and June, increasing 15% year over year to reach USD \$151.6 million. The company credits a strong growth in freight services in Europe and India.

Fadi Ghandour, founder and CEO, said that because of the company's strong cash position, Aramex remains focused on inventing and expanding in emerging markets in Africa, South East Asia and the CIS countries. Leading a global alliance network of 40 independent express operators, Aramex employs more than 8,100 people in 310 locations.



[⤴ Back to top](#)

PREPARING FOR TAKEOFF: A THOUGHT TO PONDER

Don't let the fear of falling keep you from knowing the joy of flight.

- Lane Wallace, "Flying" Magazine, January 2001

[⤴ 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](#)
- [Market Notes](#)
- [Partner News](#)
- [Buzz Word](#)
- [Fast Fact](#)

[<< Return to eNewsletter Home](#)

Export Control System

In the June 2010 edition of the AIT eNewsletter, we reported on the proposed changes to the export control system. As per a [White House press release](#) published on August 30, President Obama was to announce the outline of the new export control system in remarks on August 31 at the Department of Commerce's Annual Export Controls Update Conference in Washington, D.C.

The process will be put in place to link the two control lists currently used with the possibility of eventually merging them into one list. The lists will have a multi-tiered approach with different levels of controls. An Export Enforcement Coordination Center will be created to coordinate the actions of the various agencies involved in the export control process. The agencies will also be linked through the new IT system, which will be created to administer the export control system.

[Click here](#) to view a transcript of the video remarks, which were delivered by the President on August 31.

[⤴ Back to top](#)

ISF Update from NCBFAA

CBP Announces New ISF Disposition Codes

CBP recently announced its new ISF disposition codes in CSMS #10-000169 - New Disposition Codes for Importer Security Filing (ISF).

According to CBP, the new disposition codes provide the trade advance notice to program their operating systems. CBP has NOT set an implementation date nor developed a policy on the use of these codes. In addition, CBP will not use these ISF codes or the DNL messages in the immediate future. However, the new ISF hold codes will take effect before the end of this year. The only action required by the trade at this time is to prepare systems to receive the new codes.

Once its policy for the codes is in place, CBP anticipates the following:

- For DNL codes, VOCCs will continue to ensure that the container is not loaded at origin. However, the filer and the VOCC will both receive the DNL message. CBP considers this to be the most restrictive form of ISF enforcement.
- For ISF Hold codes, CBP will place the manifest hold at the (first) port of arrival, if an importer fails to heed Non-Intrusive Inspections (NIIs). CBP considers using holds to be less punitive than DNLs, but they want to ensure importers not filing ISF begin to comply.

CBP will address consolidated containers in its disposition codes policy and plans to release shipments in the consolidation that comply with ISF requirements, allowing them to enter U.S. commerce.

Before implementation, CBP will keep the trade informed on how they intend to use the codes, and once the policy is finalized the agency will publish guidance on the codes.

The timing of this change is, at the moment, unclear. The NCBFAA will continue to monitor the issue and keep the membership apprised of further developments.

Link to CSMS #10-00169: http://apps.cbp.gov/csms/viewmssg.asp?Recid=17954&page=&srch_argv=&srchtype=&btype=ocean&sortby=&sby=

[⤴ Back to top](#)

Customs Brokers Exam

Effective September 27, 2010 (just in time for the next scheduled exam on October 4), a ruling now makes the requirements to take the Customs Brokers exam the same as the requirements to get a license.

An applicant must be at least 21 years of age, a US citizen and cannot be an officer or employee for the US government. These changes were proposed by CBP in 2008 and have just recently been approved.

Text Version: <http://edocket.access.gpo.gov/2010/2010-21254.htm>

PDF Version: <http://edocket.access.gpo.gov/2010/pdf/2010-21254.pdf>

Source: *Federal Register*, 08/26/10

[⤴ Back to top](#)

Knowledge of the facts

An importer and their broker must act as a team. When preparing paperwork for import clearance, the most important sources of information are those who have knowledge of the facts and the best sources are usually employees of the importer/consignee/shipper of the goods. While a Customs broker is well versed regarding all necessary government requirements, without adequate details about the merchandise and its use, origin, and destination, it may be impossible for the broker to file 100% compliant paperwork with the required governmental agencies.

For instance, consider a tax return. If you want someone to prepare your return with minimal chance of an IRS audit, then the preparer will be provided all applicable information about income, deductions, payments, etc. The same thing is true regarding a Customs entry. The broker needs to know everything about the merchandise, the transaction and all parties involved. Preparing the entry using comprehensive detailed information will reduce the possibility of actions against the entry and audits.

[Click here](#) for a copy of CBP's instructions for preparing the import entry summary.

[⤴ Back to top](#)

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](#)

MARKET NOTES

OTHER SECTIONS:

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

[<< Return to eNewsletter Home](#)

Nhava Sheva: Port Update

The August 7th collision between the container ship MSC Chitra and Khalijia has severely disabled port operations at the Port of Jawaharlal Nehru (Nhava Sheva). Here are the latest developments as operations slowly recover from the disruptions:



- Most carriers stopped accepting bookings or discharging cargo at the port after the collision
- Some carriers such as OOCL, NYK and Hyundai are to impose an emergency surcharge on import containers
- Port operations are stabilizing for daylight operations only and severe draught restrictions are still in effect. The wreck of the MSC Chitra still sits partially blocking the navigable channel and is being ballasted and surveyed by salvagers.
- Cargo is being diverted to nearby regional ports such as Mundra or Pipavav.
- Maersk is resuming port calls at the end of August (reported by the Journal of Commerce on August 27, 2010)
- The nearby Mumbai Port in India issued a public notice effective September 6, 2010 not to accept or handle the dangerous goods listed under International Maritime Dangerous Goods "IMDG" code in either break bulk or in containers at Mumbai Port docks or any outlying areas (delivery points). Such cargo will now have to be taken delivery from Nhava Sheva. Carriers such as CMA CGM in the USA will no longer accept any hazardous bookings for port of discharge of Mumbai or final destination Mumbai. They will accept bookings for Nhava Sheva only.

[⤴ Back to top](#)

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. AIT would like to remind customers to forecast equipment size and types as early as possible (i.e., 3 weeks). As of September 1, PSS levels should stabilize and no further adjustments should be made until the end of Peak Season, which is expected through November 30, 2010. PSS charges are subject to vary according to origin port or destination location by carrier. PSS levels are also dependent on carrier allotments of vessel and equipment supply versus the strong market demand that the Asia to USA market is currently experiencing.

Should you have any questions, please contact your AIT representative.

[⤴ Back to top](#)

UP UP & AWAY: Airline Updates

With few exceptions, there is mostly positive news to report from the various carriers this month.

John Lloyd, director of **Virgin Cargo**, announces cargo revenue has grown 36% and tonnage 25% over the same period in 2009. Lloyd notes that with capacity rising again in many markets, the challenge now is to ensure the industry maintains and builds upon this demand by taking sensible decisions on capacity.

Hong Kong based **Cathay Pacific Airways** posts a first half profit of US\$ 881 million - up from US \$104.58 million a year ago. This figure represents the best-ever six month profit for the company,

despite the interruption of aviation traffic earlier this year when the Icelandic volcano shut down the European airspace. If present trends continue, the airline expects strong financial results to continue through 2010. Christopher Pratt said results would be adversely affected very quickly by either a significant increase in fuel or any return to the recessionary economic conditions of 2008/2009. Still, with demand strong, the company is said to order up to 30 new aircraft from Airbus.

Alitalia revenue rose 13% to \$1.93 billion, getting a boost from a recovery in international and transcontinental traffic to Asia and the USA. Alitalia has narrowed its net loss by about half to USD \$214.14 million as revenue increased. Alitalia, 25% owned by Air France-KLM, said its operating loss narrowed to USD \$168.44 million from USD \$356.46 million a year.

Spain's largest airline, **Iberia** also enjoys a net profit in the second quarter of US \$26.66 million following a net loss of US \$159.98 million a year ago.

MASKargo begins a twice-weekly B747 freight service between Amsterdam and New York's JFK airport in September. The managing director, Shahari Sulaiman, said that the predicted demand into the US is expected towards the end of the year. They are also expecting higher yields by routing flights from Europe, as this also opens up capacity to China and Asian countries. MASKargo will also upgrade its cargo handling facility in Kuala Lumpur at a cost of USD \$36.1 million in order to increase capacity to one million tons per year.

South America's largest airlines, Chile-based **LAN Airlines** and **TAM of Brazil**, plan to merge under a single parent entity, LATAM Airlines Group. The carriers plan on offering seamless passenger and cargo service across Latin America and globally. TAM has airlines in Brazil and Paraguay. Apart from its operations in Chile, LAN has airline affiliates in Argentina, Ecuador and Peru and cargo operations in Brazil, Colombia, Mexico and the U.S. Cargo customers will have access to the most comprehensive cargo network in Latin America, with more capacity, frequency and destinations than any other carrier while the combined group will provide passenger services with more than 115 destinations in 23 countries. In 2009 TAM and LAN had combined revenues of \$85 billion and carried 832,000 tons of cargo. They operate over 220 aircrafts with 200 more scheduled for delivery. (*AirCargoNews 08-20-2010*)



[⤴ Back to top](#)

AIRPORT UPDATES

The **India Ministry of Civil Aviation** will invest US \$780 million in the financial year that began on April 1 to upgrade **36 airports**, according to the Dow Jones Newswires.

Joint Secretary Alok Sinha said that while 34 airports proposed to be upgraded are in smaller cities, the authority would also upgrade the major airports of **Kolkata** and **Chennai**. In a somewhat related article, Air India has signed a deal with **Delhi International Airport** under which it will move its international hub to the consortium's new Terminal 3, the Economic Time reported. This partnership is expected to increase revenues between approximately 9 and 12% a year.

Expansion is also the key trend at other international airports. Delta Air Lines has received approval for a US\$ 1.2 billion overhaul of operations at **New York's JFK**, including the expansion of one terminal.

The Nigerian Aviation Handling Company (NAHCO) is to invest US \$7.8 million in a new cargo terminal to be built to reduce congestion at Murtala Muhammed International Airport in **Lagos**, according to the Nigerian news media. While catering for anticipated 15% growth in each of the next two years, lifting import capacity to 200,000 metric tons and export capacity to 60,000 metric tons, a tougher security regime will also be put in place to reduce the incidence of pilferages and missing cargoes while eliminating associated consignee claims.

The Jakarta Post has reported the Bali provincial administration has been preparing a 650 hectare plot of land to make way for the development of a new international airport. The current 265 hectare Ngurah Rai International Airport in Tuban, Badung regency is considered too small to accommodate the growing number of domestic and international flights arriving in **Bali**. The planned development of an international airport about 90 km north of **Dempasar** also aims to reduce the wide economic gap between the south and north part of the island.

France's Vinci, the world's largest construction group, has won a contract to build and operate a new airport near Nantes in western France for up to 500 million Euros, according to Reuters. After poor conditions in the first quarter, Vinci has said trends are improving in France.

[⤴ Back to top](#)

PARTNER NEWS

OTHER SECTIONS:

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

[<< Return to eNewsletter Home](#)

Passport to Partnership: Interview with Global Logistics Alliance

Christine Nicholson, corporate public relations coordinator for AIT, recently conducted a Q and A conversation with Janine Hammond, sales director for Global Logistics Alliance (GLA).

Established on January 1, 2010, GLA is headquartered in Cape Town, Durban, Johannesburg.

Nicholson: Describe the size and scope of your organization.

Hammond: GLA certainly isn't limited to any one vertical market or commodity; however, over the years our management team has collectively been very involved and successful in the development of our China, Italy, Brazil and USA markets. Our most commonly handled commodities currently include, but are not limited to the following: textiles, footwear, electronics, perishable products, vehicles, busses, medical equipment, general household goods (not personal effects), new luggage, furniture, catering equipment, machinery and oriental food products.

Our service specialties include the following:

- Air and Ocean Import and Export
- Full door-to-door services
- Project Cargo
- Reefer service for temperature-controlled cargo
- Secure warehousing and distribution (bonded and duty-paid store facilities)
- Ground transportation
- Customs clearance and documentation
- Supply chain management solutions
- Complete order visibility



Giuseppe Arnoldi, Managing Director and Janine Hammond, Director Sales and Customer Services

Nicholson: How does Global Logistics Alliance remain competitive in the ever-changing global environment of transportation and logistics?

Hammond: GLA is well aware that the market we serve is ever-changing. Today's solution is tomorrow's history. In our industry, there is no time to waste - each working moment needs to be focused on researching, revising, negotiating, talking, listening and understanding the challenges your clients face in their current business environment. You also have to keep yourself apprised of the changes occurring with other service providers, follow market trends and understand how these trends impact directly on our clients - then come up with viable solutions and/or cost savings for each customer.

Another way that we remain competitive can really be summed up by the following quotation that without a doubt sums up our organization and the management culture of GLA: "we have a high disregard for the impossible" - give us the impossible, we love a challenge!

Nicholson: Identify key industry trends you have observed and issues you are concerned with in expanding your reach into the global logistics marketplace today?

Hammond: Clients are reducing their stock level reserves - more and more are reviewing their supply chains and focusing on cutting their lead times to improve on their cash flow. Generally loyal clients are also becoming far more rate-driven to save on costs. They are increasingly looking towards their bottom lines and therefore forwarders are being forced to fight more and more for a piece of the pie.

Naturally, this puts ever-increasing pressure on the freight forwarder to manage their client's portfolio - whereas our focus in the past used to be mainly on moving cargo ASAP, as cost effectively as possible and ensuring correct documentation is issued, we now need to analyze the client's projections, forecasts and inventory levels.

Nicholson: How do you measure the value of your global partnerships?

Hammond: Without our global partnerships, GLA is unable to operate successfully. We rely strongly on the integrity, efficiency, cooperation, respect and reliability of our partners. We aspire to build long-term, mutually beneficial partnerships that benefit our clients, our partner's clients and each other.

Nicholson: How do you determine the "attractiveness" or appeal of individual markets/companies?

Hammond: Research and referrals. GLA usually focuses our energy on approaching companies that have been around for many years and have established marketplace presence and representation.

Our expectations are simple: integrity, efficiency, cooperation and reliability.

Nicholson: What factors are involved in supporting/integrating the supply chain between global partners?

Hammond: GLA believes that honest and accurate communication is essential. If you have those communications processes in place, the rest all boils down to following the procedures and possessing a deep understanding of this industry.

Nicholson: How has AIT enhanced the core competencies of your organization and service to your customer base?

Hammond: AIT has provided GLA with quick turnaround times, accurate and honest feedback and competitive air and ocean rates.

Nicholson: What do you envision for the future of your partnership with AIT?

Hammond: If things continue as they have been over the last few months, GLA can only see this partnership growing into a more stable long-term relationship, with many benefits for both our companies and clients.



Global Logistics Alliance

[⤴ Back to top](#)

If you have any questions or comments regarding the Partner eNewsletter, please contact [Christine Nicholson](#), Corporate Public Relations Coordinator.

Buzz Word

OTHER SECTIONS:

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

[<< Return to eNewsletter Home](#)

Customs Bonds

First time importers are often surprised to find that there is a "bond" required as part of the import clearance process. In its Q & A, CBP states that a bond is "like an insurance policy that guarantees payment to U.S. Customs and Border Protection (CBP) if a required act is not performed."



Customs bonds are used for many purposes. A bond allows the importer take possession of their merchandise before the CBP entry is finalized (liquidated), and "liquidation" is normally scheduled almost 11 months after cargo release. Bonds also permit cargo to move without constant CBP supervision prior to final CBP clearance; this allows newly arrived merchandise to move to local "bonded" warehouses or from port to port as long as the involved parties have the required bonds on file with Customs.

For the bond Q & A from CBP [click here](#).

For more information, please also visit the CBP website's main bond page:
http://www.cbp.gov/xp/cgov/trade/trade_programs/bonds/

[⤴ Back to top](#)

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FAST FACT

OTHER SECTIONS:

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

[<< Return to eNewsletter Home](#)

The European Union (more commonly known as the "EU") consists of 27 countries. Four additional European Countries are under consideration to join the European Union. Which countries are they?

- A. Croatia, Macedonia, Iceland and Turkey
- B. Serbia, Iceland, Macedonia and Russia
- C. Macedonia, Ireland, Croatia and Cyprus
- D. None of the above

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

Correct Answer: A. Croatia, Macedonia, Iceland and Turkey

Sources:

http://en.wikipedia.org/wiki/Future_enlargement_of_the_European_Union

http://europa.eu/abc/european_countries/index_en.htm



[⤴ Back to top](#)

If you have any questions or comments regarding the AIT eNewsletter,
please contact the AIT Marketing Department.

AIT Worldwide Logistics wins Quest for Quality award

August 2010 - AIT Worldwide Logistics, a global industry leader in the transportation and logistics industry, has been named a proud recipient of Logistics Management magazine's 2010 **Quest for Quality** award in the category of airfreight forwarders.

As a benchmark study for the past 27 years, the **Quest for Quality** awards program is widely regarded as one of the most extensive annual market research studies of customer satisfaction and performance excellence in the transportation and logistics industry.

Approximately 5,426 survey participants and transportation decision-makers were asked to examine and rate their service provider partners in each of five specific categories: performance, value, information technology, customer service and equipment and operations.

"We are proud and excited to be recognized by our customers and partners for our ongoing commitment to building quality-driven supply chain solutions and exceeding industry expectations," said Vaughn Moore, president of AIT Worldwide Logistics. "Combining value, superior customer service and vertical market expertise, AIT employees have dedicated themselves to providing total customer satisfaction for more than thirty years."



About AIT Worldwide Logistics:

As a world-class global transportation and logistics provider, AIT Worldwide Logistics designs tailored transportation solutions by ground, air, ocean and rail for the unique applications and delivery service requirements of customers across the globe.

From its corporate headquarters location just outside of Chicago, AIT spans 37 global locations and over 190 global service centers. With more than 30 years of providing service excellence to over 5,800 active accounts and vertical markets including perishables, consumer electronics, home delivery, pharmaceuticals and all branches of the government, AIT provides flexible, cost-effective and value-added services to enhance supply chain efficiencies. For more information, please visit www.aitworldwide.com.

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SHIPPING & LOGISTICS

AIT: Adding and expanding to offer top-quality services

BY CYNTHIA COLÓN

AIT Worldwide Logistics Inc. is known for providing companies with the most reliable and cost-effective transportation and logistics solutions. In addition to these services, it is striving to expand its customer service as well as adding ocean and warehousing services.

The family business specializing in air services recently added 6,000 square feet to its space, which will translate to more efficient operations.

"We are committed to our customers and also to our employees," said Ivelisse Maldonado-Llanos, general manager of AIT Worldwide Logistics Inc. "We are extremely grateful that they are dedicated to their jobs the same way we are.

"Without their support, we would not be able to grow," she said. "They are our eyes and ears. So we know that if we continue having such a supportive group, then success will be ensured."

For more than three decades, the global transportation and logistics provider has been delivering tailored solutions for the unique applications and delivery services required by each customer. In this fierce and competitive market, it must be prepared to offer top-quality services.

"We try to maintain good communication with our customers by providing on-call services 24



Ivelisse Maldonado-Llanos & Senen Llanos (center), owners of AIT Worldwide, with operations staff and drivers.

hours a day," said Maldonado-Llanos, adding that for AIT, customers are not just a tracking number. "By doing this, customers will feel confident that they can call us at any time, and know that we are going to be available for them.

"When you are selling services, price is important, but knowing that you can count on your partner in

business—that's how we want our customers to feel about us—and give them peace of mind."

AIT, like many other companies, has been hit by rising costs occasioned by the recession. Meanwhile, selling prices are being forced down by market changes and competition.

Yet the company has experienced

growth because it has redirected its services while trying to gain and maintain customer confidence as well as adding technologies that provide more tools to compete.

"The future of the company is difficult to predict, but even in difficult times like this we continue to grow, so we expect to stay on this track," said Maldonado-Llanos. ■