



DSV Air & Sea Inc.

US Customs Brokerage and Compliance Presentation

A Balanced Solution:

DSV Freight Forwarder and DSV Customs Broker

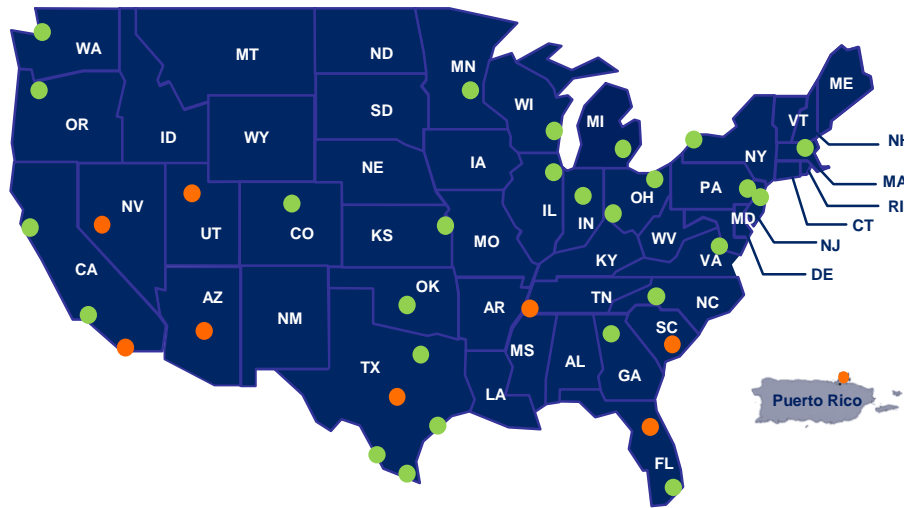


DSV as your Forwarder and Customs Broker



Beneficial synergies occur when logistics and brokerage are combined. Delays in Speed to Market are reduced by seamless integration systems, personnel, process and improvements.

35 USA Branches – 26 with onsite Customs Agents



Atlanta

Regional Brokerage Manager: Brian Baldwin
Tel: 404.305.7543 Mobile: 404.667.5002

Austin

Brokerage Manager: Bethany Knudson
Tel: 817.424.5111 Mobile: 817.718.7928

Boston

Brokerage Supervisor : Tracey Giglio
Tel: 857-574-7145 Fax: 617.568.9825

Buffalo

Brokerage Manager: Jon Vincent
Tel: 716-220-9490 X 8507 Office: 716-220-9490

Charleston

Regional Brokerage Manager: Brian Baldwin
Tel: 404.305.7543 Mobile: 404.667.5002

Charlotte

Brokerage Manager: Pam Joyce
Tel: 704.357.6114 Mobile: 707.408.8292

Chicago

Brokerage Manager: Shahed Ansari
Tel: 847.956.8855 Mobile: 630.788.5153

Cincinnati

Brokerage Manager: Julia Lescano
Tel: 859.692.2564 Mobile: 513.602.8366

Clark, NJ (Corporate Office)

Director, Customs Compliance: Bernadette Metellus
Tel: 732.850.8000 Mobile: 908.872.3857
Commercial CHB Manager US: Mari Monarrez
Tel: 915.201.6167
Customs Compliance Manager: Omar Echevarria
Tel: 732.850.8000 Mobile: 862.273.1652
Customs Brokerage Manager: Kathy Zagorski
Tel: 732.850.8000 Fax: 732.850.8010

Cleveland

Brokerage Manager: Steve Hupp
Tel: 440-243-0900 Fax: 440-243-8270

Dallas

Commercial Director NA CHB: John Rodriguez
Tel: 817.424.5111 Mobile: 817.718.7928
Commercial CHB Manager US: Sandra Petty
Tel: 817.424.5111 Mobile: 940.391.2641
Brokerage Manager: Bethany Knudson
Tel: 817.424.5111 Mobile: 817.718.7928
Brokerage Supervisor: Brenda Stone
Tel: 817.424.5111 Fax: 817.424.5141

Denver

Brokerage Manager: Vicki Warren
Tel: 720.858.8000 Fax: 720.858.9000

Detroit

Brokerage Manager: Marie Knight
Tel: 734.398.7670 Fax: 734.398.7671

Houston

Brokerage Manager: Jerome Gordon
Tel: 281.590.5590 Mobile: 346.203.0063

Indianapolis

Brokerage Manager: Ryan Kuhl
Customs Broker: Nichole Herthoge
Tel: 317.744.2027 Fax: 317.744.2028

Kansas City

Brokerage Manager: Rachel Dean
Tel: 816.891.0077 Fax: 816.891.6372

Laredo

Brokerage Manager: Graciela Garza
Tel: 956.723.4343 Mobile: 956.436.8321
Brokerage Supervisor: Elizabeth Cumpain
Tel: 956.723.4343

Los Angeles

Brokerage Manager: Phoenix Cole
Tel: 310.414.1516 Mobile: 310.408.2642

McAllen

Branch Manager: Rafael Villegas
Brokerage Analyst: Anabel Rangel
Brokerage Analyst: Esmeralda Gonzalez
Tel: 956.723.4343

Memphis

Regional Brokerage Manager: Brian Baldwin
Tel: 404.305.7543 Mobile: 404.667.5002

Miami

Regional Brokerage Manager: Carol Scheid
Tel: 305.477.6800 Fax: 305.477.6971

Milwaukee

LCB-DPQ: Kimberly Leberg
Tel: 414.423.5370 Mobile: 414.423.0191

Minneapolis

Brokerage Manager: Jennifer Schwarzbauer
Tel: 651.452.8840 Fax: 651.452.8773

Oklahoma City

Brokerage Manager: Christine Gann
Tel: 405.495.0005 Mobile: 405.922.4771

Orlando

Brokerage Manager: Carol Scheid
Tel: 305.477.6800 Fax: 305.477.6971

Philadelphia

Brokerage Manager: Michael Crager
Tel: 610.532.9021 Fax: 610.532.3919

Phoenix

Customs Broker: Phoenix Cole
Tel: 310.414.1516 Mobile: 310.408.2642

Portland

Regional Brokerage Manager: Robert Boswell
Tel: 971.200.3756 Mobile: 503.329.5435

Puerto Rico

Customs Brokerage Manager: Kathy Zagorski
Tel: 732.850.8000 Fax: 732.850.8010

Reno

Brokerage Manager: Cynthia Del Corto
Tel: 650.869.5880 Mobile: 415.314.7769

Salt Lake City

Tel: 801.334.7000 Fax: 801.384.7001

San Diego

Brokerage Manager: Phoenix Cole
Tel: 310.414.1516 Mobile: 310.408.2642

San Francisco

Brokerage Manager: Cynthia Del Corto
Tel: 650.869.5880 Mobile: 415.314.7769

Seattle

Brokerage Manager: Josie Gonzalez
Tel: 206.878.8001
Branch Manager: Jesper Damgaard
Tel: 206.878.8001 Mobile: 206.359.0085

Washington D.C.

Entry Writer: Sarah Orrison
Tel: 571.612.3250 Fax: 571.612.3240

DSV Brokerage - Scope

Capabilities include:

- ACE Entry filer
- C-TPAT Certified Freight Forwarder.
- Remote location filing and reconciliation flagging through every US Port of Entry.
(Continuous Bond must be on file, for specific entry types only)
- EDI Connection to USCBP via Automated Broker Interface (ABI).
- “Wheels-Up”, Overtime and Weekend Customs Clearance services.
- Duty Drawback Program
- Harmonized Tariff Classification database services.
- Importer Security Filing (ISF / 10+2)
- ACE Portal Account Participant
- Specialized Brokerage Reports
- 48 OGA (Other Government Agencies) Applications & Licenses
- Binding Rulings
- Trade Seminars
- Importer Self Assessment Program
- ACH (Automated Clearinghouse) and Periodic Monthly Statement
- ATA Carnets and Temporary Import Bonds
- Cargo Insurance
- Bond Services



DSV Brokerage - *Benefits*

Benefits include:

- Effective partnering with clients providing support in compliance, classification, and new regulations.
- Monitor rapidly changing government regulations.
- Continuous education of staff to stay on-top of changes.
- Expedited paperwork review and entry.
- Consulting clients in Trade Transformation.
- Duty / Tax Estimation & support of ACH & Bi-monthly Duty Payment Options.
- Bonded Warehouse and Foreign Trade Zone Entries.
- TIB's, Carnets, Quota Merchandise.
- NAFTA Management and Free Trade Agreements.
- Trade Alerts & Updates, Special Commodity Updates



DSV Brokerage - *Trade Law*

Assisting in Risk Management, according to the Modernization Act:

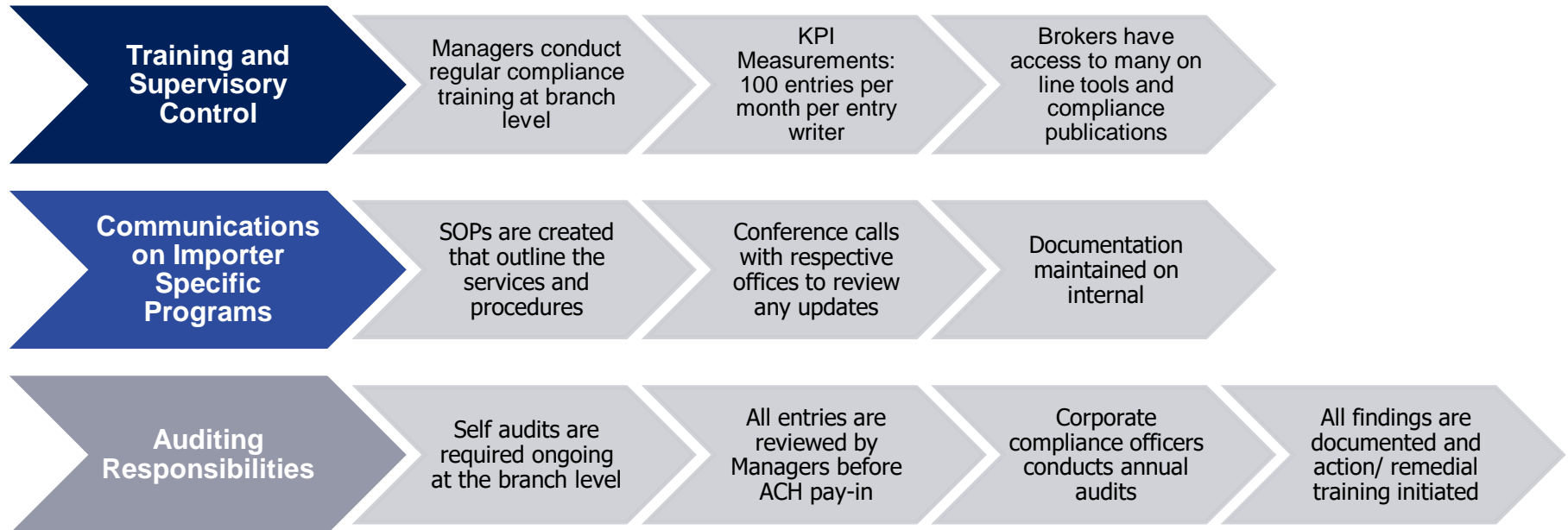
- Customs Valuation, Including Related Party Concerns
- Antidumping & Countervailing Duty Cases
- Representations to the U.S. Trade Representative in WTO
- Special Trade Programs such as NAFTA, GSP, CBERA, CAFTA
- Application & Interpretation of Treaties, Statutes and Executive Orders
- Implementing Compliance Programs for Importers and Brokers
- Country of Origin Determinations and Country of Origin Marking
- Customs Audits & Customs Recordkeeping Requirements.
- Special Tariff Provisions Such as American Goods Assembled Abroad /
Articles Exported for Repairs or Alterations
- Copyright and Trademark Issues
- Up to date information on new and ongoing Legislation activities



DSV Brokerage Process / Structure

Customs Brokerage statistics:

- Broker to entry writer ratio 1:3
- Staff turnover is less than 2% per year
- Each office has been trained on full service brokerage capabilities



Shipment Detail, Reporting Entry and ISF

Detailed Entry Report sent directly from our EDI system to importer -
Summary (Import Declaration Report) and Granular (Import Invoice Line Report)

Sample Fields

Entry Type	Agriculture Hold Removed	Customs Qty 1	House Bills	Other Hold Date	Supplier Code
Job Number	ADD	Customs Qty 2	Importer Code	Other Hold Removed	Supplier MID
Filer	Arrival Port	Customs Qty 3	Importer No.	Owner Reference	Supplier
Entry No.	Desc	Customs UQ 1	IOR Code	Mode	Surety Code
Importer	Bond Type	Customs UQ 2	Importer of Record	Paperless	Tax Deferred
Import Date	Brn	Customs UQ 3	IOR No.	Pay Authorization Date	Textile Category
Entry Port	Broker Name	CVD Case No	Intensive Date	Payable HMF	Textile Visa No
Arrival Date	Broker	Billed	Intensive Removed Date	Payable MPF	Total Packages
Arrival Port	C/E Name	Duty Paid Date	Invoice Number	Payment Due	Total Packages Unit
Tariff	C/O Name	EI Status	IR Tax Amount	Pay Type	Trans
Goods Description	Carrier SCAC	EI Status Description	Lading Port Desc	Lading Port	US/Orig. Value
C/O	Census Warn	Enable All	Line No	PSD	Vessel
C/E	Certification Request Date	ENS Status	Liquidation. Date	Presentation Date	
SPI	Comments	ENS Status Description	Liquidation. Type	Product Attribute 1	
Line Entered Value	Containers	Entry Mode	Live Entry	Product Attribute 2	
Curr	Containers Count	Entry Port Desc	Lookup Code	Product Attribute 3	
Ex Rate	Cotton Fee Exempt	Est. Entry Date	Manufacturer Code	Product Code (same as part number)	
Invoice Quantity	CVD	Export Date	Manufacturer	Prov/Prog. Tariff	
Invoice UQ	Created On	FDA Hold Date	Manufacturer MID	Recon Entry Numbers	
Product Division	Customs Hold Date	FDA Release Date	Manf./Supplier MID	Recon Issue	
Transactions Related	Customs Hold Removed	FDA Status	Master Bills	Release Date	
Other Fee Code	Customs Prov/Prog. Qty 1	FDA Status Description	MPF	Release Status	
Total Payable	Customs Prov/Prog. Qty 2	FIRMS Code	NAFTA Recon	Release Status Description	
7501 Line Number	Customs Prov/Prog. Qty 3	First Release Date	Order References	Secondary SPI	
ADD Case No	Customs Prov/Prog. UQ 1	Gross Weight	Order Reference No	Type	
Agriculture Hold Date	Customs Prov/Prog. UQ 2	Gross Weight UQ	Other Fees	PSM	
	Customs Prov/Prog. UQ 3	HMF		Statement No.	

ISF Filing Report - Sample

DSV Air & Sea, Inc. US
Importer Security Filings Report
Job Registered On From: 01-Jan-12 To 31-Jan-12

Branch	Job Ref.	Bond Type	Action	Action Description	1st US Route ETD	HouseBill	Customs Reference	First Accepted	Last Accepted
LAX	ISFUSLAX0002066	8	CT	COMPLIANT TRANSACTION		DFDSTPE0154	DSV-665062281	04-Jan-12	04-Jan-12
LAX	ISFUSLAX0002069	8	CT	COMPLIANT TRANSACTION		DFDSTPE0155	DSV-930958010	04-Jan-12	04-Jan-12
LAX	ISFUSLAX0002070	8	CT	COMPLIANT TRANSACTION		DFDSTPE0155	DSV-237931853	04-Jan-12	04-Jan-12
LAX	ISFUSLAX0002071	8	CT	COMPLIANT TRANSACTION		DFDSTPE0153	DSV-212083008	04-Jan-12	04-Jan-12
LAX	ISFUSLAX0002079	8	CT	COMPLIANT TRANSACTION		DFDSHKG0001	DSV-215429600	05-Jan-12	05-Jan-12
LAX	ISFUSLAX0002081	8	CT	COMPLIANT TRANSACTION		DFDSHKG0001	DSV-509122366	05-Jan-12	05-Jan-12
LAX	ISFUSLAX0002082	8	CT	COMPLIANT TRANSACTION		DFDSSHA0926	DSV-795994169	05-Jan-12	05-Jan-12
LAX	ISFUSLAX0002103	8	CT	COMPLIANT TRANSACTION		DFDSNGB0936	DSV-111091515	09-Jan-12	09-Jan-12
LAX	ISFUSLAX0002125	8	CT	COMPLIANT TRANSACTION	11-Jan-12	DFDSTPE0156	DSV-705147244	11-Jan-12	11-Jan-12
LAX	ISFUSLAX0002129	8	CT	COMPLIANT TRANSACTION		DFDSTPE0155	DSV-847639517	12-Jan-12	12-Jan-12
LAX	ISFUSLAX0002133	8	CT	COMPLIANT TRANSACTION		DFDSHKG0003	DSV-818261321	12-Jan-12	12-Jan-12
LAX	ISFUSLAX0002136	8	CT	COMPLIANT TRANSACTION		DFDSHKG0003	DSV-674359138	12-Jan-12	12-Jan-12
LAX	ISFUSLAX0002181	8	CT	COMPLIANT TRANSACTION		DFDSTPE1551	DSV-814086741	16-Jan-12	16-Jan-12
LAX	ISFUSLAX0002191	8	CT	COMPLIANT TRANSACTION		DFDSZSX000	DSV-728173135	17-Jan-12	17-Jan-12
LAX	ISFUSLAX0002204	8	CT	COMPLIANT TRANSACTION		DFDSTPE0156	DSV-341173939	18-Jan-12	18-Jan-12
LAX	ISFUSLAX0002219	8	CT	COMPLIANT TRANSACTION		DFDSHKG0004	DSV-331562977	19-Jan-12	19-Jan-12
LAX	ISFUSLAX0002233	8	CT	COMPLIANT TRANSACTION		DFDSHKG0003	DSV-670908849	19-Jan-12	19-Jan-12



www.us.dsv.com