



logisticsplus.com



# CUSTOMS & COMPLIANCE

**LOGISTICS PLUS INC.**

Logistics Plus® is a leading worldwide provider of customs broker solutions and global trade compliance management. Our team ensures that all rules and regulations are followed as your freight moves across the border.

# ABOUT LOGISTICS PLUS



## WE'RE EXPERIENCED AND WELL RECOGNIZED

- Founded in 1996 by Jim Berlin to be a lead logistics provider for GE Transportation
- \$500M+ privately held company headquartered in Erie, PA (USA)
- Many awards for entrepreneurship, growth, and service excellence

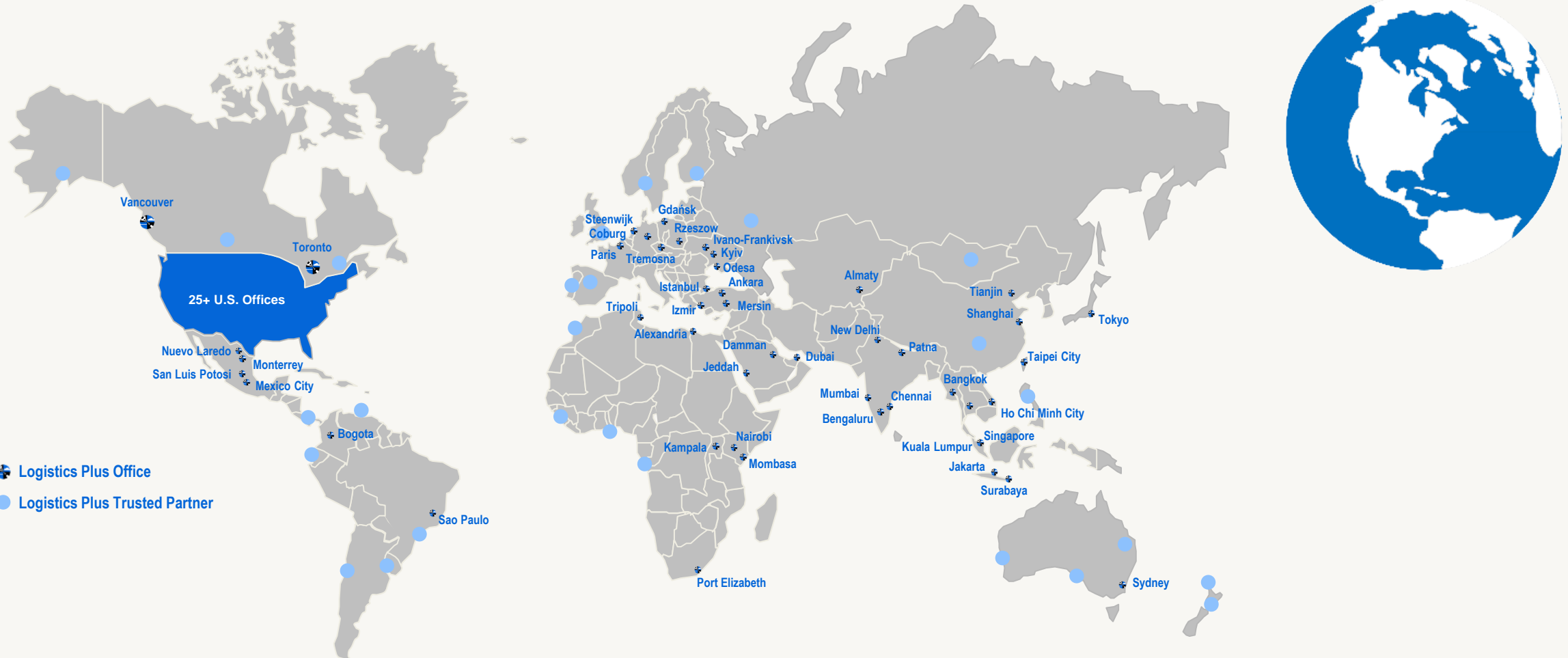




# WE HAVE LOCATIONS AROUND THE WORLD



 We have 1,000 employees located in 30+ countries worldwide





# THE LOGISTICS PLUS NETWORK



## NORTH AMERICAN

**LOGISTICS+**  
North American  
Transportation



Warehousing &  
Fulfillment Solutions

**NTL**  
National Truckload  
Dedicated Fleet

## INTERNATIONAL

**LOGISTICS+**  
International  
Freight Forwarding

**LOGISTICS+**  
Project Cargo &  
Global Operations

**LOGISTICS+**  
Custom Broker Solutions

**LOGISTICS+**  
LINGUISTIC SOLUTIONS  
Global Linguistics

## 4PL SOLUTIONS

**LOGISTICS+**  
Supply Chain Solutions

4PL and Dedicated  
Logistics Programs



## COVERING YOUR SUPPLY CHAIN

We are **LARGE** and **COMPREHENSIVE** enough to satisfy any link in your North American or Global supply chain ...

But we are still **FLAT**, **NIMBLE** and **RESPONSIVE** to your specific logistics challenges.

# U.S. CUSTOMS BROKERAGE



Logistics Plus Customs Broker Solutions can help you work with U.S. Customs and Border Protections to properly have your products clear customs and enter the United States legally. Our licensed customs brokers understand that import regulations and tariff rates are seemingly changing on a daily basis. We offer remote location filings (RLF) for any port.



## Benefits Include:

- One consistent point of contact
- Reduced overall clearance process time
- Simplified customs record keeping
- Improved compliance with customs requirements
- Reduced customs entry transaction fees
- More consistent cargo processing
- Reduced communication costs



# GLOBAL TRADE COMPLIANCE



If you import or export, you already know that international trade is a complex maze of rules, regulations, multiple currencies, and diverse cultures. Logistics Plus can manage your firm's import and export compliance activities as an outsourced strategic third-party. No matter the origin or destination of your goods, we help you gain the knowledge to perform the due diligence necessary to ensure your shipments meet international regulations.

## Benefits Include:

- Consistent, uniform entry processing and expedited clearance
- Develop accurate data by utilizing compliance assistance for imports
- Enhanced global visibility via eWorldPlus™
- Develop standard operating procedures and business practices
- Minimize costly delays with cargo examination coordination

# HTS CODE CLASSIFICATION



Improper HTS code classification can result in fines and penalties imposed by the U.S. Customs and Border Protection (CBP). Logistics Plus has a staff of licensed customs brokers that can help you classify correct HTS codes for your products. Whether your company has 5 unique products or 50,000 unique products, Logistics Plus will ensure that all of your HTS codes are properly classified.

## HTS Classifications Determine:

- 🌐 Admissibility into customs territory
- 🌐 Duties owed
- 🌐 Quotas and content requirements
- 🌐 Special trade program eligibility
- 🌐 Anti-dumping and countervailing duties
- 🌐 Product based import sanctions
- 🌐 Other government agency requirements



# EMPLOYEE TRAINING SEMINARS



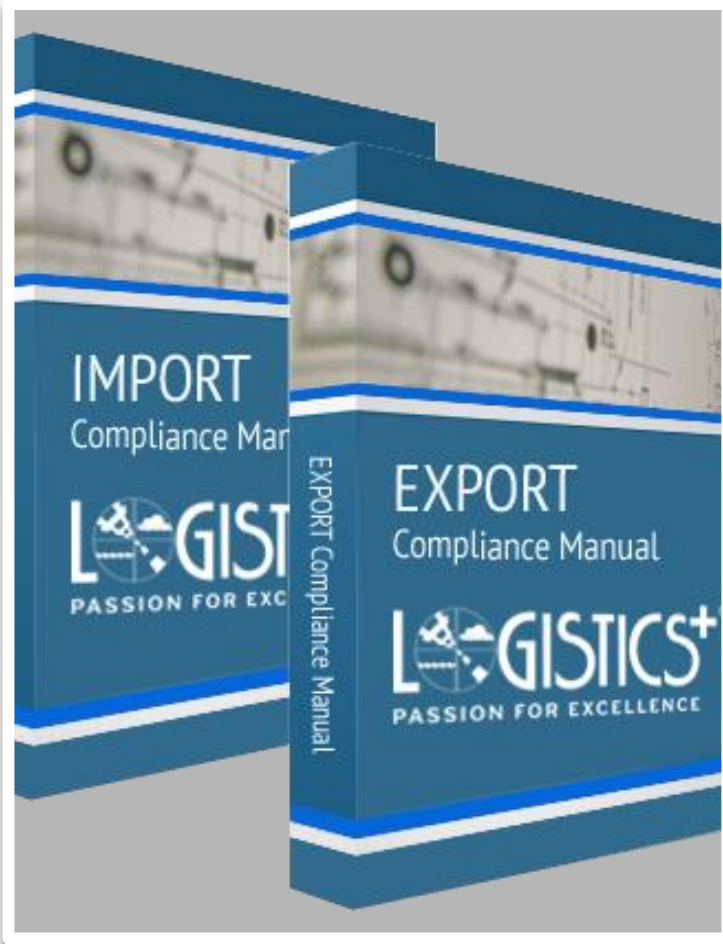
Logistics Plus offers a variety of in-house employee training and educational seminars for global trade compliance. These programs can be tailored to your exact company needs, and many even qualify for continue education unit credits and workforce training grants. Our training programs are designed to be offered on-site at our clients locations, online, or in a public setting.

## Training Seminar Core Topics:

- Bureau of Industry and Security (BIS)
- Export Administration Regulations (EAR)
- International Traffic in Arms Regulations (ITAR)
- Export Management Compliance Program (EMCP)
- NAFTA & Other Free Trade Agreements
- Foreign Trade Zones (FTZ)
- Product classification under the harmonized system
- Import & export procedures and documentation
- Establishing a duty drawback program
- Incoterms®



# IMPORT & EXPORT MANUALS



Logistics Plus develops and customizes import and export manuals for our clients. The manuals include work instructions, flowcharts, self-assessment tools and more. Each manual is tailored to your products, services, and logistics activities while serving as a “playbook” for all departments involved with import or export activities. From purchase orders to customs declarations, our customized manuals will help your business succeed.

## Manual creation process:

1. Initial company visit
2. On-going interviews with personnel
3. Review of import and export departments and activities
4. Thorough review of the company’s products



# INCOTERMS GUIDE



DESCRIPTION					FREIGHT/RISK	MORE DETAILS	
	COSTS		RISK		INSURANCE	ALL MODES OF TRANSPORT	SEA AND INLAND WATERWAYS
<b>EXW</b> Ex Works	SELLER			BUYER			
	SELLER			BUYER	<b>Freight</b> Seller's premises.	Seller responsible for making the goods available at the seller's premises. Buyer bears the full risk from there to destination.	
	SELLER			BUYER	<b>Risk</b> Seller's premises.		
<b>FCA</b> Free Carrier	SELLER			BUYER			
	SELLER			BUYER	<b>Freight</b> Freight handler.	Seller responsible for delivery to the custody of carrier, identified by the buyer. Risk is transferred when loading has taken place.	
	SELLER			BUYER	<b>Risk</b> Freight handler.		
<b>CPT</b> Carriage Paid to		SELLER		BUYER			
	SELLER			BUYER	<b>Freight</b> Destination.	Seller delivers goods to the carrier at agreed place of delivery and pays transport to the named destination. Risk is transferred at place of delivery, whereas seller pays for transport to the destination.	
	SELLER			BUYER	<b>Risk</b> First freight handler.		
<b>CIP</b> Carriage and Insurance Paid to		SELLER		BUYER			
	SELLER			BUYER	<b>Freight</b> Destination.	Seller delivers goods to carrier at agreed place of delivery and pays for transport and insurance to named destination. Risk transfers at the place of delivery, whereas seller pays for transport and insurance to the destination.	
	SELLER			BUYER	<b>Risk</b> First freight handler.		
<b>DAT</b> Delivered at Terminal		SELLER		BUYER			
	SELLER			BUYER	<b>Freight</b> Destination.	Seller delivers goods unloaded at a specified place inside agreed terminal. Risk is transferred as soon as goods have been unloaded.	
	SELLER			BUYER	<b>Risk</b> Destination.		
<b>DAP</b> Delivered at Place		SELLER		BUYER			
	SELLER			BUYER	<b>Freight</b> Place of destination.	Seller delivers goods to disposal of buyer on arriving means of transport, at agreed place. Seller assumes risk until goods are made ready for unloading from the arriving means of transport.	
	SELLER			BUYER	<b>Risk</b> Arriving means of transport at destination.		
<b>DDP</b> Delivered Duty Paid		SELLER		BUYER			
	SELLER			BUYER	<b>Freight</b> Destination.	Seller responsible for bringing goods to the destination, paying any duty and making the goods available to buyer. Risk transfers as soon as buyer has access to goods ready for unloading at agreed destination.	
	SELLER			BUYER	<b>Risk</b> Destination.		
<b>FAS</b> Free Alongside Ship		SELLER		BUYER			
	SELLER			BUYER	<b>Freight</b> Shipment in port of departure.	Seller is responsible for delivery of goods at quay alongside the ship. From this point onwards, risk lies with buyer.	
	SELLER			BUYER	<b>Risk</b> Shipment in port of departure.		



# WE'RE HERE TO **HELP YOU SUCCEED** WITH CUSTOMS & COMPLIANCE!

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# THANK YOU!

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