



## May 2002 International Trade News Letter

In this Issue: BDG Service Spotlight: Routed Export Control and L/C Intervention

Dangerous Goods 24 Hour Emergency Telephone Number

Potential ILWU Strike

### BDG International's Service Spotlight: Routed Export Control and L/C Intervention

Many clients will request that BDG assist them with their Letter of Credits even when the consignee has routed the shipment to another forwarder. BDG calls this service "L/C Intervention". Essentially BDG is handling all documentation other than the production of the OB/L or AWB and presenting the L/C to the bank for negotiation. The routed forwarder is producing the OB/L or AWB and coordinating all transportation.

The customers that request the L/C Intervention service from us recognize the conflict of interest that occurs when the routed forwarder is handling the export shipment as well as the banking documents. Since the consignee is paying the freight to their selected forwarder and this forwarder is handling the L/C there is a potential for favors to be done where there should not. These favors could slow down payment or create a situation in which no payment is made yet the shipment is delivered.

They're a few ways to resolve this situation. The first method is to change the selling terms of L/C shipments to Prepaid. Thus shifting control of your shipment from the consignee to shipper. The 2nd method is using our L/C Intervention service. The third method is a back end approach that we call Consignee Sales. BDG has 170 agents worldwide; these organizations are professional freight forwarders and customs brokers. Our agents can be instructed to give a short presentation and prices to your consignee. If your consignee likes what they see they will route the shipment to BDG. Now BDG is in control of your shipment and will handle the entire process in a professional and ethical manner for all concerned.

If you would like to learn more about L/C Intervention or Consignee Sales contact our office and we will be happy to explain how it can be done.

## **Dangerous Goods 24 Hour Emergency Telephone Number** (Further Clarification of our January '02 newsletter)

When shipping Dangerous Goods to, from, or within the United States, there is a rule, (USG-12 in the IATA Dangerous Goods Regulations), that requires a 24 hour emergency telephone number to be shown on the DG Certificate. What some shippers may not realize is that there are some very specific criteria that apply to the number that is shown. The FAA and the new TSA, (Transportation Safety Administration), enforce this actively. When they check up on someone, one of the first things they do is to call the number shown on a given DG Declaration, and see if it is valid. If it is not, they will fine the shipper. To make certain you are in compliance, please use the following guidelines:

1. Do not show an "800" or other toll free number unless you *also* show a number that can be dialed from outside the U.S.A. A single non-toll free number is preferred.
2. The number shown must be answered by a live person regardless of the time of day or night it is called, and regardless of the origin location of the call. Answering machines and beepers are not acceptable.
3. The person or people contacted at the emergency number must have immediate access to the proper emergency handling procedures for spills and leaks of the specific Dangerous Goods listed on the DG Declaration.

If you are uncertain, or need assistance with specific requirements, there is a service that deals exclusively with DG and Haz-Mat emergency procedures. The company is Chemtrec. These people are the industry experts in this area. You can get a great deal of helpful information from their website:

<http://www.chemtrec.org/Chemtrec/chemtrec.nsf/NavContactFS>

### **Potential ILWU Strike**

On June 30, 2002 the International Longshoremen's & Warehousemen's Union (ILWU) contract expires. The ILWU contract scope covers the labor servicing the US West Coast Ports.

Contract negotiations are beginning between the ILWU and the Pacific Maritime Association (PMA). The membership of the PMA consists of vessel operators and Stevedore/Terminal companies that operate on the West Coast.

If a contract is not agreed upon, there could be a work slowdown or strike on July 1, 2002. This does affect traffic shipping via the West Coast ports, import or export. BDG will continue to monitor this situation and provide feedback as it come available. BDG does have alternative routings available for many areas if a strike does incur.

## **BDG Web Site Services**

Quotation Requests - BDG On-Line form.  
Air Freight Track and Trace  
Archived BDG Newsletters  
Link for downloading of Adobe Acrobat Reader

BDG International is an International Freight Forwarder, NVOCC, Custom House Broker, and Duty Drawback Specialist. We provide international transportation worldwide via air or ocean. Our services include complete export/import documentation support.

We invite you to contact our offices with any questions you may have.

BDG International, Inc.  
846 Foster Ave.  
Bensenville, IL 60106  
Phone: 800-327-6392  
Fax: 630-595-3049  
[www.bdginternational.com](http://www.bdginternational.com)

E-Mail Addresses:  
[import@bdginternational.com](mailto:import@bdginternational.com) // [airfreight@bdginternational.com](mailto:airfreight@bdginternational.com) // [ocean@bdginternational.com](mailto:ocean@bdginternational.com)

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Fax: 630-595-3049  
[www.bdginternational.com](http://www.bdginternational.com)  
E-Mail Addresses: [import@bdginternational.com](mailto:import@bdginternational.com) // [airfreight@bdginternational.com](mailto:airfreight@bdginternational.com) // [ocean@bdginternational.com](mailto:ocean@bdginternational.com)