



# Front Page Article

Vol. XV No II

WINTER 2007

... continuing the tradition of personal service!

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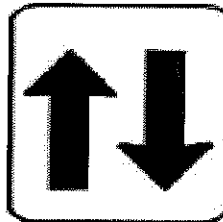
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## A Note From Norman!

*Norman Marchetti*



Is it really 2008? What a nice round number! What can I say about 2007? Well, let's see... health care costs went up The stock market went down Gas prices went up. Interest rates went down. The cost of living went up The value of your home went down.



That's enough! I'm getting myself depressed!

Well, here at FPA, our spirits are still high and we remain eager to service your Brokerage needs

Enjoy 2008 and be well!

## As Stan Sees It!

*Stan Wawrzonek*



Well, I'm not sure about the rest of you, but for me 2007 set a speed record. Wasn't it just January? ... then Spring sprung... Summer always goes quickly. Fall. Holidays. End of Year! Whew!

Much was accomplished here at FPA, from upgrading of PC operating systems, adding backup flashdrives, continuing to enhance computer security safeguards, training of staff on software upgrades, and listening to our customers ideas and needs.

As we head into our 15<sup>th</sup> year, I just want to take a moment to thank the FPA staff and managers, our business partners and friends, and particularly our CLIENTS. It's been a pleasure working with you all and I look forward to another 15!

I hope everyone had a wonderful Holiday season and a healthy Happy New Year!



### Front Page Article

Bonnie Pascarelli - Editor

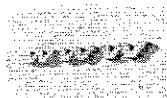
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VISIT OUR UPDATED WEBSITE!

www.fpajfk.com

You can download forms for: ACH  
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and more!

## U.S. Customs & Border Protection

### Holidays

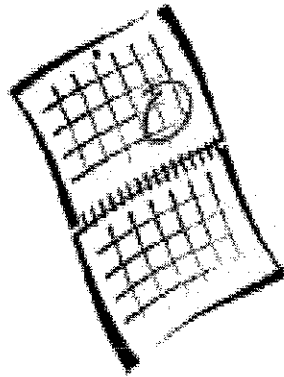
Mon., May 26th ..... Memorial Day

### Quarterly Meetings

Thurs., April 17th ..... JFK

**Out and About!**

On Tuesday, September 17<sup>th</sup>, CEO Stan Wawrzonek and Vice President Jim Penson met with Gianroberto Ussi of **AIX Logistics of Milan, Italy** in Belfast, Ireland...On Friday, September 28<sup>th</sup>, Jim met with Mark Sboil of **Hushamok, New Zealand**...On Tuesday, October 2<sup>nd</sup>, Jim met with Joey Nedlin of **Aspen Black Pearl** and **Centerline Golf**...On Wednesday, October 17<sup>th</sup>, CEO, Stan Wawrzonek and Vice President Operations, Mark Rosen, met with Victor Kraiem of **Kids Apparel**; Andrew Lee, Ezra Tawil, Harvey Weinstein and Lily Chow of **Franshaw**; Steve of **Komitor**; Mike Brady of **G III Apparel**; May Pang of **Lai Apparel**; Bob Rosen of **La Rose**, and stopped at **Whispering Smith**...They also met with Diane Ayala & Chic Godfrey of **Chic LLC** and Jack Scaba of **Argento**...On Thursday, October 25<sup>th</sup>, Sales Manager, Bernie Goldberg, and Roy Chen of **JIF Logistics** met with Carmencia Pantoja of **Deja Bleu**; Poonam Gupta of **United Team**; AJ Gauba and Pinky of **Pali Imports** and **Pink Apple**; Sammy Nanwani of **Desire Sportswear**; Fatima Kaneez of **Ambition Apparel**; Beth Perl of **Whispering Smith**; Ivena D'Cruz of **Mod Societe LLC**...On Friday and Saturday, November 2<sup>nd</sup> and 3<sup>rd</sup>, Jim Penson and John Carr met with Eddie Blanco of **Michael Kors**...On Thursday, November 8<sup>th</sup>, Jim met with John Belsito of **Dynamic Apparel Logistics**...On Monday, December 10<sup>th</sup>, John Carr and Stan visited with Matt Otway, President of **MMI Logistics** in Los Angeles...On Tuesday, December 11<sup>th</sup>, Stan attended FPA's LAX office Annual Holiday Dinner...On Tuesday, December 11<sup>th</sup>, Vice President Client Services Sherrie Stevenson and Senior Customer Service Representative Toni Smith met with Brendon Clohessy, Rick Frenger and Marianne Solinas of **Innovative Stone**...On Monday, December 17<sup>th</sup>, President Norman Marchetti, Vice President Operations Mark Rosen, and Senior Customer Service Representative Bonnie Pascarelli had a luncheon meeting at **Phillips Van Heusen** with Jason Evanchik, Vince Pastore, Barbara Souffront, Angelica Franklin, Fanny Estevez, Nicole Crane and Sandra Otero...On Tuesday, December 18<sup>th</sup>, Sales Manager Bernie Goldberg met with Eric Valentin of **Movado**...On Thursday, December 20<sup>th</sup>, Norman, Stan, Mark, Vice President Client Services Sherrie Stevenson, and Senior Customer Service Representatives Annette Jannotta and Renato Pascual visited **Liz Claiborne** and met with John DeFalco, Darlene Collova, Bob Keller and the rest of the Logistics and Customs Staff...they also stopped at Bernard Chaus...On Friday, December 21<sup>st</sup>, Controller Roger Kohlbecker and Stan stopped at **HSBC Bank** and met with Gloria...



**Customs Proposal to Eliminate "First Sale" Method of Appraisal**

In a lengthy notice to be published in the Jan 24 Federal Register, U.S. Customs and Border Protection is soliciting comments on a proposed change of interpretation which would eliminate (or severely limit the application of) the first sale rule and require that duties be paid on the last sale prior to the introduction of imported goods into the United States. The change is premised upon a recent opinion issued by the Technical Committee on Customs Valuation of the World Customs Organization which raised concerns with the ability of certain jurisdictions to verify the first sale data. Comments on the proposed change are due by March 24, 2008.

We are currently in the process of analyzing the twenty-four page proposal and are available to provide additional information and our thoughts. Companies that are currently utilizing the first sale method of appraisal, or contemplating this strategy, are urged to contact our office to discuss their opinions.

Contact Arthur Bodek or Alan Klestadt at Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt LLP  
339 Park Avenue, 25<sup>th</sup> floor, New York, NY 10022  
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General Tel: 212-557-4000  
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**Compliance Corner**

by **Bill Sullivan,**  
**FPA Compliance Director,**  
**Licensed Customs Broker,**  
**Customs Compliance Specialist**

**Informed Compliance Publications**

U.S. Customs and Border Protection offers a number of Informed Compliance Publications (ICP's) in the series "WHAT EVERY MEMBER OF THE TRADE COMMUNITY SHOULD KNOW ABOUT"

You can access the various ICP's for viewing and downloading via the government website:

[www.cbp.gov/linkhandler/cgov/toolbox/legal/informed\\_compliance\\_pubs/icp037r2.ctt/icp037r2.pdf](http://www.cbp.gov/linkhandler/cgov/toolbox/legal/informed_compliance_pubs/icp037r2.ctt/icp037r2.pdf)

Some of the ICP's are related to wearing apparel and textiles. With such titles as Apparel Terminology under the HTSUS; Classification of Children's Apparel; Country of Origin of Knit to Shape Apparel Products; Marketing Requirements for Wearing Apparel etc

Other import commodities are covered in the series as well such as:

- Classification and Marking of Watches & Clocks
- Decorative Glassware
- Footwear
- Gaskets
- Machine Tools
- PDA's & Electronic Organizers
- Table & Kitchen Glassware, etc

We hope you will find this information beneficial in assisting you with your import programs

**A Bill to Eliminate Most Imported Footwear Tariffs**

The Affordable Footwear Act of 2007 (H.R. 3934) has been introduced by Congress as a bill to eliminate most footwear tariffs. The bill seeks to end the shoe tax, on footwear imports that impose higher duty rates, which can be as high as 67.5 percent

The American Apparel and Footwear Association (AAFA) announced its support for the bill, which it said would roll back the "shoe tax" on all lower-to-moderately priced footwear as well as all children's shoes

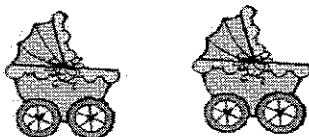
Resource websites:  
[www.apparel and footwear.org](http://www.apparel and footwear.org)  
[www.EndTheShoeTax.Org](http://www.EndTheShoeTax.Org)





**BABY NEWS!!**

*Congratulations  
to  
Matt and Ana Ferraro  
on the birth of their  
TWIN BABY GIRLS,  
Olivia Alyse  
and  
Giavana Ema!*



*Congratulations  
to  
Jim Penson  
on the birth of his  
GRANDSON,  
Noah Ryder Penson!*



**International Anti-Counterfeiting  
Deal on the Table**

*by Evan Clark, dnrnews.com*

In an attempt to gang up on counterfeiters by strengthening international cooperation and toughening laws, the U.S., the European Union and six other trading partners laid out plans to negotiate an anti-counterfeiting trade agreement

“This is a global problem that robs individuals and business of billions of dollars,” said U.S. Trade Representative Susan Schwab, flanked by lawmakers at a Capitol Hill press conference Tuesday. “The crooks are fast so we need to be faster in this knowledge-driven global economy”.

Canada, Japan, South Korea, Mexico, New Zealand and Switzerland will also take part in the negotiations, which Schwab said will help “forge a new path, a better path with strong rules and enforcement principles.”

Counterfeiting and piracy saps \$200 billion to \$250 billion from the U.S. economy annually, according to the U.S. Chamber of Commerce

The trade agreement could lead to stronger laws and tougher enforcement standards while creating a set of best practices and a framework that other countries could join. Although China is not part of the talks, Schwab said the trade agreement could still help stem the flow of fakes from the country, which many counterfeiters use as their manufacturing base.

“Where you have enhanced enforcement and cross border and international cooperation on intellectual property, that has an impact on whoever is producing the pirated and counterfeit goods,” she said. “It has the potential, and keep in mind we’re still negotiating it, to be both a carrot and a stick. It’s both an opportunity to set an example and also an opportunity to beef up enforcement”

The U.S. has already taken steps to combat fakes from China. In August, the Bush administration brought a World Trade Organization case against China, challenging the country’s legal protections and enforcement of intellectual property rights.

**CBP Issues Proposed Rule “10+2”  
Cargo Security Filing**

*Federal Register, 1/2/08*

WASHINGTON - The U.S. Customs and Border Protection (CBP) yesterday published a Notice of Proposed Rulemaking (NPRM), regarding “10+2”, a component of the Secure Freight Initiative which requires ocean carriers and importers to electronically submit additional information on cargo before it is transported to the U.S. by vessel

CBP said that this NPRM is “another step in the Department of Homeland Security’s strategy to better assess and identify high-risk shipments to prevent terrorist weapons and materials from entering the United States” This NPRM is in the Federal Register, and the “10+2” regulation is based on provisions in the Security and Accountability for Every (SAFE) Port Act of 2006, which require the submission of additional data elements for improved high-risk targeting, according to CBP.

And ACP added that “10+2” augments cargo security by making its screening processes more efficient and effective. The NPRM, said CBP, will require carriers to submit “10+2” additional pieces of information to enhance the security of the maritime environment. CBP said that information is comprised of a vessel stow plan used to transmit information about the physical location of cargo loaded aboard a U.S.-bound vessel and container status messages that report container movements and changes in status - whether a container is empty or full.

CBP noted that this NPRM also requires importers to submit an “Importer Security Filing with ten data elements: manufacturer (or supplier) name and address; seller (or owner) name and address; buyer (or owner) name and address; ship-to name and address; container stuffing location; consolidator (stuffer) name and address; importer of record number/foreign trade zone application identification number; consignee numbers; country of origin; and commodity harmonized tariff schedule number.

