

**art**expo  
**NEW YORK**

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# International Shipping Guidelines



**PIBL**

**PHOENIX INTERNATIONAL  
BUSINESS LOGISTICS, INC.**

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# TABLE OF CONTENTS

Introduction .....	2
U.S. Customs Clearance Process .....	3
Consignment Information .....	4
Import Security Filing (10+2) Rule .....	4
Ocean and Air Freight Deadlines .....	5
Required Documentation .....	5
Duty Free Qualifications .....	6
LCL - Less than Container Load Ocean Shipments.....	6
Restrictions on Wood Packaging Material .....	7
U.S. Custom's Duty and Processing Fees.....	8
Outlays and Payment Conditions .....	8
International Small Package Shipments .....	8
Insurance .....	9
Phoenix Overseas Offices and Affiliates .....	9
Deadlines and Tariff .....	10
Important Tariff Notes.....	11
Forms:	
A) Import Freight Information Sheet	
B) List of International Agents/Affiliates	

# INTRODUCTION

**Phoenix International Business Logistics, Inc. (PIBL) has been appointed the Domestic and International Freight Forwarder / U.S. Customs Broker for ArtExpo NY 2017.**

We strive to offer each exhibitor exemplary service in concert with our overseas partners. By using PIBL's international network, your company can derive the following benefits:

- Alleviate potential transport and customs clearance problems and insure your exhibit is delivered on time.
- Increase the efficiency and reliability of the entire transportation process
- By establishing an account with a PIBL overseas agent, all charges for services incurred in the U.S. can be invoiced directly to you through our agent. Otherwise, payment for services must be collected from the exhibitor (or their freight forwarder) prior to the delivery of your shipment to the show site.
- PIBL will coordinate the customs clearance of all inbound freight through U.S. Customs and Border Protection (CPB) and will arrange timely delivery to the show site.
- Our licensed personnel are on-site before, during, and after the show to answer questions about customs clearance and to assist you with the re-exportation of freight after the show closing.

Should you have any questions regarding transportation or U.S. Customs, we invite you to contact us.

# U.S. CUSTOMS CLEARANCE

All shipments arriving in the U.S. require clearance from U.S. Customs prior to release from the port, airport or terminal. In order for PIBL to affect customs clearance on your behalf, you must provide a company name under which PIBL can prepare the customs entry. This company can either be a U.S. resident company or an overseas non-resident company.

## What PIBL Needs to Act as Your Customs Broker

1. Completed U.S. Customs Power of Attorney Form (available upon request)
2. Import Freight Information Sheet (attached) - return this by facsimile or email to the PIBL coordinating office. If needed, consult with your freight forwarder on how to complete this form.
3. Contact name and phone number

**Note:** Customs clearance will take approximately 2-3 days. During this time, the freight must remain under customs supervision at the port of entry and under no circumstances can it be delivered to the show site.

## About The Power Of Attorney

The PIBL coordinating office must be in possession of your Power of Attorney 48 hours prior to export of seafreight shipments, in order to file the importer security notice with U.S. Customs or immediately upon export of airfreight shipments. It is the exhibitor's responsibility to make available to PIBL all appropriate documentation for customs clearance. **Failure to do so may result in late filing fees and surcharges and/or late delivery to the show site.**

Blank Power of Attorney forms are available upon request.

## Timely Deliveries

Although PIBL will do everything possible to insure all shipments are delivered in time for the show, we cannot be held responsible for late or delayed delivery of freight due to the exhibitor's failure to follow the provided procedures.



# CONSIGNMENT INFORMATION

Please insure that your shipments are sent on a prepaid basis, marked and consigned as follows.

## Consignee

Name of exhibiting company  
Booth # \_\_\_\_\_  
C/O Artexpo 2017  
Pier 94  
711 12<sup>th</sup> Avenue, New York NY 10019

## Notify

PIBL - Phoenix Int'l Business Logistics, Inc  
1201 Corbin Street  
Elizabeth, NJ 07201  
Attn: Sally Mulkeen  
Phone 908.355.8900 / Fax 908.355.8883

## IMPORT SECURITY FILING (10+2) Rule.

*This information is needed 24 hours before shipment is loaded*

International exhibitors attending trade shows in the U.S. face new federal regulations when importing cargo by ocean freight from overseas. On January 26, 2009 the Import Security Filing (ISF) rule, also known as the 10+2 rule, took effect. International exhibitors who fail to follow the new rule from the U.S. Customs and Border Protection (CBP) are subject to fines and penalties. Under the ISF rule, importers are required to submit 10 items of data about their cargo at least 24 hours before it is loaded aboard a vessel at a foreign port. Two additional data items are required by the carrier as well, resulting in what is known as the 10+2 rule. To comply with the new rule, exhibitors are required to provide PIBL or a PIBL agent the following 10 data elements 48 hours prior to loading at the port of origin.

- |  |   |
|--|---|
| 1. Manufacturer (or supplier) name and address | 6. Consolidator name and address        |
| 2. Seller name and address                     | 7. Importer of record number            |
| 3. Buyer name and address                      | 8. Consignee number                     |
| 4. Ship to name and address                    | 9. Country of origin of goods           |
| 5. Container stuffing location                 | 10. Harmonized Tariff Schedule (HTSUS)# |

On July 9, 2013, CBP was authorized to begin full enforcement of the ISF regulation. CBP will begin fining Importers for the submission of an inaccurate, incomplete or untimely filing or for failure to file. Violators will be fined \$5,000 per non filed, late filed, inaccurate filing or inaccurate ISF update. Fines will not exceed \$10,000 per ISF. The PIBL agent in your country is in possession of the ISF form and will complete and provide it to PIBL for filing.



# OCEANFREIGHT/AIRFREIGHT DEADLINES

Ocean Freight		
(FCL):	Port of New York/ New Jersey	April 9, 2017
(LCL)	Port of New York /New Jersey	April 2, 2017
Air Freight:	JFK or Newark Airport	April 9, 2017

To insure timely delivery to the show site, we recommend that all shipments arrive in the U.S. by the above deadline dates. PIBL will not charge intermediate storage for air freight or LCL sea freight shipments that have arrived and are customs cleared within the above provided time frames.

## REQUIRED DOCUMENTATION

**The following documents must be provided for customs clearance:**

- Bills of lading or airway bills. (Express release bills of lading only) - **No originals.**
- Signed commercial/proforma invoices in English, giving exact commodity description with harmonized number, unit value and total value. (You cannot indicate NO COMMERCIAL VALUE on invoices. This is not accepted by U.S. Customs)
- Completed and signed Import Freight Information sheet (see Forms section)
- Packing list in English (may be combined with the commercial invoice)
- Power of Attorney - available upon request. This is not required if you have worked with PIBL previously.
- Artist's Biography

## DUTY FREE QUALIFICATIONS

To qualify your art work for duty free status you must be considered by U.S. Customs as a recognized artist. Prior to export, please submit any/all information concerning the artist's status. This may include the artist's biography, history and sample photographs of work. After inspection of the documents and possibly of the freight, U.S. Customs will determine if duty free status is applicable.

Commercial/proforma invoices must include the following information.

- A. Name of Artist**
- B. Title of Art Work & if it is Framed or Unframed**
- C. Dimensions of each piece**
- D. Value of Art Work (Listed per work)**
- E. Cast/Serial numbers must be included in the invoices.  
i.e., 1/10, 2/10 Etc.,**
- F. Total Value of all pieces shipped**
- G. Invoices must be in English**

## LESS THAN CONTAINER LOAD OCEAN SHIPMENTS

If you intend to engage the services of a sea freight consolidator for your LCL (less than container load shipments), please be aware of the delays associated with such shipments. Customs examinations and freight availability delays range from 6-12 days. Although PIBL cannot reduce the risk of U.S. Customs examinations, we can expedite the clearance process and delivery to showsite .



# RESTRICTIONS ON WOOD PACKAGING MATERIAL

The United States Department of Agriculture (USDA) Animal and Plant Health Inspection Service (APHIS) has revised its import regulation for wood packaging materials (WPM), 7 CFR § 319. The final rule was effective September 16, 2006 with full enforcement commencing on July 5, 2006.

The regulation restricts the importation of many types of untreated wood articles, including wooden packaging materials such as pallets, crates, boxes, and pieces of wood used to support or brace cargo. The regulations currently refer to these types of wood packaging materials as solid wood packaging materials, defined as “wood packing material other than loose wood packing material, used or for use with cargo to prevent damage, including, but not limited to, dunnage, crating, pallets, packing blocks, drums, cases, and skids.” **Any wood packaging material not meeting the treatment specifications of this rule will be immediately re-exported.**

The rule states that regulated wood packaging materials must be marked in a visible location on each article, preferably on at least two opposite sides of the article, with a legible and permanent IPPC mark that indicates that the article meets the new requirements. **It is highly recommended that IPPC stamped crates loaded in full containers be placed at the tail of the container so the stamp is clearly visible by Customs when the container doors are opened.** U.S. Customs is no longer accepting fumigation certificates as proof of fumigation. All fumigated wood packaging material must be stamped with the IPPC stamp.

Should you have any questions regarding the wood packaging material used for your exhibit, please consult your local PIBL agent, in-house freight forwarder, or packing and crating company. Additional information on this subject can be found on the USDA Website: <http://www.aphis.usda.gov/lpa/issues/wpm/wpm.html>





## U.S. CUSTOMS DUTY AND PROCESSING FEES

Merchandise entered into the Commerce of the United States is subject to duty, merchandise processing fees and, if imported via sea freight, a harbor maintenance fee. These duties/taxes will be estimated and invoiced by PIBL in accordance with the description provided on your commercial invoice. All U.S. Customs and service fees invoiced by PIBL must be paid prior to freight delivery to the show site.

Duty - Based on commodity description and rate of duty (Most original works of art are duty free)

Merchandise processing fee - .3464% of FOB value (maximum USD\$ 485.00) Sea & Air

Harbor Maintenance fee - .125% of FOB Value - (No maximum) Sea freight only

## OUTLAYS AND PAYMENT CONDITIONS

PIBL will advance funds on your behalf for expenses incurred in New York. Unless you have an established account with PIBL or a PIBL partner, these charges are expected to be paid prior to delivery of your shipment to the show site.

## INTERNATIONAL SMALL PACKAGE SHIPMENTS

Small package shipments are defined as shipments less than 50 kgs. Successful customs clearance and delivery of international small package shipments can be a challenge. To reduce delays, additional expenses and possible non delivery of your shipment, we recommend exhibitors utilize our door to door delivery services. In conjunction with our overseas agents, our staff arranges the transportation from origin, the customs clearance, and the delivery of your small package shipment to the show at a competitive price. Please contact us to discuss the best method for handling your small package shipment.



# INSURANCE

To best serve our customers, we must inform you that the liability of your freight forwarders, customs broker and contracted carriers, as well as PIBL, is limited to \$50.00 per shipment under the Freight Forwarder/Customs Brokerage Industry's standard terms covering liability for physical loss or damage to your cargo. In the unfortunate event that your goods are damaged or lost while entrusted to PIBL and if our agents or we are determined liable for the damage or loss, our and their liability will be limited to \$50.00 per shipment.

If you do not wish to run this risk, you have two options. You may declare the value of the goods to us prior to shipment; PIBL with our agents will thereby charge you a significantly higher rate for our services. Alternately, you may procure insurance on your own, or through us, for the full value of the goods for the time the goods are entrusted to us and/or our agents, including international door-to-door coverage. Generally, the premium for such insurance is much less than the higher freight rate that you will be charged if you choose the first option, declaring the higher value.

If you or your insurance broker has any concerns that your present coverage does not fully cover the value of your shipment in the event of loss or damage, please feel free to request full coverage of this shipment in writing to PIBL. Through our underwriters, we have the ability to insure your shipment for the value as indicated in your request. If you do not wish to exercise either option, or if you are satisfied that the insurance coverage you have arranged through others and not through us is sufficient, you are acknowledging the fact that PIBL has not insured your shipment and has advised you of the liability limitation that will otherwise apply.

# PHOENIX OVERSEAS AFFILIATES AND OFFICES

PIBL urges all exhibitors to utilize the transportation services of our overseas partners and affiliates. These offices have familiarized themselves with these guidelines and are in a position to invoice you directly for all destination and on-site charges. By using the PIBL network, you will alleviate any delays in New York and will increase the efficiency of the entire transportation process. The full contact information for each office is provided at the end of these guidelines. If an agent is not provided for your country, please contact PIBL for the office nearest your location.

# DEADLINES AND TARIFF

## A. Important scheduling notes

1. Phoenix is offering **free** storage of LCL and airfreight shipments arriving, cleared and picked up by the above provided arrival deadlines..
2. Cargo arriving after the above stated deadline dates will be charged additional fees based on the services required to insure timely clearance and delivery to the convention center.
3. Due to the possibility of a high volume of return shipments, please allow additional time for exports from New York. Expedited export transportation services are available. However, this service must be requested in advance of show closing.

## B. Inbound charges

1. Terminal Handling charges and transfer of documents..... As per outlay + 10% outlay fee
2. Customs Permanent entries ..... US 155.00 p/entry
3. U.S. Customs exam services ..... as per outlay + 15% outlay fee
4. Custom's exam coordination fee..... US 75.00 per exam
5. Forwarding, shipping and onsite attendance ..... US 40.00 per shipment
6. Tel, Fax, postage/ messenger services ..... US 75.00 per shipment
7. Other Gov't Agency releases (If required)..... US 35.00 p/entry
8. Additional Classifications (3 free) ..... US 5.00 each additional  
 Additional invoice (1 free)..... US 10.00 each additional
9. Delivery from JFK/Newark or consol point, to ..... US 35.00 p/100 lbs  
 Showsite dock. (Based on Greater of volume or weight) \* US 250.00 Minimum
10. Customs bond fee  
 0.00 - 49,999 USD Value ..... US 7.50 per/USD 1,000.00  
 50, 000 and above ..... US 5.50 per/USD 1,000.00  
 Minimum ..... US 75.00
11. Import Security filing: ..... US 65.00 p/sea shipment
12. Import Security Bond fee ..... US 85.00

\* Discounts available for shipments exceeding 4,000 lbs



C. Outbound charges

- 1. Forwarding, shipping and onsite attendance ..... US 75.00 per shipment
- 2. Pick up from showsite to JFK/Newark airport or consol point ..... US 35.00 p/100 lbs  
(Based on Greater of volume or weight) ..... US 250.00 Minimum
- 3. Airfreight handling/documentation fee ..... US 85.00 p/shipment
- 4. Seafreight handling/documentation fee:..... US 150.00 p/shipment  
.....

Return Air/Ocean freight rates, terminal handling charges will be quoted on a case per case basis.

D. Important Tariff notes

- 1. After Customs clearance, shipments are picked up and returned to a PIBL contracted warehouse where they are held until delivery to the showsite dock.
- 2. Phoenix’s responsibility ends at showsite when delivering freight to the exhibition center. It resumes at the closing of the show after the shipment is loaded on the carrier of Phoenix’s choice.
- 3. All rates are based on volume or actual weight whichever is greater.
- 4. Rates exclude trucker waiting time on showsite. First hour is free of charge, each additional hour is \$75.00 p/hour
- 5. Rates exclude all U.S. Customs duty, taxes and/or Merchandise Processing Fees, waiting time on show site, any storage charges due to early arrival or delays beyond Phoenix's control, additional security charges when deemed necessary by PIBL Management, and charges related to the movement of freight once it arrives on the fairgrounds.
- 6. Unless prior arrangements have been made with our Phoenix overseas affiliate, all freight charges must be settled prior to show opening. Failure to do so will result in a 2.5% outlay charge. Payment may be in the form of cash, American Express or Traveler’s checks. *Company checks drawn on foreign banks cannot be accepted.* A 3.5% processing fee will be added to all invoices paid by credit card.
- 7. All merchandise brought into the exhibition center must be properly packed. Phoenix will not be held liable for damage caused due to poor packing.
- 8. The above rates exclude all U.S. Customs duty, taxes and/or Merchandise Processing Fees, trucker waiting time on show site, any storage charges due to early arrival or delays beyond Phoenix's control, and charges related to the movement of freight once it arrives on the fairgrounds.
- 9. Above rates are based on services provided between 8:00 a.m. – 5:00 p.m. Monday – Friday. Services provided outside of these times will be quoted on a case per case basis.



# PHOENIX INTERNATIONAL BUSINESS LOGISTICS, INC.

TRADE SHOW / FINE ART DIVISION

1201 CORBIN STREET

ELIZABETH, NJ 07201

PHONE: (908) 355-8900 FAX: (908) 355-8883



## IMPORT FREIGHT INFORMATION SHEET



SHOW NAME:

EXHIBITOR:

HALL NO:

BOOTH NO:

MOVE-IN DATE:

CONTACT(S) AT SHOW:

Email address:

On-Site Cell No:

DEFINITIVE OR TEMPORARY CLEARANCE:

IMPORTER OF RECORD: Name and Address

BILLING PARTY (check one below):

EXHIBITOR

PHOENIX AGENT IN COUNTRY OF ORIGIN  
(Confirmation required)

OTHER: (Specify: \_\_\_\_\_)

Name and Address of Agent:

Importer IRS#: \_\_\_\_\_ If available

Is your company C-TPAT Certified?: YES  NO

Have you shipped with this agent previously?: YES  NO

### PAYMENT CONDITIONS:

Unless prior arrangements have been made with your local PIBL agent, all charges are payable before final delivery to show site. American Express, Visa, wire transfer or company check are all acceptable forms of payment.

### FREIGHT ARRIVAL CONDITIONS:

To insure proper U.S. Customs clearance and timely delivery to your booth, freight must arrive by the deadline date provided in the attached guidelines or as confirmed by email.

### DELIVERY TERMS:

PIBL is only responsible for delivery of freight to show site dock.

The designated drayage contractor is responsible for all onsite freight movements.

PIBL is not responsible for loss of freight while on show site.

PIBL will not accept collect freight unless advance arrangements have been made in writing.

The below signed Exhibitor/Company guarantees payment of all charges incurred on this shipment in accordance with the above instructions and the Terms and Conditions of PIBL which are available upon request

**THANK YOU.**

NAME: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_/\_\_\_\_/\_\_\_\_

**PHOENIX INTERNATIONAL BUSINESS LOGISTICS, INC  
WORLDWIDE NETWORK OF PARTNERS**

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**Spain**

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