



the Pallet

Volume 115 - February 2013

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The Best of Times / Worst of Times

By Air Cargo News Managing Director and Editor Nigel Tomkins

IT WAS the best of times, it was the worst of times, the age of wisdom, the age of foolishness, according to Charles Dickens in A Tale of Two Cities. He might well have been talking about global air cargo in the year 2012. At the start of 2013, there are not many wise players left standing on an air cargo industry winners' podium from a disastrous year which saw empty aircraft parked in deserts, as markets tumbled, losses piled high and companies struggled just to stay in business.

There are plenty of fools who believed the air cargo bubble, which started in the 1950s and grew over six decades, would never burst. In 2012, they discovered the truth. Dickens famously went on to refer paradoxically to "the epoch of belief, the epoch of incredulity, the season of light, the season of darkness, the spring of hope, the winter of despair.

"We had everything before us, we had nothing before us, we were all going direct to heaven, we were all going direct the other way – in short, the period was so far like the present period, that some of its noisiest authorities insisted on its being received, for good or for evil, in the superlative degree of comparison only," were his words of genius.

But it was not all bad news for air cargo in 2012. Industry developments, hewn from the rocks of the past, now promise a future with stronger foundations and better business processes. At last, there is real discussion and positive action on so many important levels.

They include better security; faster, more accurate information to all parties in the chain; zero-defect tolerance towards failure; and greater reliability.

It will be a future established on proper business practices, with IT leading the way. Out of the mess may come a surprisingly robust and better-defined air cargo industry.

Otherwise, what the Dickens are we doing in it?



Calendar of Events

Tuesday, February 12, 2013

- I.A.C.A.C. Luncheon Meeting - **Compliance, Enforcement and Specific Responsibilities of Freight Forwarders in Accordance with the EAR.** Holiday Inn Elk Grove Village. Please RSVP to the hotline at 630-272-1612 or on our website by [clicking here](#).

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Shippers of Lithium Batteries and Equipment Experience Delays as New Air Transport Requirements Take Effect

By Bob Richard, Labelmaster Services Vice President of Regulatory Affairs



Newly enacted regulations for transporting lithium batteries and lithium battery-powered equipment are causing various holdups due to a lack of awareness among some shipping, freight forwarder and transport personnel.

The requirements for shipping lithium batteries and lithium battery-powered equipment under the new 2013-2014 International Civil Aviation Organization's Technical Instructions on the Safe Transport of Dangerous Goods (ICAO TI) came into force on Jan. 1. In the United States, the HM-215L final rule published on Jan. 7 authorized the use of the 2013-2014 ICAO TI. According to several of our customers and clients, these new rules are already causing some headaches among shippers and carriers, which may not be all that surprising considering the narrow window between the adoption of the revised lithium battery packing instructions and the publication of the ICAO TI coupled with the lack of a transition period for compliance with new requirements (a common practice of the ICAO Dangerous Goods Panel). Unless one follows the work of the ICAO DGP and maintains an awareness of pending changes to dangerous goods regulations, such as by following the Labelmaster blog, they might not have been aware of the changes until they received their 2013-2014 copy of the ICAO TI or the 2013 A.I.R. Shipper.

These latest regulation changes were adopted by the ICAO DGP in February 2012. The report of the meeting which highlighted the agreed-upon modifications was not available until March 2012. The ICAO TI was published in late fall of 2012, leaving a limited amount of time for companies to examine the impact. It is certainly a challenge for many companies to assess these changes, as they may have to:

- Review operations and impacts to current procedures;
- Develop or update training programs;

- Implement training to, in some cases, thousands of employees; and
- Revise procedures and operations, including revising internal documentation, standard operation procedures, battery documents and package markings.

The newest changes present particular challenges because many companies that previously shipped lithium batteries and equipment under the broad exceptions have now been swept up into the community of dangerous goods shippers. Companies that ship limited items (e.g. laptops and smart phones for field staff) have found themselves having to revise operations and train a significant numbers of employees. Many retail and online distributors are particularly challenged by the new requirements. As a past regulator, I must admit that I have a better understanding and appreciation for what companies have to go through to ensure their operations are compliant now that I am working at Labelmaster Services and support companies with their compliance challenges.

While the ICAO DGP did not provide an official transition period, it did recommend that competent authorities provide a 30-day grace period. It is not entirely clear whether

the intent was to allow goods in the supply chain to get through to the destination or to allow shippers a month longer to comply. However, Dave Brennan, the International Air Transport Association's Assistant Director of Cargo Safety & Standards, recently clarified that the transition was exactly to provide an additional month to comply.

"Shipments presented for air transport by 31 December can always move to destination in the new year regardless of how long that takes," Brennan said. "Second, there is one very important difference between air and the other modes. No other mode has a mandatory acceptance check by the operator. That makes a transition period very difficult for the operators."

(continued next page)



Lithium Batteries New Air Transport Requirements *(continued)*

package or overpack. The ICAO TI packing instructions don't provide much detail on how the document should be communicated, and while it provides flexibility, it certainly results in many different practices being utilized. One might question whether the document could be provided inside of the outer package since nowhere in the ICAO TI is it stated otherwise. According to some carriers I have spoken with, many do not use the document. In some instances the document must be passed on to another interlining carrier, but it is rare that the document provided by the shipper is used. Given its lack of use and duplicity of information (the document states the same information that is provided on the handling label), isn't it time to question the usefulness of the battery document?

Another questionable documentation requirement that leads to problems is the requirement to add the statement "Lithium ion/metal batteries in compliance with Section II of 9XX" on the air waybill when an air waybill is used. Why is it only required if an air waybill is used? Does this text really add any safety value? Or is it just a requirement that enforcement officials can use to generate penalty actions?

State and operator variations present their usual challenges but considering the short time from adoption of the new requirements until mandatory compliance, the situation is more convoluted than ever. For instance, Section IB packages carriers have implemented variations stating that an alternative document is not acceptable. FedEx Variation FX-7 states:

FX-07 Lithium batteries (Section I, Section IB and Section II) must not be shipped in the same package as the following dangerous goods classes/divisions: 1.4, 2.1, 3, 4.1, 4.2, 4.3, 5.1, 5.2 and 8, and 2.2 with a Cargo Aircraft Only label. This includes All Packed in One, Overpacks and combination All Packed in One/Overpacks.

Lithium metal batteries, (primary non-rechargeable) UN 3090 which are shipped either fully regulated or in accordance with Section I, Section IB and Section II of Packing Instruction 968 require pre-approval. See www.fedex.com/us; keyword lithium batteries (search field).

Effective January 1, 2013, UN 3480 Lithium Ion Batteries and UN 3090 Lithium Metal Batteries prepared in accordance with Section IB will require a Shipper's

Declaration for Dangerous Goods (DGD) with each shipment. "IB" must be indicated in the Authorization Column or the Additional Handling Information. Alternative documentation will not be allowed.

Complying with state and operator variations is a challenge since, in many instances, these only appear in air regulations addendums because competent authorities and operators are challenged to meet publication schedules and submission deadlines. Even the US variations were not submitted in time to be included in the 2013-2014 ICAO TI.

The interpretation of when a battery can be considered "contained in equipment" is another source of misunderstanding. For instance, is a lithium cell or battery attached to a printed circuit board assembly, or with leads and components attached, described as "contained in equipment"? PHMSA issued an interpretation that addresses this issue on June 16, 2011, (see Ref. No.: 11-0056) to Raytheon. In the letter, PHMSA explained:

According to your letter, you intend to ship a mount assembly for a lithium ion battery powered radio. You described the mount assembly as "Lithium ion batteries contained in equipment, UN3481, PG II." For your information, the term "equipment" as it is used in the proper shipping name "Lithium ion batteries contained in equipment" refers to the apparatus or device that performs a function requiring the lithium ion batteries. A lithium ion battery pack placed into a mount and transported without the radio the battery pack is intended to power is properly described as "Lithium ion batteries, UN3480, PG II." Based on this interpretation PHMSA considers that you must be shipping the actual apparatus or device that performs a function requiring the lithium ion batteries.

Shipments from China

A number of our clients and customers have described difficulties shipping lithium batteries and equipment from China. We spoke to Ms. Xu, the ICAO DGP member from China, who provided an update on the situation. Ms. Xu explained that Chinese regulators have implemented a number of initiatives to inculcate familiarity of the new regulations, including:

- Providing educational outreach materials on the

(continued next page)



Lithium Batteries New Air Transport Requirements *(continued)*

amendments of 2013-2014 ICAO TI, including the lithium battery requirements;

- Training airlines and their agents;
- Issuing outreach materials and hosting seminars for shippers; and
- Responding to inquiries related to interpretation of the new requirements.

It will take time and effort to get all concerned parties in the transportation network up to speed on the new requirements. Working closely and cooperatively with forwarders and carriers will be more critical than ever.

How Labelmaster Can Help

Please let us know what problems you are experiencing. For those that require immediate assistance with

transporting lithium batteries and lithium battery-powered equipment, the Labelmaster Services team offers a number of solutions, including but not limited to:

- Developing lithium battery compliance programs
- Conducting compliance assessments
- Updating or developing training programs
- Providing guidance related to compliance with domestic and international transport regulations.

In addition, Labelmaster offers a variety of product solutions for shippers of lithium batteries and cells, such as labels, packaging, shipping guides and training. We are in the final stages of offering a “battery wizard” that will help people navigate the new regulations. We will continue to stay abreast of lithium battery regulation developments and provide updates as they happen.



At Thrift Trucking Inc., we are eager to provide solutions to the transportation challenges that you face in the Central Illinois area.

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Reflecting the soaring spirit that is uniquely American, our new logo — the Flight Symbol — contains the eagle, the star, the "A," and refreshed shades of red, white and blue. Together, they represent a clean and modern update to the core icons of our company.

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IACAC Luncheon Info



Tuesday, February 12, 2013

- I.A.C.A.C. Luncheon Meeting
Holiday Inn Elk Grove Village -

1000 Busse Rd. - Elk Grove Village, IL 60007 - (847)
437-6010. Check-In 11:15am, with lunch at 12 noon

- Cost is \$25.00 - Please RSVP to the hotline at 630-
272-1612 or on our website by [clicking here](#).

Speaker: **Juven Martin**
Bureau of Industry and Security



Topic: **Compliance, Enforcement and Specific
Responsibilities of Freight Forwarders
in Accordance with the EAR**



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The AirCargo 2013 special hotel rate ends on February 7

We know you want to attend AirCargo 2013... and we want to help your budget. But, you have to act fast because after February 1, the opportunity to qualify for the "Early Bird" registration will expire. Additionally, AirCargo's special negotiated hotel rate ends on February 7th!

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Don't miss the industry's premier conference and exhibition for the air freight forwarding and express delivery industries - March 10 - 12, 2013, at the Red Rock Resort and Casino, Las Vegas, Nevada. A combined effort of the Air & Expedited Motor Carriers Association, the Airforwarders Association, the Express Delivery & Logistics Association, and our new partner, the Airport Council International "North America, this conference is the pinnacle of the business year.

This is going to be the 10th AirCargo meeting and it promises to be the best one yet! And with the economy still on the rebound, it doesn't hurt to save some money - Register Now!

We look forward to welcoming you to Las Vegas and AirCargo 2013! Visit

www.aircargoonline.com or contact Fiona Morgan, AEMCA Executive Director:

fiona@aemca.org or 703-361-5238.

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Elgin-O'Hare Expressway bypass project gets final OK

By Marni Pyke Daily Herald Business Ledger Writer

An estimated 65,000 jobs by 2040. Economic development for DuPage and northwest Cook Counties. Access into O'Hare International Airport from the west. And, tolls of 20 cents per mile on what was previously a freeway.

A lot of changes are coming for the Elgin-O'Hare Expressway after the U.S. Department of Transportation Wednesday signed off on a final agreement that allows the Illinois tollway to extend the highway east to the airport and build a ring road connecting to the Tri-State and Jane Addams tollways.

The formalization of what had been expected to happen for months means the start of construction, which will be paid for with tolls on the new section and the existing portion of the Elgin-O'Hare, nicknamed the "IHOP Expressway" because now it only stretches from Itasca to Hanover Park.

The expressway will travel along Thorndale Avenue into O'Hare and the ring road, known as the western bypass, will connect with the Elgin-O'Hare in the middle, plus link to the Tri-State in Franklin Park and the Jane Addams in Des Plaines.

One reason tolls can be charged on the existing section of the expressway is that the tollway will make improvements to it, including interchanges.

Less certain is what travelers can expect when they get to O'Hare from the west. A much-anticipated western terminal was shelved after opposition from American and United Airlines. Chicago Department of Aviation



officials have stated that a parking facility will be available and some type of transport to terminals.

"This has been a long time coming," tollway Executive Director Kristi Lafleur said Thursday. "It's one of many milestones." The project, originally undertaken by the Illinois Department of Transportation, has been years in the making. Initial opposition from neighboring towns and IDOT's lack of funds made progress problematic.

Here are some details on the project, estimated to cost \$3.4 billion:

- The tollway will kick in \$3.1 billion and the surrounding communities are expected to contribute the remaining \$300 million, potentially through federal grants, DuPage County Chairman Dan Cronin said previously.
- New interchanges on the Elgin-O'Hare Expressway will include Park Boulevard and Arlington Heights Road in Itasca; Wood Dale Road in Wood Dale; and Route 83 in Bensenville.
- New interchanges on the bypass will include Higgins Road (Route 72) in Elk Grove Village; Irving Park Road in Bensenville; and an interconnected system at the nexus of Taft Avenue, County Farm Road and Green Street/Franklin Avenue in Franklin Park.
- Planners intend to create a full interchange at I-90 and Elmhurst Road and to improve the problematic I-294 connection with eastbound North Avenue in Elmhurst as part of the work.
- Toll rates on the expressway and extension will be about 20 cents a mile.
- Completing the project could require up to 596 acres, including seven homes and 52 businesses, although those numbers could decrease.



Tollway officials Thursday authorized staff engineers to start acquiring land for the Elmhurst Road interchange.

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**Pipeline 13-01
January 4, 2013**

TO: Customs Brokers, Importers and Others Concerned

SUBJECT: Landing Rights Requests at O'Hare Airport

Requirement of Landing Rights

Chicago O'Hare Airport is a landing rights airport as defined in 19 CFR § 122.14. Pursuant to 19 CFR § 122.1, a "landing rights airport" is any airport, other than an international airport or user fee airport, at which flights from a foreign area are given permission by U.S. Customs and Border Protection (CBP) to land.

Landing Rights Decision-Making Process

Every landing rights request is considered on a case-by-case basis.

Landing Rights Request Process

When an air carrier is requesting to initiate an arrival from foreign, the air carrier must:

1. Seek approval from the local City and the Airport Authority. The air carrier must contact the airport authority and the city to determine if the airport has the capability to handle the flight(s) for which landing rights are sought.
2. Seek route authority approval from the Department of Transportation (DOT).
3. Seek Federal Aviation Administration (FAA) approval.
4. Seek Transportation Security Administration (TSA) approval. Air carriers must meet DOT, FAA, and TSA requirements for the operation of commercial aircraft in the United States **before** requesting landing rights from CBP.
5. Seek CBP approval.
6. Secure the services of an aircraft cleaning service provider and caterer that have current compliance agreements in place for the handling, removal, and processing of international garbage and catering. See Appendix 1 of this Pipeline.

Local CBP Process for Landing Rights

When the air carrier obtains the approvals listed above:

1. The air carrier should file a written request for landing rights at O'Hare Airport with the CBP Port Director's designated official. This is best accomplished by email request to the group email of the landing rights team, 3901-landingrights@cbp.dhs.gov. Any request for landing rights should include the following minimum information: type of

Port of Chicago - Pipeline



U.S. Customs and Border Protection

aircraft, anticipated passenger capacity, estimated times of arrival and departure, country of origin and, if applicable, type(s) of cargo.

2. All landing rights requests should be submitted at least 30 days before the beginning of the air service for which landing rights are sought.

Denial or Withdrawal of Landing Rights

CBP will attempt to accommodate landing rights requests. However, pursuant to 19 CFR § 122.14, when such approval would have a significantly adverse effect on Port of Entry or other federal inspection operations, denial of the landing rights request may be considered.

If you have any questions regarding this pipeline you may contact Chief Mark Grzeszkowiak or Supervisor Jennifer Csicsila at (773) 894-2900.

Matthew S. Davies
Area Port Director
Port of Chicago



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TERMINALS:

<i>Illinois:</i>		<i>Indiana:</i>	
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Do I really need Errors & Omissions Insurance?

Most logistics specialists are surprised to learn that certain situations would not be covered under their present Contingent Cargo policies. Don't wait until a claim arises to determine if this is true of your own policy.

Q: What if I forget to obtain a physical copy of the carrier's evidence of motor truck cargo legal liability insurance prior to shipment?

A: Under most contingent policy forms, coverage is void if a certificate is not obtained from the carrier prior to shipment (even if it is determined subsequently that the carrier did have coverage in place!)

Q: What if the carrier's insurer denies coverage as their motor truck cargo legal liability policy contains an exclusion for the commodity shipped?

A: There are differing types of contingent policies. A following form "follows" the terms and conditions of the carrier's policy and your policy would therefore typically also exclude this commodity. These policies, in most cases, are less expensive. A non-following form contains its own set of terms and conditions. You would have to refer to your own policy for a full list of excluded commodities.

Q: What if a loss occurs that is determined to have been caused by a dishonest act of the carrier for hire?

A: Many contingent policies exclude dishonest acts by the carrier. Other insurers may add this coverage back with a sub-limit via endorsement. Refer to your own policy for details.

Q: I already purchase contingent cargo legal liability coverage. Why should I have E&O coverage too?

A:

- E&O Coverage doesn't depend on failure of the underlying carrier's coverage
- If the carrier is not legally liable, most Contingent Policies do not respond
- If you made an error that caused/contributed to the loss, would the carrier be liable?
- E&O Coverage provides defense and/or settlement for allegations of Improper Selection of Carrier, Failure to follow instructions, clerical errors, etc.
- E&O Coverage helps to protect your business from experiencing a devastating loss.



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Freight Industry Webinars

Global Trade Academy offers the following webinars on current topics. To register, call 609-896-2020. Register early. Deadline for registration is one week in advance of each webinar. Certificates of Attendance are provided for each attendee. Suggestions for additional topics and speakers or moderators are welcomed.

Classifying for the Non-Classifier	2/5/2013 1:00:00 PM
FCPA and the UK Bribery Act - Steps to Compliance	2/6/2013 1:00:00 PM
Reconciliation - How What Why?	2/13/2013 1:00:00 PM
Classification Overview: Concepts of Classification according the Harmonized Tariff Schedule of the US	2/20/2013 1:00:00 PM
Textile Classification: An Overview of Concepts	2/21/2013 1:00:00 PM
Doing Business with China	2/27/2013 1:00:00 PM
Pharmaceutical Importation Basics	2/28/2013 1:00:00 PM
NAFTA Rules of Origin - View Recording	2/28/2013 2:00:00 PM
C-TPAT Validations in China - Best Practices	2/28/2013 3:00:00 PM
Compare and Understand Foreign Trade Agreements	3/5/2013 1:00:00 PM

<http://www.learnatgta.com/>



This Electronic Newsletter Prepared By:

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Dangerous Goods Classes 2013

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Mar 12-13

May 15-16

Aug 26-27

Nov 13-14

1 Day Recurrent

Jan 7, Feb 11

Mar 11

May 14

July 8

Sept 9, Nov 12

New Freighter hub at Brussels Airport

To strengthen its global cargo offering Finnair Cargo is pleased to announce that from March 2013 Brussels Airport will serve as its new freighter hub in Continental Europe to complement the service via Finnair's home hub at Helsinki Airport.

Brussels is one of Europe's key gateways for cargo, offering great connections to numerous locations in Europe with fast road feeder services covering the European air cargo market within easy reach in less than 8 hours from Brussels. Brussels Airport is located in the centre of European pharmaceutical industry, which offers great expansion opportunities for Finnair Cargo.



"Brussels Airport is delighted that Finnair Cargo has chosen Brussels for opening a new hub to serve the busiest air cargo market in Europe. We are sure that our airport has everything in place to support Finnair in their ambition and strategy", said Steven Polmans, Head of Cargo at Brussels Airport. "We can offer Finnair excellent handling, an ideal location in continental Europe, fast and reliable trucking services, competitive rates, a strong local

market, etc. In return, Finnair will offer our customers seamless and frequent connections to many Asian destinations. Brussels is one of the largest airports in Western Europe not having a home carrier on cargo side, and we look forward to welcoming Finnair, a European carrier. This opens many doors and together we will be able to open up new markets benefiting both of us."

New freighter destinations: Brussels and Chicago

Finnair Cargo will initiate the Brussels freighter hub with weekly MD-11 freighter services, connecting Brussels with New York JFK, Chicago O'Hare and Finnair's Helsinki hub with non-stop freighter flights. During summer 2013 Finnair Cargo offers an extensive network via Helsinki hub to 14 Asian destinations, including 3 destinations in Japan, 5 in China, and dedicated freighter flights to Hong Kong and Mumbai.

"Finnair Cargo's target is to become one of TOP 5 cargo carriers between Europe and Northeast Asia, and the opening of Brussels cargo hub to strengthen our cargo service via Helsinki is an important step in this vision", states Mr Juha Järvinen, Managing Director of Finnair Cargo.

Finnair operates to 14 Asian destinations in summer 2013: Nagoya, Osaka, Tokyo Narita, Seoul, Beijing, Shanghai, Hong Kong, Chongqing, Xi'an, Hanoi, Delhi, Bangkok and Singapore with Airbus A330/340 aircraft, and dedicated MD-11 freighter flights to Hong Kong and Mumbai.

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Menzies pulls out of Chicago cargo handling operations

Scottish company Menzies Aviation is closing its Chicago Airport cargo handling operations, after exhausting all options over the last two years.

The company said the move would result in an exceptional charge of £7 million (\$11.3 million) in 2012, but would improve its EBIT earnings by around £1.4 million in 2013.



Menzies Aviation is an independent supplier of ground handling services, providing ground and cargo services to more than 500 airline customers at 112 locations in 27 countries. It is one of two operating divisions within John Menzies plc, one of Scotland's largest companies. The other division is Menzies Distribution, which provides distribution and marketing services to the newspaper and magazine supply chain in the UK.

Restructuring across both divisions has resulted in a full year exceptional charge of about £18 million, but enhancements to underlying earnings resulting from these actions are expected to leave the group in a stronger position with a more stable platform for growth.



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FUTURE *Transportation*

SpaceLiner Will Zoom from Europe to Australia in 90 Minutes Flat

Researchers at the German Aerospace Center are developing a hypersonic "SpaceLiner" that would zip half way around the world in 90 minutes flat. The 50-passenger airplane would piggyback off of a rocket to reach speeds of about 24 times the speed of sound. The super-fast SpaceLiner is hoped to propel passengers into the future by 2050, and it would be partially powered on liquid oxygen and hydrogen, leaving only a trail of water vapor and hydrogen in the atmosphere.

With a rocket as its carrier, the commercial SpaceLiner would be launched into the Earth's upper atmosphere, in order to reach optimal speeds without disturbing regular air traffic. Passengers would zoom through space at speeds as fast as 24 times the speed of sound, then slow down to regular airplane speeds before landing.



The whole trip would be in two stages, beginning with a rocket booster launch, which would last around eight minutes. After a height of 50 miles is reached, the slower, orbiter stage would carry passengers out to their destination, at around 15,000 mph. The SpaceLiner would function more like a second-generation space shuttle than a traditional plane, and travel on it would likely come at space shuttle pricing.

The design and shape of the passenger carrier is still

being tested and designed, but once researchers find a shape that can withstand the heat created by hypersonic speeds, the project will begin looking for investors.

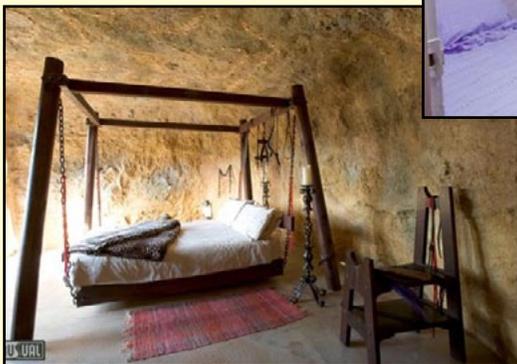


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1 day - Mar 11, 2013
2 day - Mar 12-13, 2013
3 day - Mar 12-14, 2013

Course content

3-Day IATA Initial Seminar includes enforcement, definitions, units of measure, identification, proper shipping names, packing instructions, performance oriented packaging, limited quantities, marking, labeling, n.o.s, .proper shipping names, mixtures and solutions, documentation, dangerous goods packed together, overpacks, excepted quantities, handling and loading. An IATA examination is given at the conclusion of the seminar.

1-Day IATA Recurrent Seminar includes emphasis on regulatory changes with the current edition of the IATA Dangerous Goods Regulations and review of the topics covered in the 3-Day Initial Seminar. An IATA examination is given at the conclusion of the seminar. *Prerequisite for this seminar is previous IATA Dangerous Goods certification within the past 24 months.



3 Day: \$630.00 2 Day: \$590.00 1 Day: \$445.00

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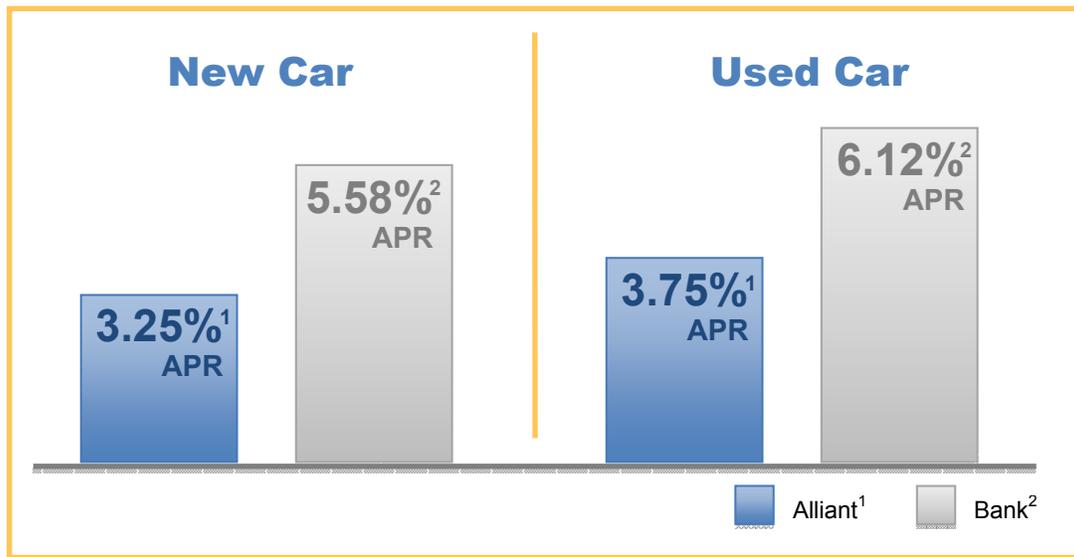


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Events in the Industry

- Feb.7-8 BASIC IMPORT/EXPORT. Class, sponsored by The World Academy, focuses on the logistics of importing and exporting, compliance with Customs, Census and BIS Regulations. Discussion points will include harmonized tariff classification, country of origin issues and determining the applicability of the Commerce Control List for your products. 9:00 a.m. – 5:00 p.m., Chicago. Fee: \$995. For information & registration, please see: www.theworldacademy.com/basic%20imp%20exp.shtml.
- Feb. 7 DOING BUSINESS IN AFRICA. Luncheon program sponsored by the Milwaukee World Trade Association. Speakers (& topics) include Dr. Jeffrey Sommers, Associate Professor, University of Wisconsin Milwaukee (The Global Economy of Africa and its Effects on Business) and Wayne Ramus, Vice President, Global Growth & Operations, GE (Financial Aspects of Doing Business with Africa). 11:30 a.m. – 1:00 p.m., Metropolitan Milwaukee Association of Commerce, 756 North Milwaukee Street, Milwaukee, WI. MWTA Members - \$20; Non-members - \$40. For information & registration, please e-mail: khenry@mmac.org, or call 414/287-4141.
- Feb. 12 EXPORTING COSMETICS TO ALBANIA, BULGARIA, POLAND, ROMANIA, AND UKRAINE. Webinar, sponsored by the U.S. Commercial Service, will feature speakers from the Commercial Sections of the U.S. Embassy in each country along with industry representatives. 10:00 – 11:30 a.m. CST. Fee: \$50. For information & registration, please see: http://export.gov/eac/show_detail_trade_events.asp?EventID=33825&InputType=EVENT.
- Feb. 12 MANAGING YOUR GLOBAL BRAND. Event sponsored by the Madison International Trade Association. Presentation by Eric Bjorling, Trek, and Dr. Moses Altsech, Chair, Marketing Department, Edgewood College MBA Program and President, Executive Training and Consulting. 11:30 a.m. – 2:00 p.m., Madison Marriott West, 1313 John Q. Hammons Drive, Middleton, WI. MITA Members - \$25; Non-members - \$40. For information & registration, please see: www.mitatrade.org.
- Feb. 12 IMPORTING INTO MEXICO. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will allow attendees to develop a thorough understanding of the major areas of concern under the Mexican customs laws. 12:00 – 1:30 p.m. CST. Fee: \$200. For information & registration, please see: www.strtrade.com/events-Importing_Into_Mex_021213.html.
- Feb. 13 EXPORTING COSMETICS AND BEAUTY PRODUCTS TO SPAIN AND PORTUGAL. Webinar, sponsored by the U.S. Commercial Service, will feature speakers from the Commercial Sections of the U.S. Embassy in each country along with industry representatives. 10:00 – 11:30 a.m. CST. Fee: \$50. For information & registration, please see: http://export.gov/eac/show_detail_trade_events.asp?EventID=33824&InputType=EVENT.
- Feb. 13 CAFTA-DR FOR TEXTILE & APPAREL. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will address CAFTA-DR for textiles and apparel, including: rules of origin; products with flexible rules of origin; completing CAFTA-DR certifications; and best practices for documents to verify CAFTA-DR claims. 12:00 – 1:30 p.m. CST. Fee: \$200. For information & registration, please see: www.strtrade.com/events-CAFTA-DR-021313.html.
- Feb. 14 THE NEW & IMPROVED CBP: TRANSFORMATION, TRUSTED TRADERS, CEES, & ROLE OF THE BROKER. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine how CBP is transforming itself and the impact on your company. 12:00 – 1:00 p.m. CST. Fee: \$150. For information & registration, see: www.strtrade.com/events-New_and_Improved_CBP_021413.html.
- Feb. 15 THE STATE OF THE ECONOMY. Sixteenth Annual Traditional Chinese dinner in celebration of the arrival of the Year of the Snake, sponsored by the United State of America-China Chamber of Commerce. Presentation by Dr. William Testa, Vice President, Federal Reserve Bank of Chicago. 5:30 – 9:00 p.m., House of Fortune, 2407 South Wentworth Avenue, Chicago. USCCC Members - \$60; Non-members - \$75. Advance registration required by February 8. For information & registration, please see: www.usccc.org.
- Feb. 19 AIR AND OCEAN TRANSPORTATION. Seminar sponsored by the Global Training Center. Topics include: Packaging & Transportation Cost; Ocean Transportation; Air Freight Transportation; Insurance; Transportation & Documentation; Government Security Initiatives. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by January 19; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 19 GLOBAL TRADE – EXPORTING: GET THE BASICS FROM THE PROS. Workshop sponsored by SCORE. Topics include: Financial Instruments for International Trade; International Trade Law; Patent Law; SBA International Trade Programs; Intellectual Property Law; Customs Brokerage; Freight Forwarding & Logistics. 8:30 a.m. – 3:45 p.m., 500 West Madison Street, Suite 1150, Chicago. Pre-registered - \$120; At-the-door - \$130. For information & registration, please see: <https://s08.123signup.com/servlet/SignUpMember?PG=1522055182300&P=15220551911423757100&Info>.

Events in the Industry

- Feb. 19 IMPORT/EXPORT VALUE-STREAM MAPPING YOUR COMPLIANCE ORGANIZATION. Seminar sponsored by Sanders Trade Consulting Services Inc. & NH3 Business Partners Inc. Topics include: Best practices in preparing for external reviews and Customs audits; Identifying control weaknesses in your compliance flow; Process and streamline your import/export organization; Help identify process & compliance opportunities. 9:30 a.m. – 4:00 p.m., Lewis University Oak Brook Campus, 2122 York Road, Suite 170, Oak Brook, IL. Fee: \$395 (by January 21; \$495 thereafter). For information & registration, please see: www.nh3businesspartners.com/Import-Export-Seminar.html.
- Feb. 20 LETTERS OF CREDIT. Seminar sponsored by the Global Training Center. Topics include: Introduction/Decision Criteria; Compare to L/C (Flow, Risk, Cost, Administration); Review of L/C Procedure as Exporter and Importer; Special Types of Letters of Credit; UCP 600, Articles and Note on Each Article; Transaction Review – Export Letter of Credit with Comments on UCP. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by January 20; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 20 GLOBAL TRADE: IMPORTING. Workshop sponsored by SCORE. Topics include: Financial Instruments for International Trade; International Trade Law; Patent & Intellectual Property Law; Customs Brokerage; Freight Forwarding & Logistics. 8:30 a.m. – 3:45 p.m., 500 West Madison Street, Suite 1150, Chicago. Pre-registered - \$120; At-the-door - \$130. For information & registration, please see: <https://s07.123signup.com/servlet/SignUp?P=15220551911423756000&Info=&PG=1522055182300>.
- Feb. 20 GLOBAL COUNCIL MIXER. Event sponsored by the Mainstreet Organization of Realtors with the International Real Estate Federation, Asian Real Estate Association of America and the National Association of Hispanic Real Estate Professionals. Learn about resources available in the Asian and Hispanic communities, as well as international opportunities. 3:00 – 4:30 p.m., 6655 Main Street, Downers Grove, IL. For information & registration, please call Peggy Kayser at 630/324-8460.
- Feb. 21 EXPORT DOCUMENTATION. Seminar sponsored by the Global Training Center. Topics include: Negotiating Your Contract and Meeting Its Terms; Incoterms 2010: Product Transportation and Risk of Loss; Selection of Harmonized System Number and Tariff Consideration; Forms of Payment; Documentation for Your Export Sale; U.S. Government Export Regulations; Transporting Your Products. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by January 21; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 22 EXPORT TO CANADA. Seminar sponsored by the Global Training Center. Topics include: Doing Business in Canada; Export Procedures to Canada; Export Documentation to Canada; Tariff Schedules and Other Regulations; Distribution Practices in Canada; Payments and Banking. 8:30 a.m. – 12:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$295 (by January 22; \$345 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 26 TARIFF CLASSIFICATION. Seminar sponsored by the Global Training Center. Topics include: Tariff Classification Background; Harmonized System; General Rules of Interpretation; General Notes; Classification Rulings; Classification Exercises. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by January 26; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 27 NAFTA RULES OF ORIGIN. Seminar sponsored by the Global Training Center. Topics include: Overview of the NAFTA Agreement Tariff Phaseout; Rules of Origin; Other Provisions Relating to Origin; Advance Ruling Procedures; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin. 8:30 a.m. – 4:00 p.m., Doubletree Guest Suites & Conference Center, 2111 Butterfield Road, Downers Grove, IL. Fee: \$495 (by January 27; \$545 thereafter). For information & registration, please see: www.globaltrainingcenter.com.
- Feb. 27 INTERNATIONAL TRAVEL AND TOURISM MARKETS: MEXICO. Webinar, sponsored by the U.S. Department of Commerce, Office of Travel & Tourism Industries and the U.S. Commercial Service Travel & Tourism Team, will cover international arrivals from Mexico, U.S. destinations most visited, spending patterns, trends highlighting critical data and market intelligence and practical market entry advice. 11:00 a.m. CST. Fee: \$50. For information & registration, please see: http://export.gov/eac/show_detail_trade_events.asp?EventID=33655&InputType=EVENT.



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Mike Cohen (mike@gciord.com) Global Consolidators 630-694-0233

THE OBJECTIVES OF THE ASSOCIATION SHALL BE:

- To exchange information and provide mutual assistance in the promotion of international air cargo transportation in the Midwest Area of the United States.
- To achieve coordinated action in the matters involving or affecting air cargo transportation in the Midwest Area of the United States.
- To carry out activities such as meeting, round table discussions, lectures, research, and information useful to the membership.
- To cooperate with other interested associations and trade groups.

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