MISSION STATEMENT

" To exceed our customers' logistics needs with service unmatched by our competition in the global transportation industry. To provide efficient and cost effective solutions that minimize distraction and increase profitability for our customers. "

OUR TIMELINE

1997 - Founded with 6 employees

1999 - Moved into a larger facility with 11
             employees

2003 - Moved into first fully owned facility
             with 32 employees

2005 - Have 45 employees and growing

2007 - Celebrated 10 years in business

2010 - Established a Trade Show Logistics division
        - Implemented Real Time tracking and tracing
             with airlines and steam ship lines

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ASSOCIATIONS / CERTIFICATIONS

- **IATA members** – International Air Transport Association

- **NCBFAA** members – National Customs Brokers & Forwarders Association of America

- **NVOCC** – Non Vessel Operating Common Carrier

- **TSA Approved** – Transportation Security Administration

- **Department of Transportation** – Federal Motor Carrier Safety Administration

- **CNS members** – Cargo Network Services

- **AES Certified** – Automated Exports Systems

- **Haz-Mat Certified** – Hazardous Materials

- **C-TPAT Certified** – Customs Trade Partnership Against Terrorism

- **IANA** – Intermodal Association of North America

- **FHWA licensed** – Federal Highway Administration

Jeffrey Millens
800-493-9444
jmillens@tbgfs.com

Education:
Bachelor of Science in Communications – Emerson College – Boston, MA 1990
Master of Business Administration (MBA) – SUNY Albany 1994

Business:
• Started in the industry 17 years ago in sales
• Started Trans-Border with 2 other partners 13 years ago
• Oversees – Sales, Operations, IT
• Traveled overseas to Europe and the Far East – will be going to Far East again at the end of this year.

Personal:
• Reside in Saratoga Springs, NY
• Married 16 years
• 5 kids – 13 to 7
• Tennis, golf, boating, living

What is a Freight Forwarder?

Technical Description:

A freight forwarder (often just forwarded) is a third party logistics provider. As a third party (or non asset based) provider a forwarder dispatched shipments via asset based carriers and books or otherwise arranges space for those shipments. Carrier types include waterborne vessels, airplanes, trucks or railroad.

Freight forwarders typically arrange cargo movement to an international destination. Also referred to as international freight forwarders, they have the expertise that allows them to prepare and process the documentation and perform related activities pertaining to international shipments. Some of the typical information reviewed by a freight forwarder is the commercial invoice, shipper's export declaration, bill of lading and other documents required by the carrier or country of export , import, or transshipment. Much of this information is now processed in a paperless environment.

Simple Description:
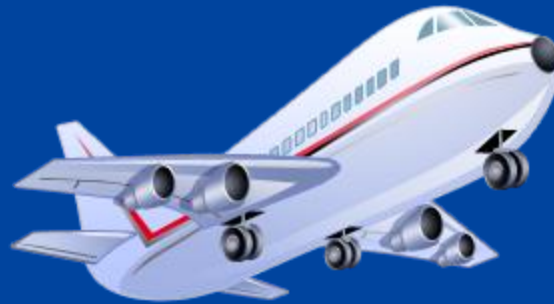
A Travel Agent for cargo.

OUR SERVICES

- **Export** - Air & Ocean

- **Import** – Air & Ocean

- **Domestic** – Air Truck/Intermodal

- **Banking** - LC's/CAD/Sight Draft

- **Consulting** – Import/Export/Banking

OTHER VALUE ADDED SERVICES

- Tradeshow Management

- C-TPAT Certification

- Marine Cargo Insurance

- Transportation Education Seminars for your

  Employees

Anyone can move something from Point A to Point B, BUT there is more to it ….

Point A

Point B

INCOTERMS

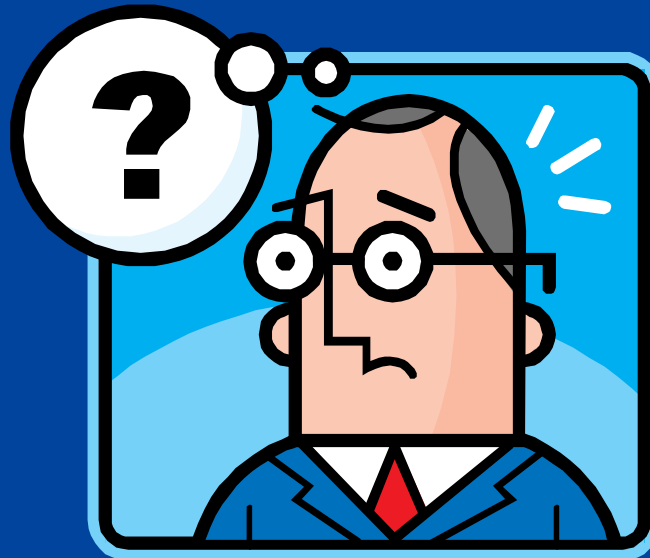## International Commercial Term of Sale

of Responsibility

INCOTERM MODE	EXW (B)	FCA (B)	FAS (O)	FOB (O)	CFR (O)	CIF (O)	CPT (B)	CIP (B)	DAF (B)	DES (O)	DEQ (O)	DDU (B)	DDP (B)
	Ex-works	Free Carrier	Free along side Ship	Free onboard	Cost & Freight	Cost, Insurance & Freight	Carriage Paid To	Carriage & Insurance Paid to	Delivered at Frontier	Delivered ex Ship	Delivered ex Quay, Duty unpaid	Delivered, Duty Unpaid	Delivered, Duty Paid
Warehouse storage	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Warehouse labor	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export packing	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading charges	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Inland Freight	Buyer	B & S	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Terminal charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Fowarder's Fees	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Vessel	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Ocean/Air freight	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Charges on arrival at destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Buyer	Buyer	Seller	Seller	Seller
Duty, taxes & Customs clearance	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller
Delivery to destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller

INSURANCE

Are you covered?

ECCN

Export Control Classification Number

- Confirm licensing requirements via Export Control
  Classification Number (ECCN)
- 3 ways to check:
  - Via exporter/manufacturer
  - Self-classify via Commerce Control List (CCL)
  - Submit formal classification via SNAP-R
- Identifies export controls placed on item
- Where can I find the list?
  - www.gpo.gov/bis/ear/pdf/indexccl.pdf
  - Supplement 1 - Part 774/EAR

Schedule B Number

- Used by the US Census Bureau to regulate commodities exported from the U.S.
- Made up of 10 digit code
- Codes determine duty rate (overseas)
- Similar to import HTS codes
- Needed for SLI/SED/EEI filing

Know Who You Are Shipping To/ Selling To

List	Export controls in place	Governed By
Denied Person's List	A list of individuals and entities that have been denied export privileges	Department of Commerce (BIS)
Entity List	A list of parties that may have licensing requirements attached to them per the EAR.	Department of Commerce (BIS)
Unverified List	A list of parties where the BIS are unable to verify the end-user in prior transactions.	Department of Commerce (BIS)
Debarred List	A list complied by the State Department that have been banned from performing in the export of defense articles, the supply of technical data and defense services as per the ITAR.	State Department (ITAR)
Specially Designated National List	Exports to parties on this list may require a license depending on special designations assigned. OFAC may also prohibit a sale to anyone on this list.	Treasury Department (OFAC)

Payment – Banking Issues

- Payment in advance
    - - Most common in export transactions
- Letters of Credit
    - - Most secure financial instrument
    - - Rules governed by UCP600
- Cash against documents
    - - Shipping documents released upon
        payment
- Documentary collection
- Open account

AES Submission -
Automated Export System

- Utilized to electronically file the EEI

- Required to comply with Foreign Trade

  Regulations/government agencies

- Filers of the EEI are:

  - USPPI's

  - U.S. authorized agents

Record Keeping

- 5 Year retention period
- Create a systematic method for filing/retrieving files
- Electronic data storage is adequate
- As a guideline, always keep:
  - Records related to general exports
  - Records of correspondences with foreign nationals
  - Records of correspondences with the US Government
- Need more info?
  - Part 762 of the EAR

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Tracking and Tracing

- **Pre-shipment details**

- **Confirmed on Board**

- **Arrived at Port/Airport**

- **Overseas status**

*any changes or deviations in schedule are communicated

QUESTIONS??