

TO: Senator Dole
FR: Kerry

RE: National Customs Brokers and Forwarders Association
September 24, 1991 *12:00 noon*

*You will speak to about 120 members of Association in town for government affairs conference.

*Members are employed as licensed customs brokers and/or licensed ocean freight forwarders. Licenses are issued by the U.S. Dept. of Treasury.

*Complexity of job is evident in fact that for every shipment entering the United States, there is an official greeting: 500 pages of customs regulations and thousands of tariff items.

*They have asked for informal remarks on trade-related issues, and then a question and answer session. Attached draft gives you a number of points to pick and choose from.

SPEAK

"A National Association



of International Scope"

National Customs Brokers & Forwarders Association of America, Inc.

One World Trade Center, Suite 1153/New York, NY 10048/(212) 432-0050

Arthur L. Litman
President

John Hammon, CAE
Executive Vice President

The Honorable Bob Dole
United States Senate
SH-141 Hart Senate Office Building
Washington, DC 20510-1601

Dear Senator Dole:

The National Customs Brokers & Forwarders Association of America will hold its annual Government Affairs Conference at the Hyatt Regency Hotel on Capitol Hill in Washington on September 23-24, 1991. Leaders of our industry from every part of the country are planning to attend.

We would be most honored to have you appear as the luncheon speaker for this conference on Tuesday, September 24. A suggested topic would be "1992: The Mix of Trade and Politics," and our members will be particularly interested in your comments and observations.

The program is scheduled for 11:45 to 1:15 pm on September 24. Lunch will be served from 11:45 to 12:30 and we would like to have you speak for approximately 20 to 30 minutes beginning at 12:30. If you have no objections, we would also like to allow a few minutes following your remarks for questions from the audience.

We are very hopeful that your busy schedule will permit you to participate in this important program. However, if you have a conflict at that particular time, please let us know if you would be available at another time and we will try to rearrange the schedule, if possible.

For purposes of advance publicity and introductions, we would like to request that your office send us a glossy photo and brief biography.

Your participation will add greatly to the success of the NCBFAA Government Affairs Conference for 1991 and we look forward to your favorable response as soon as possible.

Cordially,

John Hammon, CAE
Executive Vice President

8-23 confirmed w/ John Hammon 11:20:00 Noon

Carol Moore

cc: Jon Kent, Washington Representative

7-30-91 Interview ltr.

Thursday - Sept. 24

12:30 p.m.

(20-30 min. speech + Q+A)

Hyatt Regency Hotel
Capitol Hill - Wash. D.C.

July 23, 1991
by [unclear] of [unclear]
12:30
1,000-

SENATOR BOB DOLE
REMARKS
NATIONAL CUSTOMS BROKERS
AND FORWARDERS
***THANK YOU. IT'S A**
PLEASURE TO BE HERE WITH
THE MEMBERS OF AN
ORGANIZATION WHICH HAS
LONG BEEN ON THE FRONT
LINES OF INTERNATIONAL
TRADE.

***PERHAPS THERE'S NEVER
BEEN A MORE EXCITING AND
CHALLENGING TIMES TO BE ON
THOSE FRONT LINES THAN
TODAY....THE REMARKABLE
CHANGES IN EASTERN EUROPE
AND RUSSIA...EC 92...THE
CONTINUING STRENGTH OF THE
PACIFIC RIM...IF AMERICA AND
THE NCBFAA ARE TO PROSPER
IN THIS NEW ERA...WE MUST**

**HAVE TRADE LAWS THAT
PROMOTE FREE AND FAIR
TRADE.**

***WOULD LIKE TO SPEAK THIS
MORNING FOR A FEW MINUTES
ON TRADE-RELATED ISSUES,
AND THEN WILL BE HAPPY TO
ANSWER YOUR QUESTIONS.**

**PRESIDENT JAMES MADISON
ONCE WROTE OF HIS HOPE
THAT THE NEW NATION COULD**

**FIND "A PERFECT SYSTEM OF
TRADE."**

***I'M SURE YOU WILL AGREE
WITH ME IN SAYING THAT
NEARLY TWO CENTURIES LATER,
OUR SYSTEM OF TRADE IS STILL
FAR FROM PERFECT.**

***AS I'M SURE YOU KNOW,
INTERNATIONAL TRADE OFTEN
SEEMS TO BE A COMPLEX AND
CONFUSING MAZE OF TARIFFS,**

SUBSIDIES, RED TAPE, AND CONSTANTLY SHIFTING ALLIANCES.

***FOR THE PAST DECADE,
HOWEVER, PRESIDENTS REAGAN
AND BUSH HAVE SOUGHT TO
BRING SOME COMMON SENSE
TO TRADE POLICY. THEIR
ACTIONS HAVE BEEN BASED ON
TWO SIMPLE PRINCIPLES.
FIRST, THAT FREE TRADE IS THE**

**BEST TRADE. AND SECOND,
THAT WHEN AMERICANS ARE
COMPETING IN A TRADING
SYSTEM FREE OF SUBSIDIES OR
ARTIFICIAL BARRIERS, THEY CAN
OUTPRODUCE AND OUTSELL
ANYONE, ANYWHERE IN THE
WORLD.**

***THESE PRINCIPLES ARE
BEHIND PRESIDENT BUSH'S
VISION OF A HISTORIC FREE**

**TRADE AREA RANGING FROM
THE YUKON TO THE YUCATAND.
FAST TRACK**

***THIS VISION WOULD HAVE
BEEN ENDED IF CONGRESS HAD
NOT AGREED TO THE
PRESIDENT'S PROPOSAL TO
EXTEND FAST TRACK
AUTHORITY.**

***NO ONE SHOULD
UNDERESTIMATE WHAT WAS AT**

**STAKE WITH FAST TRACK.
GLOBALLY, ABANDONING FAST
TRACK WOULD HAVE CAUSED
IRREPARABLE HARM IN OUR
ABILITY TO WORK TOGETHER
WITH THE 107 GATT
PARTICIPANTS. THERE WOULD
BE NO FURTHER URUGUAY
ROUND. ABANDONMENT WOULD
ALSO HAVE BEEN SEEN AS A
REBUFF OF THE MEXICAN**

**LEADERS WHO RISKED MUCH TO
SUPPORT THE NEGOTIATIONS
THEY BELIEVE ARE SO
IMPORTANT TO THE FUTURE OF
THEIR COUNTRY.**

***CONGRESS WILL STILL HAVE
TO APPROVE THE US-MEXICO
PACT, WHICH THE
ADMINISTRATION WANTS TO
COMPLETE NEXT YEAR...AND IF A
GATT AGREEMENT IS REACHED--**

**WHICH IS PROVING TO BE MORE
DIFFICULT THAN BRINGING
GORBACHEV AND YELTSIN
TOGETHER--IT WILL ALSO HAVE
TO BE APPROVED BY
CONGRESS.**

CHINA/MFN

***ONE OF MOST EMOTIONAL
ISSUES THIS PAST YEAR WAS
PRESIDENT BUSH'S REQUEST TO
RENEW MFN FOR CHINA.**

***PRESIDENT BUSH WAS
ACCUSED BY SOME OF TURNING
BACK ON DEMOCRACY AND
REWARDING CHINA'S
CRACKDOWN.**

***I BELIEVE PRESIDENT BUSH
MADE THE RIGHT CALL...THERE
ARE TWO ROADS WE CAN TAKE
WITH CHINA...ONE IS TO TURN
OUR BACK ON CHINA AND TO
ISOLATE IT. THE OTHER IS TO**

**TRY TO MAKE A
DIFFERENCE...TO STAY IN A
DIALOGUE WHERE WE MAY HAVE
SOME INFLUENCE.**

SOVIET/MFN

***PRESIDENT HAS ALSO ASKED
CONGRESS TO GRANT MFN TO
THE SOVIET UNION...OR THE
UNION OF SOVIET STATES...OR
WHATEVER IT'S CALLED TODAY.
AND WE CAN EXPECT REQUESTS**

**OF MFN STATUS FOR MANY OF
NEWLY INDEPENDENT
COUNTRIES LIKE LATVIA,
ESTONIA, AND THE BALTICS.**

***FOR NOW, MOST IMPORTANT
AID WE CAN PROVIDE TO
SOVIETS IS FOOD AID. WE
MUST MOVE--AND MOVE
QUICKLY--TO HELP THE SOVIETS
GET THROUGH THE WINTER.
NOTHING WOULD ENDANGER**

**THE PROGRESS WE HAVE SEEN
THAN THE SHORT RUN
PROSPECT OF SEVERE FOOD
AND ENERGY SHORTAGES, AND
THE RESULTING POTENTIAL FOR
WIDESPREAD UNREST.**

***BUT BEYOND THAT KIND OF
EMERGENCY PACKAGE, LET'S
GO SLOW ON NEW AID
COMMITMENTS....AND BEFORE
WE MAKE THOSE**

**COMMITMENTS, LET'S MAKE
SURE THAT THOSE EARLY
PROMISES OF MORE
RESPONSIBLE INTERNATIONAL
POLICIES--CUTTING THE
MILITARY BUDGET, ENDING AID
TO CASTRO...DO COME TO PASS.**

***AND BEFORE WE COMMIT
AID, WE NEED TO MAKE SURE
THAT THE SOVIETS THEMSELVES
ABANDON THE ECONOMIC**

**SYSTEM THAT CREATED THEIR
PROBLEMS, AND TO BEGIN TO
PRACTICE SENSIBLE, MARKET-
BASED POLICIES.**

CANADIAN LUMBER

***WHILE WE SEEK MFN STATUS
FOR COUNTRIES, WE'VE ALSO
GOT TO MAKE IT CLEAR THAT
WE'RE NOBODIES PATSIES.**

***I JOINED WITH TWO-THIRDS
OF THE SENATE ON FRIDAY IN**

**SIGNING A LETTER URGING THE
PRESIDENT TO RETALIATE
AGAINST CANADA'S DECISION
TO TERMINATE A 1986
AGREEMENT USED TO EQUALIZE
SOFTWOOD LUMBER TRADE.**

***AS MANY AS 15,000
AMERICAN MILL WORKERS WILL
LOSE THEIR JOBS IF CANADA
GOES THROUGH WITH ITS PLAN
TO END 15% EXPORT TAX**

**IT VOLUNTARILY SLAPPED ON
SOFTWOOD LUMBER.**

***THE TAX WAS ESTABLISHED
TO OFFSET CANADIAN
GOVERNMENT SUBSIDIES THAT
ALLOWED THEIR
MANUFACTURERS TO FLOOD
THE U.S. MARKET WITH
CHEAPER LUMBER.**

***THESE SUBSIDIES STILL
EXIST...AND IF CANADA CANNOT**

**BE CONVINCED TO LEAVE THE
TAX ON, THEN THE NORTH
AMERICAN FREE TRADE
AGREEMENT MAY LOSE A LOT
OF SUPPORT.**

**EXPORT CONTROLS: *THERE
IS STRONG SUPPORT IN
CONGRESS FOR LEGISLATION
THAT WOULD REAUTHORIZE AND
MAKE SWEEPING CHANGES TO
FEDERAL LAWS RESTRICTING**

SALES OF HIGH-TECHNOLOGY GOODS TO FOREIGN COUNTRIES.

***SUBSTANCE OF BILL HAS
BEEN OVERSHADOWED BY A
DISPUTE BETWEEN CONGRESS
AND THE ADMINISTRATION OVER
PROVISIONS THAT WOULD
IMPOSE ECONOMIC SANCTIONS
ON COUNTRIES THAT USE
CHEMICAL AND BIOLOGICAL**

WEAPONS AND COMPANIES THAT SELL THEM.

***THE PRESIDENT POCKET
VETOED THE BILL LAST
NOVEMBER, SAYING THAT THE
DECISION ABOUT WHETHER TO
PUNISH COUNTRIES AND ARMS
EXPORTERS SHOULD BE MADE
BY THE PRESIDENT.**

***THREATS OF IRAQI
CHEMICAL ATTACKS DURING**

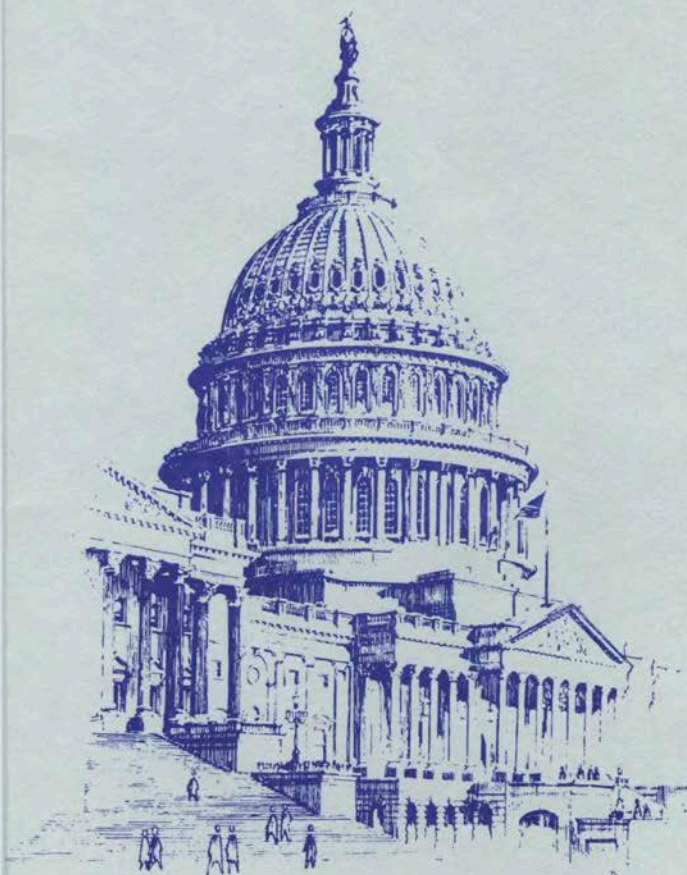
**PERSIAN GULF WAR HAVE
INCREASED SUPPORT IN
CONGRESS.**

**CONCLUSION: LOOK
FORWARD TO WORKING WITH
YOU AS WE CONTINUE SEARCH
FOR FREE SYSTEM OF
TRADE...AND I WOULD BE HAPPY
TO ANSWER ANY QUESTIONS.**

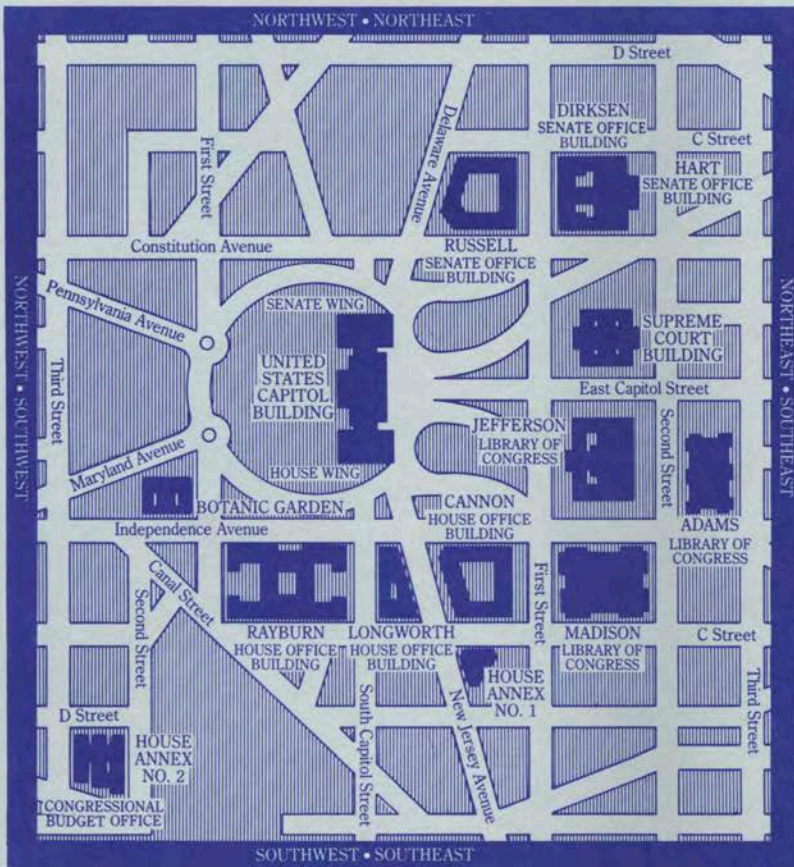
Dole, Robert
UNITED STATES SENATE
Washington, DC

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NCBFAA GOVERNMENT AFFAIRS CONFERENCE 1991



**September 23–24
Hyatt Regency Washington Hotel
Washington, D.C.**



Welcome to Washington . . .

and the 1991 NCBFAA Government Affairs Conference.

We're pleased to have you with us at this important gathering—the tenth in NCBFAA history. The Conference is a platform for our industry to make its voice heard in the nation's capital. Remember, it's not only what the Conference speakers have to say that is important; it's what you have to convey to them as a member of the broker/forwarder industry. Express your interests and concerns to the legislative and government leaders; this is what the Conference is all about. We're confident you'll find the Conference an interesting, informative experience—and we welcome any suggestions you may have to improve next year's program.

Wear Your Badge . . .

Conference badges are required for admission to all events. Be sure to wear yours at all times. As a courtesy to your fellow participants, wear your badge "high on the right," where it's easiest for others to read while shaking hands.

Carry Tickets With You . . .

Don't forget to carry your tickets with you at all times. You will need them for meal functions during the Conference. Additional tickets for spouses and guests for individual events may be purchased in advance at the NCBFAA Registration Desk. Tickets are not transferable, exchangeable or refundable.

No Smoking . . .

Your cooperation is requested in maintaining a smoke-free environment in the meeting rooms. If you wish to smoke, you may do so in the foyers during coffee breaks.

Please Be Prompt . . .

The Conference schedule is a full one, so it is important to begin each event on time. We ask that you arrive a few minutes before each session. This will help keep the programs running smoothly. Also, *participate* as fully as you can. *Your attendance at each session is vital to its success.* The Conference is for you. It's to your advantage to make the most of it.

Sig Shapiro

M. SIGMUND SHAPIRO,
Conference Chairman

PROGRAM

Sunday, September 22

- 8:00- Executive Committee Meeting, Bryce Room
10:00 a.m.
- 10:30 a.m.- Board of Directors Meeting, Columbia B
4:30 p.m.
- 7:00- NCBFAA 1991 CONGRESSIONAL AWARD
8:00 p.m. RECEPTION, Everglades/Yellowstone Room
A private, exclusive event—by invitation only—for 1991 PAC contributors.
Special Guest of Honor: BILL ARCHER (R-TEXAS)
Introductions: Floy Wood Evans, Houston, Texas

Monday, September 23

- 7:30- Registration, Capitol Room Foyer
8:00 a.m.
- 7:45- KEYNOTE BREAKFAST, Ticonderoga
9:15 a.m. *Speaker:* MORTON KONDRACK, Senior Editor, The New Republic; host, PBS-TV "American Interests"
Introductions: M. Sigmund Shapiro, Baltimore, Md.
- 9:30- UPDATE ON TRADE NEGOTIATIONS
10:30 a.m. AND CUSTOMS OVERSIGHT, Columbia B
Speaker: JOHN P. SIMPSON, Deputy Asst. Secy. for Regulatory, Tariff and Trade Enforcement, U.S. Department of the Treasury
Introductions: Harvey A. Isaacs, Esq., NCBFAA General Counsel
- 10:30- Coffee Break
10:45 a.m.

- 10:45- ADVISORY COMMISSION ON
11:45 a.m. CONFERENCES IN OCEAN SHIPPING: WHAT NOW?, Columbia B
Speaker: JEFFREY N. SHANE, Asst. Secy. for Policy and Int'l Affairs, U.S. Dept. of Transportation
Introduction: Jacqueline H. Adamson, Charleston, S.C.
- 12 Noon- Luncheon Program, Capitol Room
1:45 p.m. FORWARDER INTERESTS AT THE FMC
Speaker: CHRISTOPHER L. KOCH, Chairman, Federal Maritime Commission
Introductions: Steven W. Newman, Portland, Ore., Chairman, NCBFAA Freight Forwarding Committee
- 2:15- SHOULD WE AUTOMATE EXPORT
3:15 p.m. DATA?, Columbia B
Panel: WILLIAM F. RILEY, Asst. Commissioner, Information Management, U.S. Customs Service
TOM ARNOLD, Professional Staff Assistant, House Ways and Means Committee
DON L. ADAMS, Chief, Foreign Trade Div., U.S. Census Bureau, Dept. of Commerce
Moderator: Steven W. Newman, Portland, Ore., Chairman, NCBFAA Freight Forwarding Committee
- 3:15- Coffee Break
3:30 p.m.
- 3:30- WORLD TRADE—FROM THE
4:30 p.m. CONGRESSIONAL POINT OF VIEW, Columbia B
Speaker: GEORGE WEISE, Staff Director, House Ways and Means Subcommittee on Trade
- 5:30- RECEPTION ON CAPITOL HILL, Gold
7:30 p.m. Room, 2168 Rayburn House Office Building

NCBFAA Bus Service: Bus transportation will be available between the Hyatt Regency Hotel and the Rayburn Building for the Reception on Capitol Hill, 5:30-7:30 p.m. The first bus departs the Hyatt Regency at 5:00 p.m., and the last at 5:15 p.m. Upon return, the first bus leaves the Rayburn Building beginning at 7:15 p.m., and the last at 7:45 p.m.

Tuesday, September 24

- 7:45- Continental Breakfast, Capitol Room
8:45 a.m. WORLD TRADE—FROM THE SENATE POINT OF VIEW
Speaker: SEN. DANIEL H. AKAKA (D-HAWAII)—Invited
Introductions: William S. App, New Orleans, La.
- 8:45- CUSTOMS LEGISLATION, Capitol Room
9:45 a.m. *Speaker:* REP. DON J. PEASE (D-OHIO)
Introductions: Tom Case, Schiller Park, Ill.
- 9:45- Coffee Break
10:00 a.m.
- 10:00- NATIONAL ENTRY PROCESSING:
11:15 a.m. LEGISLATIVE CROSSROADS, Capitol Room
Panel: SAMUEL F. BANKS, Asst. Commissioner, Commercial Operations, U.S. Customs Service
CHRISTOPHER SMITH, Professional Staff Assistant, House Ways & Means Committee
AL DEANGELUS, DeAngelus Schaffer & Associates, Washington, D.C.
DAVID ROSE, Chairman, Entry Procedures Committee, Joint Industry Group
Moderator: Arthur L. Litman, President, NCBFAA

- 11:15- GOVERNMENT COMMUNICATIONS
11:45 a.m. WORKSHOP, Capitol Room
Presenter: Jon Kent, NCBFAA Washington Representative
- 11:45 a.m.- THE MIX OF TRADE & POLITICS IN 1992,
12:30 p.m. Capitol Room
Speaker: SEN. ROBERT DOLE (R-KAN.)
Introductions: Stewart B. Hauser, New York, N.Y.
- 12:30- Luncheon, Ticonderoga Room
1:30 p.m. FINAL WARM-UP FOR CAPITOL HILL VISITS
Presenter: Jon Kent
Informal discussion about issues and strategies for Congressional visits.
- 1:45- NCBFAA ON CAPITOL HILL
5:00 p.m. *Individual appointments with Senators, Congressmen, and Aides.*
- 5:00- RECAP OF CAPITOL HILL VISITS, Hall of
6:00 p.m. Battles
Cash Bar/Hors D'Oeuvres

NCBFAA Shuttle Service: Shuttle Van Service between the Hyatt Regency Hotel and Capitol Hill will be available from 1:45 p.m. until 6:15 p.m. (Look for the van with the NCBFAA sign in the window in front of the hotel and at the two pick-up points on the Hill.) The first van leaves from the Hyatt Regency at 1:45 p.m. Subsequent departures will be at 2:15 p.m. and every 30 minutes thereafter. Stops will be made at the Dirksen Senate Office Building and the Rayburn House Office Building every 30 minutes until 5:45 p.m.

Passengers returning to the Hotel by shuttle will be picked up at the drop off points at 2:00 p.m., 2:30 p.m. and every 30 minutes thereafter. Last departure from the Rayburn Building will be at 6:00 p.m.

NCBFAA

ARTHUR L. LITMAN President
Los Angeles, Calif.

PAUL F. WEGENER Chairman of the Board
New Orleans, La.

WILLIAM S. ANSLEY, Jr. Vice President
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JOHN R. McBRIDE, APR Director of Communications

JON KENT Washington Representative

HARVEY A. ISAACS, Esq. Customs Counsel

EDWARD D. GREENBERG, Esq. Maritime Counsel

AFFILIATED ASSOCIATIONS

*Locations of the 33 local and regional
associations affiliated with NCBFAA:*

Atlanta	Mid-America
Baltimore	Mobile
Boston	New Orleans
Brownsville	New York
Charleston	Northern Border
Charlotte	North Texas
Chicago	Philadelphia
Columbia River	San Diego
Connecticut	San Francisco
Detroit	Savannah
El Paso	Southern Border
Florida	Virginia
Hidalgo	Washington, D.C.
Houston	Washington State
JFK Airport	Wilmington, N.C.
Laredo	Wisconsin
Los Angeles	



**National Customs Brokers & Forwarders
Association of America, Inc.**

**One World Trade Center, Suite 1153
New York, NY 10048 / (212) 432-0050**

NCBFAA

The **VOICE**

**of America's
Customs
Brokers and
Freight
Forwarders**





The National Customs Brokers & Forwarders Association of America, Inc. (NCBFAA), is the trade organization of Customs Brokers and International Freight Forwarders in the United States. Its membership includes Brokers and Forwarders in 32 affiliated associations located at major ports throughout the U.S.

LOOKING TO THE FUTURE

A not-for-profit organization founded in 1897, NCBFAA has a history of success in representing an industry that dates back to the beginning of trade—but it looks to the future—continually developing programs which meet the needs of Customs Brokers and Forwarders. The Association has proved to be a powerful force in meeting head-on the challenges that face the industry, providing Brokers and Forwarders with the knowledge and management tools to best serve their clients as responsible members of the nation's business community. Membership in NCBFAA is an investment in a company's future—an essential component in modern Broker/Forwarder operations.

AT THE FOREFRONT OF AUTOMATION

NCBFAA is at the forefront of automation. Through its Electronic Data Interchange and Education Committees, the Association seeks ways to help its members benefit most from the rapidly-developing technologies. These efforts include seminars on EDI and the Harmonized System and ongoing dialogue with the U.S. Customs Service on Automated Broker Interface (ABI).

GOVERNMENT LIAISON PROGRAMS

NCBFAA maintains contacts with Congressional committees and government agencies, representing the interests of Customs Brokers and Forwarders throughout the U.S. The Association's regulatory and legislative programs are *pro-active*, directed to maximizing Broker/Forwarder potentials and eradicating problems *before* they become serious issues.

PRO-ACTION COMMITTEES

Pro-Action National Committees, in various areas of industry concern, monitor the Association's policies, programs and activities on a daily basis. They include the Customs Committee, Freight Forwarders Committee, Air Freight Forwarders Committee, ABI Committee, EDI Committee, Education Committee, Drawback Committee, Legislative Committee, Political Action Committee, and the Regulatory Agencies Committee.

MAJOR NATIONAL CLOUT

NCBFAA employs the services of top-notch attorneys, experts in customs brokerage and/or freight forwarding. Its Washington Representative is one of the most effective on the Capitol scene. Through its Customs Counsel, General Counsel, Washington Representative, and the National Committees, NCBFAA maintains close watch over all legislative and regulatory matters affecting the industry.

NCBFAA firmly supports membership in local affiliated associations, which have an important regional role. At the same time, membership in the National Association provides members of these affiliates with a responsive platform to speak with *one* voice for the entire industry. This unified participation strengthens member interests in their regional areas, and accords NCBFAA recognition as a powerful advocate on their behalf at the national level.

IDEAS AND INFORMATION

NCBFAA is a focal point for ideas and information and a source of valuable industry contacts. Through its educational programs and communications services, it advises members on current issues, keeping them up-to-date on rulings and decisions which impact their businesses. The Association distributes a monthly Bulletin to its members, and maintains a reference library on legislation, government regulations, and other matters.

(Continued)

Customs Broker: THE IMPORT SPECIALIST

The Customs Broker is a highly-trained import professional.

Licensed by the U.S. Department of the Treasury, the Customs Broker must possess thorough knowledge of tariff schedules and Customs regulations and keep abreast of the amendments made through constant changes in law and administrative regulations.

The complexity of the job is evident when one considers that for every shipment entering the United States, there is an official greeting: 500 pages of Customs regulations and thousands of tariff items. The Broker must be well-versed in determining proper classifications and dutiable value, and be fully aware of the vast number of commodities subject to quotas.

Many Brokers help clients choose modes of transportation and appropriate carriers, which require analyses of a vast body of data. They also provide assistance to importers in assigning shipments the best routes. There are estimates for landed costs, payments of goods through draft, letters of credit, insurance, and re-delivery of cargo if there is more than one port of destination.

In dealing with Customs, the Broker must be aware of any potential problem involving every entry item represented, including cargo handling. This includes all factors affecting appraisement, exchange rates, and the many regulations concerning calculation of duties.

The Broker's operations often transcend Customs, calling for contact with over 40 other government agencies, such as the USDA on meat importation questions, the EPA on vehicle emission standards, or the FDA on product safety.

(Continued)

PUBLIC IMAGE PROGRAMS

The public perception of the Customs Broker/Freight Forwarder is of abiding NCBFAA concern. Through ongoing communications with industry trade publications and the general media, the Association projects the industry's interests and objectives. The inherent importance of Brokers/Forwarders to American commerce is kept at the forefront of government and public attention.

HISTORY OF ACCOMPLISHMENT

NCBFAA's representations have earned the respect of Congress, the U.S. Customs Service, the Federal Maritime Commission and other agencies of government. Among its accomplishments, the Association's initiatives have produced a commitment of U.S. Customs Service budget increases for its commercial operations, Congressional scrutiny of the Centralized Examination Station (CES) program, promotion of the Harmonized System in trade legislation, and elimination of the bottleneck for securing overtime Customs services.

NCBFAA testifies before Congressional committees on key issues. These include Customs' user fees, Customs' automation procedures, and access to the FMC's Automated Tariff Filing and Information System. The Association has made great strides in modifying and improving various FMC regulations. An important example was NCBFAA's pivotal role in the 15-year struggle to overturn the 50-mile container rule. NCBFAA also initiated legal actions on Right-to-Make-Entry rules, protecting the right of importers to choose their own brokers.

MAINTAINING THE HIGHEST STANDARDS

Membership in NCBFAA is a symbol of professionalism. The Association sets the highest standards of business practice throughout the Broker/Forwarder industry, enhancing the stature of its members. Through its programs and information services,

Freight Forwarder: TRANSPORT ARCHITECT

NCBFAA strives to ensure that Brokers and Forwarders have all of the tools necessary to do the best possible job for their clients. And by keeping them on the cutting edge of developments impacting their interests, NCBFAA guarantees the competitiveness of the industry.

IMPORTANT MEMBERSHIP TOOLS

The benefits of NCBFAA membership include:

- The monthly NCBFAA Bulletin, which keeps members apprised of the latest developments affecting their operations.
- A free listing of the company's offices, branch locations and affiliates in the "Who's Who" of Customs Brokers and Forwarders—the NCBFAA Annual Membership Directory, distributed worldwide to shippers and receivers.
- An opportunity to cut insurance costs by joining NCBFAA's Professional Liability (Errors and Omissions) Insurance Program, available at special discount rates *only* to NCBFAA members.
- Opportunity to participate in a proposed NCBFAA proprietary electronic network.
- Awareness that members are investing dues to accomplish mutual regulatory, legislative and economic objectives.
- Ability to participate in the industry events of the year: NCBFAA's Annual Convention; and the Government Affairs Conference, held each September in Washington, D.C. These events draw industry and government leaders in presentations on issues of vital importance to Customs Brokers and Forwarders. They also serve as platforms for the exchange of ideas and information on the day-to-day issues that impact the industry: automation; cost-effective operations and trimming overhead; office and employee management; modern accounting procedures, and more.

The International Freight Forwarder is popularly known as the "Transport Architect." Ocean Freight Forwarders are licensed by the Federal Maritime Commission. International Air Cargo Agents are accredited by the International Air Transportation Association (IATA).

The Freight Forwarding professional advises clients of the best rates, routings and modes of transporting goods to or from any area in the world. Using the vast resources at their disposal, Forwarders find the "right match" of services available so that products are moved by the most timely and cost-effective means. The large volume of freight handled by Forwarders gives them advantages not always available to either individual shippers or integrated carriers.

The professional Forwarder is also aware of the ever-changing regulations affecting cargo movements, such as foreign documentation requirements, hazardous materials rules, U.S. government regulations, special packaging or handling restrictions, and any applicable licensing provisions.

"Customized" services to fit the clients' operational needs are the Forwarder's specialty. Forwarders coordinate arrangements for storage, pick-and-pack operations, consolidations or full-container movements as well as inland transportation to provide clients with true door-to-door service. From assisting with initial quotations or preparation of pro-forma invoices, to banking clients' documents for collection, the full-service, professional Freight Forwarder is the most reliable partner one can have in international trade.

NCBFAA Membership Categories

REGULAR MEMBER

Open to firms regularly engaged in business as licensed Customs Brokers and/or licensed Ocean Freight Forwarders located *within* the limits of the United States, its possessions and territories. Each Regular Member firm has one vote in Association matters. This encompasses the firm's branches, affiliates, subsidiaries or related companies.

INTERNATIONAL AIR CARGO AGENT

Open to firms not licensed as Customs Brokers or Ocean Freight Forwarders but actively engaged in the business of arranging transport of international air cargo and accredited by CNS (IATA) to represent airlines as air cargo agents.

AFFILIATE MEMBER

Open to firms *not* licensed as Customs Brokers or Freight Forwarders but in business as suppliers or vendors of transportation-related services, international business services, or products specific to functions in conjunction with international trade.

ASSOCIATE MEMBER

Open to firms regularly engaged in business as a Customs Broker and/or International Freight Forwarder *outside* the limits of the United States, its possessions and territories.

For further information, contact:

**NATIONAL CUSTOMS BROKERS & FORWARDERS
ASSOCIATION OF AMERICA, INC.**

One World Trade Center, Suite 1153

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Evaluation Form

You can help make next year's Conference even better if you will take a few minutes to answer the following questions, and return this form to NCBFAA:

What is your overall rating of this Conference?

() Excellent () Good () Fair () Poor

What were the most valuable features of the Conference? _____

Any disappointing aspects of the Conference? _____

HOW WORTHWHILE WERE EACH OF THE FOLLOWING TOPICS?

(V = Very; M = Moderately; L = Little; N = Not worthwhile) *Circle one:*

Keynote Breakfast: Kondracke --	V	M	L	N
Trade/Customs Oversight Panel --	V	M	L	N
Advisory Commission on Conf. in Ocean Shipping --	V	M	L	N
Forwarder Interests at the FMC --	V	M	L	N
Should We Automate Export Data? --	V	M	L	N
World Trade/Congressional View --	V	M	L	N
World Trade/Senate View --	V	M	L	N
Customs Legislation --	V	M	L	N
National Entry Processing --	V	M	L	N
Government Communications Workshop --	V	M	L	N
Mix of Trade and Politics in '92 --	V	M	L	N

PLEASE RATE EACH OF THE FOLLOWING FUNCTIONS:

(E = Excellent; G = Good; F = Fair; P = Poor) *Circle one:*

Registration and Handout materials	E	G	F	P
PAC Reception	E	G	F	P
Reception on Capitol Hill	E	G	F	P
Hotel Rooms and Meeting Facilities	E	G	F	P
Food and Service at Hotel Functions	E	G	F	P

(Over: Please Complete Both Sides of Form)

Do you prefer the Capitol Hill Reception on *Monday* night or on Tuesday night as in the past? _____

What new or different programs should be added next year? _____

Any changes that should be made in the format next year? _____

Speakers or topics you would suggest for the 1992 Conference? _____

Were you able to meet with your Congressmen and staff aides? [] Yes [] No

Comments: _____

How worthwhile is the time allowed during the Government Affairs Conference for individual appointments with your Congressmen? _____

Other Comments: _____

Please return completed form as soon as possible to:

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