



December 4, 2020 Volume 1, Nr. 13

It is with tremendous sorrow we share that Billie Sullivan of Roanoke Trade passed away unexpectedly early Tuesday morning from heart complications. Fortunately, her loving son and daughter-in-law were by her side. Billie had two children, three grandchildren and a fourth grandchild on the way.



Billie was Vice President of Underwriting and had worked for Roanoke Trade for forty years. Her forte was the Transportation Advantage Policy (some remember it was once called the 'Anduril' program). She worked in Roanoke's Long Beach office partnering closely with Gina Patterson for decades. Billie and Gina supported all of the Roanoke offices with dedicated Transportation Advantage service and underwriting and did so with passion.

If you ever forgot to dot an 'i' or cross a 't', she was there to fix it. If you were ever a first-timer attending an association event or conference, all you had to do was stick by Billie's side and you'd know everyone before the end of the night.

Without a doubt, there is and always will be a 'Billie Fan Club' among the clients she helped over the years. Their fierce loyalty to her was the proof.

Billie was a shining example for all of us in this crazy industry and a reminder that a person who cares about, lifts and supports others will reap the benefits of loyalty and meaningful relationships in return.

We extend our deepest condolences to Billie's family, friends, colleagues and to all who came to know her locally and nationally.

Links and stories of interest:

Inside the Dramatic Rescue of a Sailor in the Grueling, Around-the-World Vendée Globe Race

Tuesday morning's rescue of Vendée Globe sailor Kevin Escoffier—whose 60-foot racer sank just seconds after breaking apart—was not only unlikely, but miraculous.

'Beware of Fake COVID-19 Vaccine', Interpol Warns 194 Nations

Organized criminal networks could potentially target the COVID-19 vaccines and may even attempt to sell fake shots of the vaccines.

COVID Vaccine Researchers in India Hit by Hackers from Russia and North Korea, says Microsoft

North Korea and Russia are targeting seven prominent companies involved in the research of vaccines and treatments for COVID 19.

Government Actions and Trade

Brexit: Will the Borders be Ready?

The government says "huge advances" have been made in its preparations, but businesses that trade across the border are extremely concerned.

U.S. Imports of Saudi Crude Oil Fall to Lowest in Three Decades

The drop in Saudi crude imports comes against the backdrop of OPEC and its partners struggling to agree whether to walk back from the biggest-ever output cuts made earlier this year.

China Becomes EU's Largest Trade Partner

China is now the EU's largest source of imports, accounting for 21.9 percent of its total imports, and the third-largest export market at 10.3%.

CBP Field Operations Arrest Colorado Woman With Over \$3 Million in Methamphetamine at Anzalduas International Bridge

Officers conducting the secondary examination located 24 packages of alleged methamphetamine weighing 164 pounds (74.34 kg) concealed within the SUV's tires.

CBP Issues Detention Order on Cotton Products Made by Xinjiang Production and Construction Corps Using Prison Labor

The WRO on XPCC cotton products is the sixth enforcement action that CBP has announced in the past three months against goods made by forced labor from China's Xinjiang Uyghur Autonomous Region.

California Offering Temporary Tax Relief, Grants for Businesses

Impacted by COVID-19

The state is creating a \$500 million COVID-19 relief grant program, and a temporary tax relief program which, if fully utilized, is estimated to have billions in impact.

Get to know your local CES stations on December 8th.

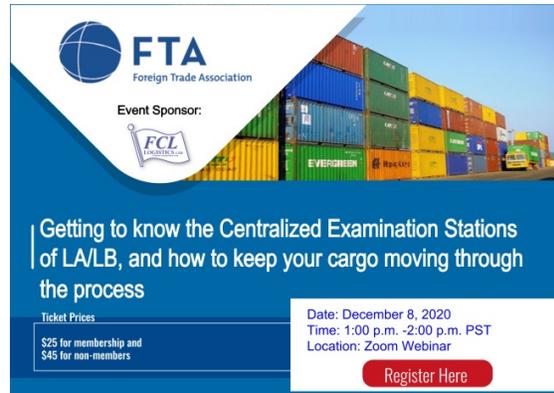
Hard to believe that Customs started the CES program in 1993, but there are three of these facilities operating in the LA/LGB port complex area to provide valuable services for cargo that must be examined before being released locally or moved elsewhere. Learn about these three locations from representatives from NFI/Cal Cartage, FCL Logistics and Price Transfer. Join us December 8th from 1 - 2 PM for a webinar.

Thanks to our sponsors, [FCL Logistics](#) and [Roberts & Kehagiaras LLP](#)

Members: \$25.00

Non-members: \$45.00

REGISTER TODAY



FTA
Foreign Trade Association

Event Sponsor:
FCL LOGISTICS

Getting to know the Centralized Examination Stations of LA/LB, and how to keep your cargo moving through the process

Ticket Prices
\$25 for membership and \$45 for non-members

Date: December 8, 2020
Time: 1:00 p.m. -2:00 p.m. PST
Location: Zoom Webinar

[Register Here](#)

Since their inception in 1993, Centralized Examination Stations facilitate shipments, which required CBP inspection, to minimize delays in the examination. LA/LB is lucky to have three sites who are authorized to perform these examinations. Come hear from all three CES sites as they share the 'tips and tricks' that will keep your cargo flowing.



KEVIN RIVERA
General Manager
NFI/California Cartage Company



TAMI LORENZEN
Chief Executive Officer
FCL Logistics



ADONNA FELIX
Vice President of Operations
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Virtually getting together for the holidays.

We know how crazy it is here in California - and the rest of the country is equally challenged by COVID as we head into the winter months. So we're going to get together for a virtual holiday party this year and our guest speaker is Noel Hacegaba, the Deputy Executive Director of the Port of Long Beach. We will also have the Marjorie M. Shostak Award ceremony. Don't miss it!

Thanks to our sponsors, [Interstate Personnel Services](#) and [Roberts & Kehagiaras LLP](#)

FTA
Celebrating 100 Years

FTA's Annual Holiday Celebration
December 17, 2020, 1:00- 2:00 PM PST

Presentation of 2020's
Marjorie M. Shostak Award

WEBINAR
**The Bridge to Everywhere:
Logistics in the 21st Century**

Keynote Speaker
Noel Hagegaba
Deputy Executive Director
Port of Long Beach



Dr. Noel Hagegaba will give an update on the Gerald Desmond Bridge Replacement also known as the "Bridge to Everywhere." He will discuss the benefits that the new bridge will have for the international trade community.

Tickets:
Members \$25, Non-Members \$45
\$200 Sponsorships Available

[REGISTER HERE](#)

Photo Courtesy of the Port of Long Beach



www.foreigntradeassociation.com 888-223-6459 info@foreigntradeassociation.com

Members: \$25.00

Non-members: \$45.00

Sponsorships: \$200.00

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Environmental

CIT Finds Importer Due Process Issues in EAPA Evasion Investigation

The Court of International Trade on Dec. 1 sent an Enforce and Protect Act (EAPA) evasion determination back down to CBP for reconsideration, finding the agency failed to properly disclose information.

Orsted to Fight \$1.1 Billion Danish Tax Bill for U.K. Wind Farms

Orsted A/S, the world's biggest developer of offshore wind farms, will appeal a decision by Danish tax authorities that would lump it with a 6.6 billion kroner (\$1.1 billion) levy tied to U.K. wind farms.

Singapore Shipping Company Fined \$12 Million Over Illegal Oily Water Discharges

The charges are related to the MV Pac Antares, a 586-foot bulk carrier owned and operated by two PCL subsidiaries. The Chief Engineer of the vessel was also convicted.

Salmon Have Been Dying Mysteriously on the West Coast for Years. Scientists Think a Chemical in Tires May be Responsible

Researchers found its presence in roadway runoff samples taken from across the West Coast, leading them to conclude it's likely the main cause of the population decline.



FTA New Member Thank You!

The FTA would like to acknowledge our new members each week in our newsletter. We sincerely appreciate their support and participation. Your FTA leadership continues to focus on delivering value during this time of social distancing and know that as we move into 2021 and back to in-person events that the opportunities will only continue to expand.

Norman Arauz, NDA Logistics Corporation
Kevin Argueta, Port of Long Beach
Amanda Barlow, Roanoke Insurance Group
Michelle Cooper, Price Transfer
Geoffrey Goodale, Duane Morris LLP
Lubka Katchakova, Consulate General of the Republic of Bulgaria
Rick Lorenzen, Price Transfer
Sam Musa, Student
Robert Pettit, Arthur J. Gallagher
Ken Uriu, Port of Long Beach

Maritime

OOCL to Levy U.S. West Coast Surcharge, Citing Congestion

Although Southern California has been the eye of the storm for Asia imports this extended peak season, the implementation of the surcharge at other major West Coasts ports reflects building pressure at those gateways.

LA Port Giving Near Real-time Info to Help Empty Container Returns

The Port of Los Angeles is hoping a new digital platform that provides near-real-time information meant to ease the return of empty containers will help improve the congestion woes that have at times almost crippled the Southern California supply chain in recent months.

Massive Cargo Loss: Estimated 1,900 Containers Lost or Damaged on ONE Apus

The ONE Apus was sailing from Yantian, China to Long Beach, California when, on Monday night (November 30), it encountered heavy weather with gail-force winds and large swells which caused the ship to roll heavily.

Industry Leaders Join Nor-Shipping Blue Economy Drive to Accelerate Sustainable Change for the Ocean

Hot topics for discussion include evolving finance models, systems change, energy transition, the infrastructure of innovation and future fuels, digitalization, electrification, autonomy, cross industry collaboration, and much more.

Shippers Brace for Wave of Carrier Charges as Service Suffers

Heavy demand is maxing out all available capacity on the major trades, and rates are rising.

Capacity Crunch Forces Shift to MPP Ships for Container Services

Due to high container rates and tight capacity, some logistics providers are deploying multipurpose ships in container trades.

FTA Membership Opportunity

Interested in Becoming a Member of the Foreign Trade Association?

The FTA is offering 50% off on Corporate and Individual memberships for new members from now until the end of December.

- Corporate = \$300 (Regularly \$600)
- Individual = \$150 (Regularly \$300)

To qualify as a new member, there must be at least an 18-month lapse from the previous membership. An individual who has left a company that was or is a member is also eligible for this promotion.

Other conditions and restrictions apply. Visit our website to learn more and join today!

JOIN TODAY

Videos of the Week

Vendée Globe

There is an amazing solo round-the-world race that is underway right now and if you're interested in either the fourth installment or would like to start from the beginning, click on the image below to watch or follow through to their website.



#4

WEEKLY RECAP

Logistics and Trade

FMC Fact Findings on Impact of COVID-19

The Commission initiated Fact Finding No. 29, International Ocean Transportation Supply Chain Engagement, in order to identify operational solutions to cargo delivery system challenges related to Coronavirus-19.

Delivery-Only Ghost Kitchens Are Reshaping the Restaurant Industry

These businesses, which can host food preparation for multiple restaurants at a single location, are attracting interest from investors and restaurateurs.

XPO to Spin Off Logistics Assets Into Separate Company

XPO Logistics, a \$16.6 billion company in 2019, will be split in two, the company announced Wednesday, one focusing on less-than-truckload (LTL), drayage, intermodal, last-mile, and truckload brokerage in the United States, and the other on contract logistics in the US and Europe.

Softbank Backs Flock Freight's 'Pooled Truckload' Model

San Diego-based Flock Freight's model is built around using machine learning algorithms to aggregate LTL shipments in a way that allows truckload carriers to make multiple pickups and dropoffs efficiently. As a result, shippers can get LTL-like service at truckload pricing.

Truck Drivers Could Be Among Earliest to Get COVID-19 Vaccine

As many as 40 million doses of a COVID-19 vaccination could be administered

by the end of the year, according to a committee within the Centers for Disease Control and Prevention.

Pfizer Slashed Its Original Covid-19 Vaccine Rollout Target After Supply-Chain Obstacles

Pharma giant expects to ship half the doses it had originally planned after finding raw materials in early production didn't meet its standards

Editorial

This week's commentary comes from Bruce Leeds, Of Counsel at Braumiller Law Group PLLC

Let's Get Schooled! Customs Proposal for Continuing Education for Customs Brokers

In a Federal Register Advance Notice of Proposed Rulemaking, dated Oct. 28, 2020, US Customs & Border Protection (CBP) proposed a program for continuing education of licensed individual customs brokers. The Advance Notice is based on the recommendations of CBP and experienced customs brokers working under a subcommittee of the Commercial Operation Advisory Committee (COAC).

CBP currently has no continuing education requirement for licensed brokers. Brokers must file a triennial report and pay permit fees, but they do not have to demonstrate they are keeping up with changes.

The Advance Notice contains several key elements, including:

- The proposed requirement is 40 hours of education over a 3-year period. All customs brokers would have to meet this requirement, regardless of the length of time they have been licensed, whether they are a sole proprietor or a qualifying license holder in a customs broker company, or are not engaged in Customs business at all.
- CBP recommends that 75% of the training should focus on Customs business and CBP operational and process requirements. The remaining hours could cover other US Government agency requirements.
- Customs brokers would indicate they met the education requirement when filing the Triennial Report. CBP would do a 10% random sampling (read "audit") of the brokers reporting to ensure they met the requirement. CBP is considering two options for brokers who do not indicate they met the education requirement with the Triennial Report. Either one could result in the broker's license being revoked if they could not prove they met the requirement.
- If CBP discovers that a licensed broker made a false or misleading report, it could result in a penalty or suspension or revocation of the broker's license.
- All relevant US Government training would be considered accredited. CBP will not accredit non-government training; instead it proposes to outsource accreditation to non-government entities that would apply, meet stringent criteria, and be approved to serve as accreditors. Parties offering training to meet the continuing education requirement would need to have one of these accreditors approve their training.

CBP is seeking comments, feedback, and suggestions to this Advance Notice of Proposed Rulemaking. Individuals, companies and associations can submit comments through www.regulations.gov. Cite Docket no. USCBP-2020-0042. Comments are due on or before Dec. 28, 2020.



Got a story idea?

The FTA wants to hear from you! Is there a topic or industry that we're not covering that you'd like to see more of? Drop Mark Hirzel an email by clicking the button below with your suggestions.

[EMAIL MARK TODAY](#)

Other Upcoming Events

December 8 - WEBINAR - Getting to know the Centralized Examination Stations of LA/LB, and how to keep your cargo moving through the process - 1:00 - 2:00 PM PST -Come hear from all three CES sites as they share the 'tips and tricks' that will keep your cargo flowing. [Registration now open here.](#)

December 10 - LAACA Virtual Holiday Party - 4:00 - 7:00 PM PST -Free to attend and celebrate on the REMO platform featuring comedic entertainment and networking. Donations encouraged to charities and take a chance on a 50/50 raffle and other gift cards. [Registration now open here.](#)

December 17 - WEBINAR & Virtual Holiday Party - The Bridge to Everywhere - 1:00 - 2:00 PM PST -Join us for our annual holiday gathering - virtually for safety, of course ,featuring Port of Long Beach Deputy Executive Director Noel Hacegaba. [Registration now open here](#)

January 26 - WEBINAR -Forced Labor in today's global trade environment - 1:00 - 2:00 PM PST This webinar will offer a unique perspective to importers looking to create or enhance their forced labor compliance programs. [More details to follow!](#)