



JUST THE FACTS



Global Logistics Solutions

KSI Corp

Volume 4 Issue 2
December 2006



Because Freight Happens!

J. B. Washkin - Editor



STAYING COMPETITIVE

This past year has proven to be logistical musical chairs within supply chain management. If your company's logistic needs are being furnished by a service provider that is now also offering free toner cartridges with every consol, or discount vacations to remote third world countries; don't be too surprised when their focus is not solely on your specific needs and requirements. A recent push for logistics and transportation companies to add copy shops and travel agencies to their services is an unfortunate reality of our future.

KSI Corp has observed this trend, and is dedicated to focusing all of our efforts and business development on transporting, warehousing, and distributing your freight - both domestic and international. We believe in investing back into our core competency, together with continually enhancing our services and facilities.

Effective January 15, 2007, KSI's SFO warehouse will relocate to a new facility. This warehouse will be larger, centrally located to SFO and all airline/forwarder facilities, and incorporate a sophisticated security system in compliance with all C-TPAT, TSA, & TAPA requirements. The address for our new Distribution Center and Sales will be 233 Utah Ave, South San Francisco, CA 94080. Phone and fax numbers will remain the same. Further details will be revealed in an upcoming newsletter.

(con't on page 2)

INSIDE THE FACTS

	<u>Page</u>
Staying Competitive	1, 2
Logistics Expansion	3
Crowded Ports	4
2007 HTS Delayed	5
2006/07 Holidays	6
CBP Contact Info	7
Employee Anniversaries	7
Company Information	8

Established 1975



STAYING COMPETITIVE (con't)

Recently, KSI Corp underwent an in-depth revalidation process with C-TPAT. We are proud to announce that KSI Corp has successfully passed this re-evaluation, and fully support Homeland Security's goals to prevent terrorist attacks on our global supply chain. We encourage all our customers, agents, partners, and vendors to participate in this volunteer program and make every effort to assist the goals of Homeland Security.

These are two simple examples of how KSI Corp strives to stay competitive and reach out to our customers by continuously improving concepts and facilities. Think **KSI**, for your next transportation and/or brokerage project, and we promise not to offer you free toner cartridges with every thousand shipments.

Michael J Ford – KSI Corp Executive Vice President

[Back to Page One](#)



KSI Logistics Expansion

Due to the steady increase in international and domestic forwarding, we are excited to welcome Gerard Popko to KSI Corp. Subsequent to receiving his degree in Finance from the University of St. Thomas, on the bluffs of the Mississippi River; he left the Midwest for the golden coast of San Francisco.

In keeping with our business model, Gerard will be focusing on *discovering, analyzing, and providing solutions* to your transportation needs. As the main liaison for Globalink, he will be working closely with our international network of logistic partners, linking you with expertise worldwide, possessing the same quality, goals, and commitments you have come to trust and rely on from KSI. Gerard will handle your all logistic requirements - implementing an effective strategy tailored to your needs - to move your freight in a manner that is both expeditious and cost effective.

Gerard, together with Kelly Kirk (Logistics Manager), and Brent Vosika (Warehouse/Distribution Manager), will provide the logistic solutions to all your international and domestic needs, so you can focus on your business.

Please contact them for any inquiries at:

gerard.popko@ksicorp.com (650) 952-0815

kelly.kirk@ksicorp.com (650) 952-0815

brent.vosika@ksicorp.com (650) 697-7314

Back to Page One



Navigating The Crowded Ports

Forty percent of the nation's containerized ocean cargo travels through the three major ports located in California.

For merchandise transiting from Asia to the ports of California, the goods must first be loaded into containers, then placed aboard cargo ships on their way to satisfy the eager customers in the U.S. market. Induced by the flood of goods from Asia, reportedly growing nearly 10% a year, steamship companies are responding to the demand by increasing the size of their vessels. This new generation of container ships, packed with merchandise bound for the U.S. market, sail with 9,000 20-foot-long containers.

The increased cargo traffic results in port congestion and delays incurring longer waits for everything and everyone. To alleviate the negative impact from these changes, deeper ports and larger container facilities, along with an increase in the entire transportation infrastructure, are all needed - before delays become the norm.

How do you navigate the crowded ports?

KSI Logistics can assist you in assessing your import / export procedures and cost structures, to see what is working and where improvement is needed. Next, as your logistics provider, we can create an electronic entry process which will centralize the filing of your entries nationwide using Remote Location Filing (RLF). Utilizing RLF, results in a single point of contact for customer services, consistent processing regardless of port, and a mitigation of customs compliance risks.

One of the most effective ways to ensure your goods are not delayed, once they arrive in port, is by joining Customs-Trade Partnership Against Terrorism (C-TPAT). Once you become a certified C-TPAT member you are identified as a low risk importer, thus reducing your customs exams, increasing your paperless entry responses from CBP, and speeding your product to the U.S. market.

International trade is growing. Having KSI as your logistics partner is the key to success in the current escalating market. For any questions or concerns, or to schedule a free logistics assessment, please contact Gerard Popko – gerard.popko@ksicorp.com.

Back to Page One



2007 HTS Delayed & The Major Changes It Brings

By: Dan Kromat, Mgr. Customs Compliance

The U.S. International Trade Commission and other international trade information sources have advised to expect a delay in the publication of the 2007 HTS tariff. It is now believed by many sources that by the time Congress and the President formally approve publication, it will already be too late to be published in 2006.

Many of the technical reasons are stated on the ITC web page http://www.usitc.gov/concerning_2007_hts.asp

We are likely looking at utilizing the complete and up-to-date 2006 tariff until January 31, 2007 or beyond. Hopefully, the international trade community along with U.S. Customs and Border Protection will have the complete new tariff a few weeks before it takes effect. The 2007 HTS (tariff) will include major changes to chapters 84, 85, and 90.

The good news is that custom brokers will receive an “Add – Change – Delete” file from CBP, after the new HTS is made available by the ITC. This file advises the brokers of new HTS numbers, changed HTS numbers, and deleted HTS numbers. This structure facilitates the process for KSI to update their customer specific parts database, in the one- to-one change and the multi-to-one change scenarios. These types of amendments will account for a substantial amount of the total changes needed, however it will not update the situations where one classification is being replaced by one or more HTS numbers. In these cases, KSI, together with our clients, will confer to develop a strategy to convert these records to the new HTS numbers. Depending on your specific commodities, this could affect just a few items or quite a large number, requiring some research into specific product information.

If an importer’s parts matrix is not part of the KSI system or database, it may be possible for our IT department to write a program to use the “Add – Change – Delete” file in conjunction with the importer created database.

Importers with substantially large parts matrixes, which may be heavily affected by the changes, would be wise to start planning with KSI to review the parts/HTS databases as soon as possible, once the 2007 HTS is available.

For any questions or concerns, please contact dan.kromat@ksicorp.com.

Back to Page One



HOLIDAYS 2006/2007

Christmas Eve	12/22/06	KSI (short day)
Christmas Day	12/25/06	KSI and Customs
New Year's Eve	12/29/06	KSI (short day)
New Year's Day	01/01/07	KSI and Customs
Martin Luther King, Jr.	01/15/07	Customs
President's Day	02/19/07	KSI and Customs
Good Friday	04/06/07	KSI (short day)
Memorial Day	05/28/07	KSI and Customs
Independence Day	07/04/07	KSI and Customs
Labor Day	09/03/07	KSI and Customs
Columbus Day	10/08/07	Customs
Veterans Day (observed)	11/12/07	Customs
Thanksgiving Day	11/22/07	KSI and Customs
Christmas Eve	12/24/07	KSI (short day)
Christmas Day	12/25/07	KSI and Customs
New Year's Eve	12/31/07	KSI (short day)

Special arrangements can be made with KSI for service on any of the (KSI) holidays shown above.

Back to Page One



COMMODITY SPECIALIST LIST - BUREAU OF CUSTOMS & BORDER PROTECTION

FOR ACCESS TO THE LATEST LIST OF SAN FRANCISCO
COMMODITY TEAMS AND PERSONNEL.

**** Updated 12/29/05 ****

[CLICK HERE](#)

FOR ACCESS TO THE LATEST LIST OF CONTACT INFO
FOR BUREAU OF CUSTOMS AND BORDER PROTECTION
PORT OF SAN FRANCISCO

[CLICK HERE](#)

EMPLOYEE ANNIVERSARIES

KSI would like to congratulate the
following employees on their
“MILESTONE” work anniversaries!!!

Lisa Gaston - 5 years

Teresa Lucas - 20 years

Leonora Pineda - 20 years

[Back to Page One](#)

SAN FRANCISCO – CORP.

5000 Shoreline Court, Suite 210
South San Francisco, CA 94080

(650) 952-0815
(650) 952-1024 FAX

SAN FRANCISCO – WHSE

233 Utah Ave.
South San Francisco, CA 94080

(650) 697-7314
(650) 692-1651 FAX

LOS ANGELES

8901 S. La Cienega #106
Inglewood, CA 90301

(310) 215-3488
(310) 215-9743 FAX



Email: sales@ksicorp.com

**We're on the web
www.ksicorp.com**



Information contained herein believed to be accurate but is not guaranteed.

Company Focus

KSI Corp, a privately held company, specializing in global logistics & customs brokerage, was established in 1975. KSI has long been a leader, specializing in complex customs compliance programs. We have utilized that same expertise in our global logistics services, which encompass air/ocean forwarding, import, export, warehousing, distribution, web tracking solutions, and more. KSI moves cargo worldwide, utilizing our vast network of logistics partners around the globe - giving us the flexibility needed to service all logistics markets.

Mission Statement

KSI provides comprehensive logistic services with close attention to quality and detail. We strive to be innovative, reliable, and are dedicated to establishing the highest of standards. Our goal is to remain at the top in business ethics and customer satisfaction by remaining loyal to our customers and partners.

Back to Page One