

## 玖、 附件

### 附件 1 Agenda - Foreign Customs Administrations

**C-TPAT Annual Conference**  
**A Decade of Supply Chain Security and Innovation**

San Diego, California

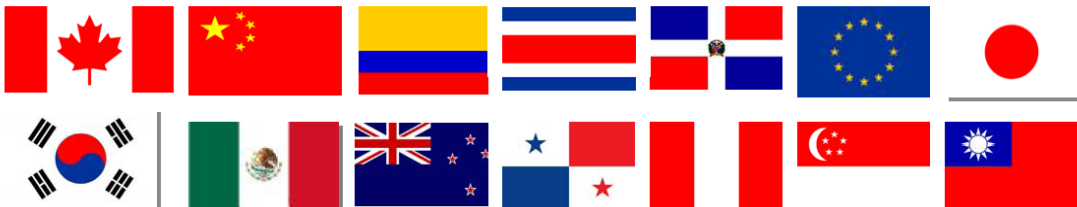
Foreign Customs Administrations  
Welcome Meeting

Agenda

Tuesday, March 29, 2011  
Madeleine Room – 3<sup>rd</sup> Floor



- 8:00 am – 8:10 am: Welcome / Logistics / Bi-Lateral Meetings Schedule  
Carlos E. Ochoa  
Supervisory Program Manager – C-TPAT
- 8:10 – 8:40 am: Introductions – By Participant: Name, Title and Country They Represent
- A speaker from each delegation to provide a 2-3 minute update on their AEO program (or development of their program):
- Name of Program and Date Launched (or potential date for pilot)
  - Number of Companies Certified So far
  - Mutual Recognition Arrangements Signed / Plan to Sign in 2010
  - Greatest Challenge for the Program so Far
- 8:40 – 8:55 am: Director's Welcome and Remarks  
Bradd M. Skinner – C-TPAT Director
- 8:55 – 9:00 am: Final Observations  
Eleanor Thornton  
Technical Attaché – Capacity Building Directorate  
World Customs Organization



# 附件 2 List of Foreign Administrations

**C-TPAT Annual Conference  
A Decade of Supply Chain Security and Innovation**



U.S. Customs and  
Border Protection

**San Diego, California  
March 29-31, 2011**

Country	Name	Job Title	Telephone	E-mail
Canada	Todd Boucher	Director: Trusted Traders Programs	613 952-9488	Todd.Boucher@cbsa-asfc.gc.ca
Canada	Kerri Lamoureux	Senior Program Advisor: International and Bilateral Trusted Trader Programs	613-946-0749	Kerri.Lamoureux@cbsa-asfc.gc.ca
Canada	Robert Frost	Senior Program Advisor: International and Bilateral Trusted Trader Programs	n/a	Robert.Frost@cbsa-asfc.gc.ca
Canada	André Lamoureux	Manager: National Trusted Traders	613- 941-2713	Andre.Lamoureux@cbsa-asfc.gc.ca
Canada	Bill Tu	Intelligence Officer		Bill.Tu@cbsa-asfc.gc.ca
Canada	Paul Savoia	Intelligence Officer		Paul.Savoia@cbsa.asfc.gc.ca
Canada	Nancy Yeh	Intelligence Officer		Nancy.Yeh@cbsa-asfc.gc.ca
China	Chen Lingkang	Customs Attaché, Chinese Embassy	202-495-2177	chen_lingkang@msn.com
China	E Tao	Customs Attaché, Chinese Embassy	202-495-2185	etao@customs.gov.cn
China	Qi Min	Senior Consultant, Enterprise Management Division, Department of Post-Clearance Audit		
China	Chen Jianping	Section Chief, Validation Audit Division, Department of Post Clearance Audit		
Colombia	Viviana Lopez	Advisor to the General Director - DIAN/AEO Program Coordinator	57-607-9999 x 1678	alopezl@dian.gov.co
Colombia	Francisco Ruiz Peronart	Advisor to the General Director - DIAN	57-607-9999 x 1678	frup@dian.gov.co
Costa Rica	Harold Leiva Araya	Profesional de Ingresos 2	8338-6711	leviaah@hacienda.gov.cr

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Country	Name	Job Title	Telephone	E-mail
Dominican Republic	Elisa Pimentel	Head of International Relations and Trade Negotiations Department	809-566-8913	e.pimentel@dga.gov.do
Dominican Republic	Annelly Luciano	Attorney of the Legal Department and Responsible for the Public Information Access' Office	809-574-7070 x2515	a.luciano@dga.gov.do
European Union	Thomas Kucirek	Head of Unit, Risk Management and Security, TAXUD	+32 22953616	Tomas.KUCIREK@ec.europa.eu
European Union	Gordon Wright	Customs Security Specialist, Risk Management and Security, TAXUD	+32 22960763	gordon.wright@ec.europa.eu
European Union	Keith Robe			
Japan	Mr. Tesuaki Yoneyama	Director	81-(0)3-3581-4111	tetsuaki.yoneyama@mof.go.jp
Japan	Mr. Kazunari Igarashi	Deputy Director	81-(0)3-3581-4111	kazunari.igarashi@mof.go.jp
Japan	Mr. Masayuki Gunji	Section Chief	81-(0)3-3581-4111	masayuki.gunji@mof.go.jp
Japan	Mr. Kazuo Arai	AEO Specialist	81-(0)3-3599-6343	
Japan	Mr. Ryutarō Kojima	AEO Specialist	81-(0)3-3599-6343	
Japan	Ms. Mafuyu Tamura	AEO Specialist	81-(0)45-212-2440	
Japan	Mr. Manabu Goto	CSI Specialist	1-310-518-9530	jolalbcsl@tokyo-customs.gov.jp
Japan	Mr. Soichi Sudo	Vice-Consul	213-617-6700 ext.203	s_sudo@la-cgjapan.org
Korea	Jaill Kim	Director, Audit Policy Division	82-42-481-7860	aeo@customs.go.kr
Korea	Jaehyung Shin	Deputy Director, Audit Policy Division	82-42-481-7861	aeo@customs.go.kr
Korea	Hongyoung Cho	AEO Specialist, AEO Audit Center	82-42-481-3241	aeo@customs.go.kr
Korea	Donggyu Kwak	AEO Specialist, AEO Audit Center	82-42-481-3248	aeo@customs.go.kr
Mexico	Hector Landeros		52-55-5602-0000 x 56556	hector.landeros@sat.gob.mx
Mexico	Ernesto Dellino Ramos		52-55-5602-0000 x 56556	ernesto.ramos@sat.gob.mx

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<b>Country</b>	<b>Name</b>	<b>Job Title</b>	<b>Telephone</b>	<b>E-mail</b>
New Zealand	Roger Smith			Roger.Smith@mfat.govt.nz paul.campbell@customs.govt.nz
New Zealand	Paul Campbell	Group Manager Trade and Marine	029 2746 792	
Panama	Jorge Carney	Subdirector General de Logística	507-6550-5971	jorge.carney@ana.gob.pa
Panama	Sheila Lorena Hernández	Asistente Ejecutiva de la Directora General	507-6948-9451	sheila.hernandez@ana.gob.pa
Panama	Adaliz González	Coordinadora OEA/Panama	507-6713-7907	adaliz.gonzalez@ana.gob.pa
Peru	Blanca Barandiaran	Customs Professional Intendant of Customs Enforcement and Management	51-1-2195150 x 20075	bbarandiaran@sunat.gob.pe
Peru	Miguel Shulca		51-1-2195150 x 20070	mshulca@sunat.gob.pe
Singapore	Quek Shu Jun	Trade Officer, Schemes and Licensing Branch	6355-2021	quek_shu_jun@customs.gov.sg
Singapore	Foo Kai Lin	Trade Officer, Schemes and Licensing Branch	6355-2317	foo_kai_lin@customs.gov.sg
Taiwan	Mr. Wen, Wu-Yen	Officer	+886-2-25505500 ext-2932	wuyenwen@webmail.customs.gov.tw
Taiwan	Ms. Chang, Mei-Fang	Auditor	+886-4-26565101 ext-405	003413@webmail.customs.gov.tw
Taiwan	Mr. Wu, Sheng Nan	Sub-section Head	+886-7-8237381	005011@webmail.customs.gov.tw
Tawan	Tsui-Ching Chen	Senior Commerical Officer	1-626-818-2028	003917@webmail.customs.gov.tw

# 附件 3 A Global Perspective - US

U.S. Customs and Border Protection  
Office of Field Operations  
Customs-Trade Partnership Against Terrorism (C-TPAT)



U.S. Customs and  
Border Protection

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**C-TPAT Annual Conference**  
**A Decade of Supply Chain Security and Innovation**

**San Diego, California**  
**March 29-31, 2011**



**Supply Chain Security – A Global Perspective**

**UNITED STATES**

**Customs-Trade Partnership Against Terrorism**

Date Program Launched: November 2001.

Number of Certified Partners: 10,082 as of March 2, 2011

Partners by Sector/Supply Chain Mode:

- Importers: 4,401
- Customs Brokers: 868
- Air, Sea, Rail Carriers: 2,827
- 3PLS/Consolidators: 817
- Marine Port Terminal Operators: 60
- Foreign Manufacturers: 1,109

Mutual Recognition Arrangements signed:

Country: New Zealand - June 2007

Country: Canada - June 2008

Country: Jordan - June 2008

Country: Japan - June 2009

Country: Korea - June 2010

Mutual Recognition Arrangements Being Worked On:

European Union - Possible Signing in 2011

Singapore - Under Consultation

Points of Contact:

Carlos E. Ochoa – [carlos.e.ochoa@dhs.gov](mailto:carlos.e.ochoa@dhs.gov) – 202-344-2078





# 附件 4 A Global Perspective - Korea

U.S. Customs and Border Protection  
Office of Field Operations  
Customs-Trade Partnership Against Terrorism (C-TPAT)



U.S. Customs and  
Border Protection

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C-TPAT Annual Conference  
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Supply Chain Security – A Global Perspective



KOREA

Authorized Economic Operator

Date Program Launched: April 15, 2010

Number of Certified Partners: 111

Partners by Sector/Supply Chain Mode:

- Exporters: 35
- Importers: 37
- Exporters/Importers :
- Highway Carriers: 3
- Sea Carriers:5
- Air Carriers: 0
- Customs Brokers: 14
- Rail Carriers: 0
- 3PLS: 11(freight forwarder)
- Marine Port Terminal Operators: 1
- Other (Specify): Warehouse - 5
- Other (Specify):

Mutual Recognition Arrangements signed:

Country: USA - June 25, 2010

Country: Canada - June 25, 2010

Country: Singapore - June 25, 2010

Mutual Recognition Arrangements Being Worked On:

Country: Japan

Possible Signing Date: June 2011

Country: New Zealand

Possible Signing Date: June 2011

Points of Contact:

Korean AEO Program: [aeo@customs.go.kr](mailto:aeo@customs.go.kr) Phone: 82-42-481-7867



# 附件 5 A Global Perspective - New Zealand

U.S. Customs and Border Protection  
Office of Field Operations  
Customs-Trade Partnership Against Terrorism (C-TPAT)



U.S. Customs and  
Border Protection

## C-TPAT Annual Conference A Decade of Supply Chain Security and Innovation

San Diego, California  
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Supply Chain Security – A Global Perspective

### NEW ZEALAND

#### Secure Export Scheme



Date Program Launched: Export trade scheme launched in July 2003. Partners were signed from March 2004 onwards in line with legislation amendments.

Number of Certified Partners: 123 as January 2, 2011

Partners by Sector/Supply Chain Mode:

- Exporters: 123\*
- Importers: 0
- Exporters/Importers:0
- Customs Brokers:0
- Air, Sea, Rail Carriers: 0
- 3PLS: 0
- Marine Port Terminal Operators: 0
- Other (Specify):0
- Other (Specify):0

\* Note: Exporters accountable for all elements of the supply chain including 3 PLS.

Mutual Recognition Arrangements signed:

Country: USA - June 29, 2007

Country: Japan - October 2008

Mutual Recognition Arrangements Being Worked On:

Consulting with Republic of Korea - Possible Signing Date: June 2011  
Singapore – study

Points of Contact:

Terry Brown [terry.brown@customs.govt.nz](mailto:terry.brown@customs.govt.nz) +64 9 927 8367

Michael Hawthorne [michael.hawthorne@customs.govt.nz](mailto:michael.hawthorne@customs.govt.nz) + 64 9 927 8218



# 附件 6 A Global Perspective - Japan

U.S. Customs and Border Protection  
Office of Field Operations  
Customs-Trade Partnership Against Terrorism (C-TPAT)



U.S. Customs and  
Border Protection

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**C-TPAT Annual Conference**  
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Supply Chain Security – A Global Perspective

**JAPAN**

**Authorized Economic Operator Program**

Date Program Launched: March 2006.

Number of Certified Partners: 427 (as of February 1, 2011)

Partners by Sector/Supply Chain Mode:

- Exporters: 239
- Importers: 77
- Warehouse operators: 81
- Customs Brokers: 27
- Logistics operators: 3
- Manufacturers: 0

Mutual Recognition Arrangements signed:

Country: New Zealand - May 14, 2008

Country: United States - June 26, 2009

Country: European Union - June 24, 2010

Country: Canada - June 25, 2010

Mutual Recognition Arrangements Being Worked On:

Under consultation: Korea and Singapore

Studying: China and Malaysia.

Points of Contact:

Customs Clearance Division, Customs and Tariff Bureau, Ministry of Finance  
Email: aeojapan@mof.go.jp - Tel: +81-(0)3-3581-3041



## 附件 7 A Global Perspective - Canada

U.S. Customs and Border Protection  
Office of Field Operations  
Customs-Trade Partnership Against Terrorism (C-TPAT)



U.S. Customs and  
Border Protection

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**Supply Chain Security – A Global Perspective**

**CANADA**

**Partners in Protection Program**

Date Program Launched: originally established in 1995 and strengthened in 2008.

Number of Certified Partners: 1413

Partners by Sector/Supply Chain Mode:

- Exporters: 286
- Importers: 377
- Highway Carriers: 864
- Sea Carriers: 9
- Air Carriers: 5
- Customs Brokers: 75
- Rail Carriers: 6
- Other (Shipping Agent): 5
- Other (Freight Forwarders): 123
- Other (Couriers): 15
- Other (Warehouse Operators, including Marine Port Terminal Operators): 146

Mutual Recognition Arrangements signed:

Country: United States - June 2008

Country: Japan - June 2010

Country: Korea - June 2010

Country: Singapore - June 2010

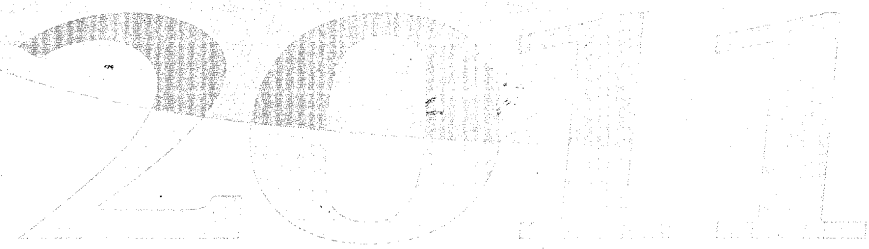
Mutual Recognition Arrangements Being Worked On: None

Points of Contact:

Kathrine Petric - [Kathrine.Petric@cbsa-asfc.gc.ca](mailto:Kathrine.Petric@cbsa-asfc.gc.ca) Phone: 613 946-0750

Kerri Lamoureux - [Kerri.Lamoureux@cbsa-asfc.gc.ca](mailto:Kerri.Lamoureux@cbsa-asfc.gc.ca) Phone: 613 946-0749





# A Decade of Supply Chain Security and Innovation



Agenda

## MONDAY, MARCH 28, 2011

- 4:00 – 8:00pm **Registration**  
(Litrenta Foyer, 2nd Floor)

## TUESDAY, MARCH 29, 2011

- 7:00am – 8:00pm **Registration**  
(Litrenta Foyer, 2nd Floor)

- 7:00 – 8:00am **Continental Breakfast**  
(Douglas D)

- 8:00 – 3:55pm **Concurrent Workshops**

These workshops will provide members with an opportunity to gain insight on various CBP initiatives, best practices and specific C-TPAT program elements.

Note: Workshop room locations will remain the same for Session 2 on Thursday.

- 8:00 – 8:55am

Betsy A-C	Verifying Security Measures
Elizabeth E	Security Training and Awareness — Beyond the Basics
Molly A-B	Advance Portal Applications and How to Maximize Program Benefits
Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	How to be ISA Ready
Gregory A-B	Partnering with Other Government Agencies

- 9:00 – 9:55am

Elizabeth E	Security Training and Awareness — Beyond the Basics
Molly A-B	Advance Portal Applications and How to Maximize Program Benefits
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth D	How to be ISA Ready
Gregory A-B	Partnering with Other Government Agencies

- 9:55 – 10:15am **Break**  
(Elizabeth Foyer)

- 10:15 – 11:10am

Outside	Advanced Conveyance Inspections
Betsy A-C	Verifying Security Measures
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth F	Supply Chain Security — A Global Perspective
Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	How to be ISA Ready
Gregory A-B	Partnering with Other Government Agencies

- 11:15 – 12:10pm

Outside	Advanced Conveyance Inspection
Betsy A-C	Verifying Security Measures
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth F	Supply Chain Security — A Global Perspective
Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	ISA Members Only: Guidance and Update

- 12:10 – 1:45pm **Lunch**

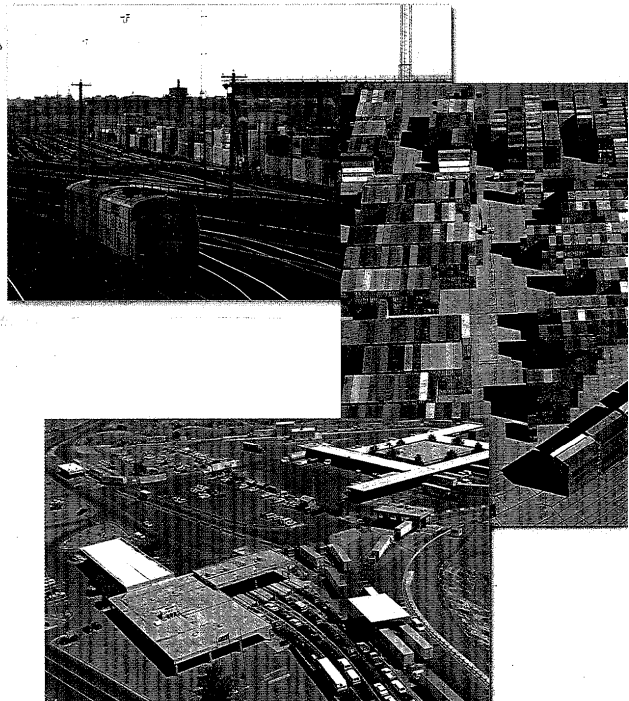
- 1:45 – 2:40pm

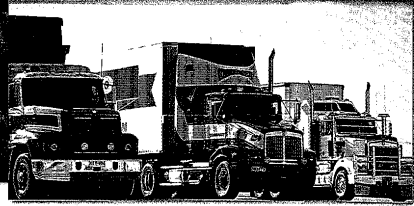
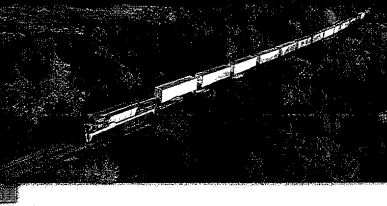
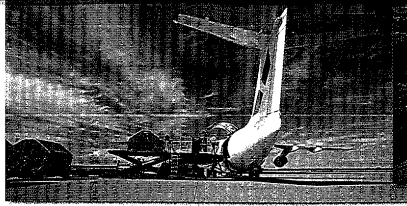
Outside	Advanced Conveyance Inspections
Elizabeth E	Security Training and Awareness — Beyond the Basics
Molly A-B	Advance Portal Applications and How to Maximize Program Benefits
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth F	Supply Chain Security — A Global Perspective
Elizabeth D	ISA Members Only: Guidance and Update

- 2:40 – 3:00pm **Break**  
(Elizabeth Foyer)

- 3:00 – 3:55pm

Outside	Advanced Conveyance Inspections
Betsy A-C	Verifying Security Measures
Elizabeth E	Security Training and Awareness — Beyond the Basics
Molly A-B	Advance Portal Applications and How to Maximize Program Benefits
Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	ISA Members Only: Guidance and Update





# A Decade of Supply Chain Security and Innovation

**WEDNESDAY, MARCH 30, 2011**

■ **7:00am – 5:00pm** Registration  
(Litrenta Foyer, 2nd Floor)

■ **7:00 – 8:00am** Continental Breakfast  
(Elizabeth Ballroom)

■ **8:00 – 5:10pm** General Session  
(Douglas ABC)

■ **8:00 – 8:10am** Opening Ceremony – CBP Honor Guard

■ **8:10 – 8:45am** Welcoming/Administrative Remarks

- Pete Flores, Acting Director Field Operations, US Customs and Border Protection, San Diego
- Alan Bersin, Commissioner, US Customs and Border Protection

■ **8:45 – 9:45am** Terrorism Assessment

- John Miller, Deputy Director for Analysis in the Office of the Deputy Director of National Intelligence for Intelligence Integration

■ **9:45 – 10:15am** Morning Break  
(Douglas Pavilion Foyer)

■ **10:15 – 11:00am** C-TPAT “State of the Program” Update

- Bradd Skinner, Director, C-TPAT/Industry Partnership Programs, US Customs and Border Protection

■ **11:00 – 11:45am** OFO Field Managers Perspectives of C-TPAT/FAST

- Moderator: Robert Resetar, Customs Manager, Porsche
- Jan Adams, Assistant Director Field Office Trade, Chicago, US Customs and Border Protection
- Pete Flores, Acting Director Field Operations, San Diego, US Customs and Border Protection
- Todd Hoffman, Port Director, Long Beach, US Customs and Border Protection

■ **11:45 – 12:00pm** Global Entry

- Ed Moriarity, Acting Director, Trusted Traveler Program, Office of Field Operations, US Customs and Border Protection

■ **12:00 – 1:15pm** Lunch  
(Elizabeth Ballroom)

■ **1:15 – 2:30pm** C-TPAT – A Look Back and a View Forward

- Moderator: Tom Winkowski, Assistant Commissioner, Office of Field Operations, US Customs and Border Protection
- Robert C. Bonner, Former Commissioner, US Customs and Border Protection

- Jim Phillips, General Motors, Senior Customs Manager
- Jerry Cook, Hanesbrands, Inc., Senior Vice President of Government and Trade
- Gary Spaun, Ford, Chairperson Global Supply Chain Security Governance Board
- Kelly Shultz, Target, Global Supply Chain Security/Assets Protection,
- Michelle Brayer-Hill, Motorola, Program Manager for Trade Operations,
- Mark Argenti, Chrysler, Customs Specialist
- Timothy Van Oost, BP America, Director of Customs

■ **2:30 – 3:00pm** U.S. Immigration and Customs Enforcement

■ **3:00 – 3:30pm** Afternoon Break  
(Douglas Pavilion Foyer)

■ **3:30 – 4:15pm** Perspectives on Future of Air Cargo Security

- Moderator: Mike Mullen, Executive Director, Express Association of America
- Todd Owen, Executive Director, Cargo & Conveyance Security, Office of Field Operations, US Customs and Border Protection
- Doug Brittin, General Manager, Transportation Security Administration
- Gary Wade, VP Security, Polar Air Cargo
- Phil Gilbert, Manager of Regulatory Compliance, American Airlines
- Norm Schenk, Vice President, Customs & Trade Compliance, UPS Supply Chain Solutions

■ **4:15 – 5:30pm** Security Innovations to Adapt to Emerging Threats

- Moderator: Sean Doherty, Director, New York C-TPAT Field Office, US Customs and Border Protection
- Bill Anderson, Director, Global Security, Ryder
- Sean Dettloff, Senior Manager Physical Security Solutions, Starbucks
- Mark Tierney, Senior Director, Corporate Security, Maersk

■ **5:30 – 5:40pm** Closing Remarks

- Bradd Skinner, Director, C-TPAT/Industry Partnership Programs, US Customs and Border Protection

■ **5:40 – 5:45pm** Closing Ceremony – CBP Honor Guard

## THURSDAY, MARCH 31, 2011

### ■ 7:00 – 8:00am Continental Breakfast (Douglas D)

### ■ 8:00 – 3:55pm Concurrent Workshops

Note: Workshop room locations are the same as Session 1 on Tuesday.

#### ■ 8:00 – 8:55am

Betsy A-C	Verifying Security Measures
Elizabeth E	Security Training and Awareness — Beyond the Basics
Molly A-B	Advance Portal Applications and How to Maximize Program Benefits
Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	How to be ISA Ready
Gregory A-B	Partnering with Other Government Agencies

#### ■ 9:00 – 9:55am

Elizabeth E	Security Training and Awareness — Beyond the Basics
Molly A-B	Advance Portal Applications and How to Maximize Program Benefits
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth D	How to be ISA Ready
Gregory A-B	Partnering with Other Government Agencies

### ■ 9:55 – 10:15am Break (Elizabeth Foyer)

#### ■ 10:15 – 11:10am

Outside	Advanced Conveyance Inspections
Betsy A-C	Verifying Security Measures
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth F	Supply Chain Security — A Global Perspective
Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	How to be ISA Ready
Gregory A-B	Partnering with Other Government Agencies

#### ■ 11:15 – 12:10pm

Outside	Advanced Conveyance Inspection
Betsy A-C	Verifying Security Measures
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth F	Supply Chain Security — A Global Perspective
Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	ISA Members Only: Guidance and Update

### ■ 12:10 – 1:45pm Lunch

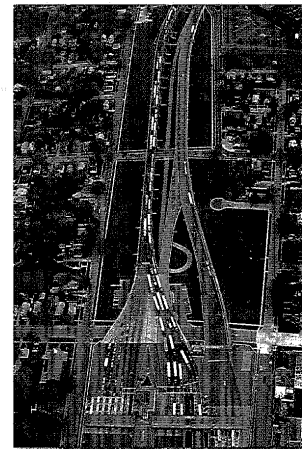
### ■ 1:45 – 2:40pm

Outside	Advanced Conveyance Inspections
Elizabeth E	Security Training and Awareness — Beyond the Basics
Molly A-B	Advance Portal Applications and How to Maximize Program Benefits
Elizabeth H	Anatomy of Post Incident Fact Finding Mission
Elizabeth F	Supply Chain Security — A Global Perspective
Elizabeth D	ISA Members Only: Guidance and Update

### ■ 2:40 – 3:00pm Break (Elizabeth Foyer)

### ■ 3:00 – 3:55pm

Outside	Advanced Conveyance Inspections
Betsy A-C	Verifying Security Measures
Elizabeth E	Security Training and Awareness — Beyond the Basics
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Edward A-C	Practical Suggestions to Mitigate Cargo Security Risks
Elizabeth D	ISA Members Only: Guidance and Update





## 2011 C-TPAT SEMINAR WORKSHOPS

### Advanced Conveyance Inspections

During this interactive session, Supply Chain Security Specialists will demonstrate the 17 point truck and trailer inspection and examination techniques with respect to aircraft unit load devices. GPS tracking and sealing procedures will also be reviewed.

### Verifying Security Measures

C-TPAT places strong emphasis on verifying and testing the security measures members have in place at the time of validation or revalidation. Participants will hear validation case studies and be provided with examples of the documents necessary to verify all minimum security criteria are being met. This workshop will also include a discussion of the annual review of the security profile and how this can strengthen a member's security program.

### Security Training and Awareness — Beyond the Basics

As an outcome of last year's conference on this topic, C-TPAT has developed a training guide based upon member feedback. The workshop will provide training with respect to using the guide as a reference tool. An on-line version of the guide will also be accessible through a dedicated website so that C-TPAT members can effortlessly extend the information in the guide out to their global supply chain partners.

### Advanced Portal Applications and How to Maximize Program Benefits

You have made the commitment; allocated the resources needed to obtain C-TPAT membership—now make sure you get the most from your investment. Participants will learn how the portal interacts with other CBP systems and see examples of how incomplete manufacturer identification numbers or importer security filings can result in no C-TPAT benefits. This interactive workshop will also provide participants with visibility into the next generation of portal enhancements and provide an opportunity to share recommendations about how to make the system even more user friendly.

### Anatomy of a Post Incident Fact Finding Mission

This workshop will explain the C-TPAT enforcement posture and focus on a Post Incident Analysis. It will provide information to help companies understand what steps they need to follow immediately following an incident and how best to prepare for the PIA.

### Supply Chain Security — A Global Perspective

The threat of international terrorism has made the protection of the global supply chain a major priority for business and government. This workshop will provide participants the opportunity to learn more about C-TPAT's international activities and to receive first hand perspectives from key foreign Customs officials and business leaders about the work taking place under Mutual Recognition Arrangements; technical assistance missions; and global best practices.

### Practical Suggestions to Mitigate Cargo Security Risks

C-TPAT Supply Chain Security Specialists will discuss indicators of suspicious activity, notification procedures and security practices identified through validations to reduce the likelihood of a security breach. The presentation will include discussion of actual events to illustrate threats.

### How to be ISA Ready

This basic workshop will give an overview of the ISA program, provide valuable information on how to prepare the ISA application package and provide guidance on how to prepare for the Regulatory Audits.

### ISA Members Only: Guidance and Update

The purpose of this advanced workshop is to provide current ISA members with information from subject matter experts regarding the Free Trade Agreement, guidance on how to handle port inquiries and guidance on the preparation of the Annual Notification Letters.

### Partnering with Other Government Agencies

While different government agencies have different regulatory scopes and requirements, managing risk through partnership is a common objective. In this workshop you will learn about CBP efforts to develop new partnerships with other government agencies to ensure trade moves securely and efficiently.





## **CUSTOMS-TRADE PARTNERSHIP AGAINST TERRORISM**

**United States Customs and Border Protection (CBP) is the unified border agency within the Department of Homeland Security (DHS). CBP is the frontline border agency tasked with the dual mission of securing the Nation's borders while facilitating legitimate trade and travel. This requires protecting against cross-border violations that threaten national security, the economy, and public safety.**

**Securing the Nation's borders in today's environment demands a complex, layered approach. The border is not merely a physical frontier; therefore, effectively securing it requires attention to processes that begin far outside U.S. borders and to all regions of the United States. Recurrent and considerable threats to international security from terrorists and multinational criminal organizations continue to be a stark reality.**

**Established in 2001, the Customs-Trade Partnership Against Terrorism (C-TPAT) is a joint government-business initiative designed to strengthen overall supply chain and border security while facilitating legitimate, compliant trade. C-TPAT recognizes that CBP can provide the highest level of cargo security only through close cooperation with the ultimate owners of the international supply chain such as importers, manufacturers, carriers, licensed customs brokers, and consolidators.**

**To date, more than 10,000 companies have partnered with CBP. C-TPAT has matured as a program over time, and as a result of collaborative partnerships, has built upon the lessons learned of each validation. These experiences have enabled the program to provide member support in navigating the complexities of international trade while ensuring that the integrity of supply chain security practices is maintained.**

**U.S. CUSTOMS AND BORDER PROTECTION  
OFFICE OF FIELD OPERATIONS  
C-TPAT PROGRAM  
1300 PENNSYLVANIA AVENUE, NW  
ROOM 2.2A  
WASHINGTON, DC 20229**





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Verifying Security Measures

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# Course Objectives

Understand evidence of implementation vs. evidence of documentation

Provide guidance to C-TPAT partners for presenting evidence of implementation to their assigned SCSS

Provide business partner with a methodology to identify security gaps, vulnerabilities, and weaknesses

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# Presentation Participants

- Dennis Willey, Director C-TPAT Houston, TX
- Tom Falanga, Supervisor C-TPAT New York, NY
- Michelle Hinton, Supply Chain Security Specialist
  - Washington, DC
- John Young, Supply Chain Security Specialist
  - New York, NY
- Scott Dunn, Supply Chain Security Specialist
  - Houston, TX

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- Contact your assigned SCSS via phone, portal, or email
  
- Contact your SCSS' field office
  - Buffalo Field Office (716) 626-6470
  - Houston Field Office (713) 744-6630
  - Miami Field Office (305) 471-8080
  - Washington D.C. (202) 344-1180
  - Los Angeles Field Office (562) 366-3280
  - Newark Field Office (908) 353-6818
  - JFK Field Office (718) 553-2745

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## Evaluating the True Value of a Supply Chain Security Program

Evidence of implementation is a building block towards improving our partnership

Most security programs look much better on paper than they are in reality

The difference between cosmetic vs. meaningful supply chain security is in the evidence of implementation

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## Suspensions and Removals January 2002 to March 2011

	Importers	Foreign Manufacturers	Highway Carriers	Port/Terminal Operators	Sea/Air/ Rail Carriers	Brokers	Consolidators	Third Party Logistics Providers	Totals
Suspended Due to Validation	222	36	255	0	0	34	32	1	580
Removed Due to Validation	253	27	188	0	0	32	20	0	520

	Importers	Foreign Manufacturers	Highway Carriers	Port/Terminal Operators	Sea/Air/ Rail Carriers	Brokers	Consolidators	Third Party Logistics Providers	Totals
Suspended Due to Incident	103	43	208	0	8	15	6	0	383
Removed Due to Incident	127	20	157	2	3	29	16	0	354

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## FY 2010 PIA Statistics

- Twenty-three (23) PIAs involving thirty-four (34) companies were conducted by C-TPAT
- Multiple factors contributed to each of the security breaches:
  - Lack of tracking/monitoring procedures: 61%
  - Business screening procedures: 22%
  - Improper inspection procedures: 13%
  - Lack of management oversight and accountability: 4%

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# Supply Chain Security in a High-Risk World

Three warning signs that suggest a company may be vulnerable when it comes to their security practices

- Inadequate self assessments
- Generic checklists
- Complacency



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## C-TPAT Validation: Evidence of Implementation

- Tools
- Techniques
- Expected challenges

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# Tools

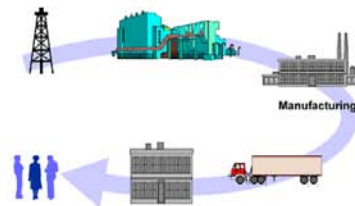
- Checklists (modified to meet your company's needs)
- Secure Web Portal (public library)
- Supply Chain Security Specialists
- Seminars/Outreach/Training
- Employee Incentives



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# Techniques

- Tracking shipments
- Tabletop/Staged exercise
- Testing effectiveness and consistency is site specific
- Observation
- Interviews



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# Expected Challenges

- Proof of implementation



- Prepared response



- Site tour



- Knowledge of procedures

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# Acceptable Evidence of Implementation

- Documentation



- Photographic/Video evidence

- Demonstration

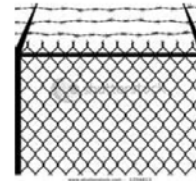


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# Preparation of Evidence

- Provide copies of the documented policies and procedures
- Be prepared for your SCSS to verify processes and practices relevant to container inspections
- Demonstration of your automated systems
- Demonstrate physical security measures



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# Matrix Introduction

	Documented Procedures	EVIDENCE OF IMPLEMENTATION	How far back did you go?
<b>Risk Assessment</b>	<input type="checkbox"/> Document/checklist/form <input type="checkbox"/> None <input type="checkbox"/> WRITTEN PROCEDURES <input type="checkbox"/> Documentation uploaded in portal <input type="checkbox"/> Other _____	<input type="checkbox"/> Reviewed and obtained copy of procedures/documentation/files <input type="checkbox"/> Reviewed procedures/documentation/files - no copy obtained <input type="checkbox"/> Observed process / site tour <input type="checkbox"/> Photo evidence / document scanned <input type="checkbox"/> Explanation of compliance by management / department employee	<input type="checkbox"/> Current week _____ <input type="checkbox"/> 1-6 months _____ <input type="checkbox"/> 6-12 months _____ <input type="checkbox"/> Over 12 months _____
<b>Business Partners</b>	<input type="checkbox"/> Document/checklist/form <input type="checkbox"/> None <input type="checkbox"/> WRITTEN PROCEDURES <input type="checkbox"/> Documentation uploaded in portal <input type="checkbox"/> Other _____	<input type="checkbox"/> Reviewed and obtained copy of procedures/documentation/files <input type="checkbox"/> Reviewed procedures/documentation/files - no copy obtained <input type="checkbox"/> Observed process / site tour <input type="checkbox"/> Photo evidence / document scanned <input type="checkbox"/> Explanation of compliance by management / department employee	<input type="checkbox"/> Current week _____ <input type="checkbox"/> 1-6 months _____ <input type="checkbox"/> 6-12 months _____ <input type="checkbox"/> Over 12 months _____
<b>Conveyance Security Inspection</b>	<input type="checkbox"/> Document/checklist/form <input type="checkbox"/> None <input type="checkbox"/> WRITTEN PROCEDURES <input type="checkbox"/> Documentation uploaded in portal <input type="checkbox"/> Other _____	<input type="checkbox"/> Reviewed and obtained copy of procedures/documentation/files <input type="checkbox"/> Reviewed procedures/documentation/files - no copy obtained <input type="checkbox"/> Observed process / site tour <input type="checkbox"/> Photo evidence / document scanned <input type="checkbox"/> Explanation of compliance by management / department employee	<input type="checkbox"/> Current week _____ <input type="checkbox"/> 1-6 months _____ <input type="checkbox"/> 6-12 months _____ <input type="checkbox"/> Over 12 months _____
<b>Physical Access Controls</b>	<input type="checkbox"/> Document/checklist/form <input type="checkbox"/> None <input type="checkbox"/> WRITTEN PROCEDURES <input type="checkbox"/> Documentation uploaded in portal <input type="checkbox"/> Other _____	<input type="checkbox"/> Reviewed and obtained copy of procedures/documentation/files <input type="checkbox"/> Reviewed procedures/documentation/files - no copy obtained <input type="checkbox"/> Observed process / site tour <input type="checkbox"/> Photo evidence / document scanned <input type="checkbox"/> Explanation of compliance by management / department employee	<input type="checkbox"/> Current week _____ <input type="checkbox"/> 1-6 months _____ <input type="checkbox"/> 6-12 months _____ <input type="checkbox"/> Over 12 months _____

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# Management Oversight and Accountability



- Evidence of continued management support (checks and balances) examples- memos, notifications
- Verifying procedures to investigate security related issues (incidents and breaches)
- Importance of the Annual Security Profile Review (Constant review and improvement of security processes and procedures)

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## Questions?

- Contact your assigned SCSS via phone, portal, or email
- Contact your SCSS' field office
  - Buffalo Field Office (716) 626-6470
  - Houston Field Office (713) 744-6630
  - Miami Field Office (305) 471-8080
  - Washington D.C. (202) 344-1180
  - Los Angeles Field Office (562) 366-3280
  - Newark Field Office (908) 353-6818
  - JFK Field Office (718) 553-2745

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## C-TPAT Security Training

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## C-TPAT Security Training

### Objectives

- Discuss learning trends
- Tailor training to your audience
- Teaching techniques
- Effective follow up
- Keeping it interesting
- Overview of training guide
- Q&A

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# C-TPAT Security Training

## How Two Companies Stopped a Terror Suspect

In the end, it wasn't a TSA agent, a Homeland Security operative or an FBI agent who first spotted alleged terror plotter Khalid Ali-M Aldawsari. It was the **employees of a private shipping company**. According to the government, somebody at the shipping company called local police **after becoming suspicious** about a chemical package that Aldawsari was set to receive.



Aldawsari

**“Based on training** and experience, Con-way’s local management immediately flagged the shipment as suspicious” and notified Con-way’s corporate security department,” the company said. “The shipment matched profiles outlined in Con-way’s security protocols for identifying shipments of a suspicious nature, and which appeared for use not consistent with known commercial application of the product.”

-2011 CNBC.com

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# C-TPAT Security Training

## How Do People Learn?

- Listening
- Seeing
- Touching

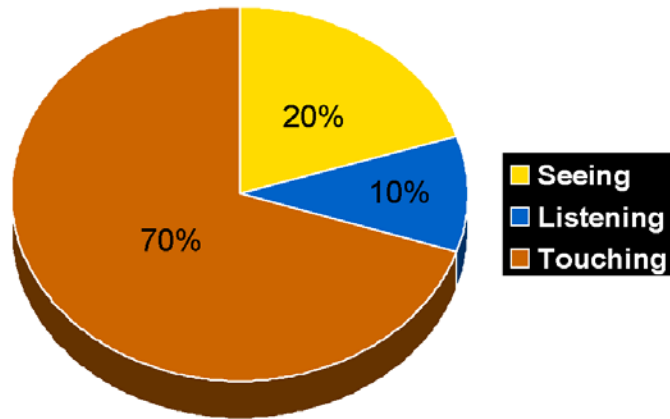
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# C-TPAT Security Training

Adult Student Retention Percentages



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# C-TPAT Security Training



Listening

- Teachers' instructions
- *"Don't chase the ball into the street!"*

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# C-TPAT Security Training



## Seeing

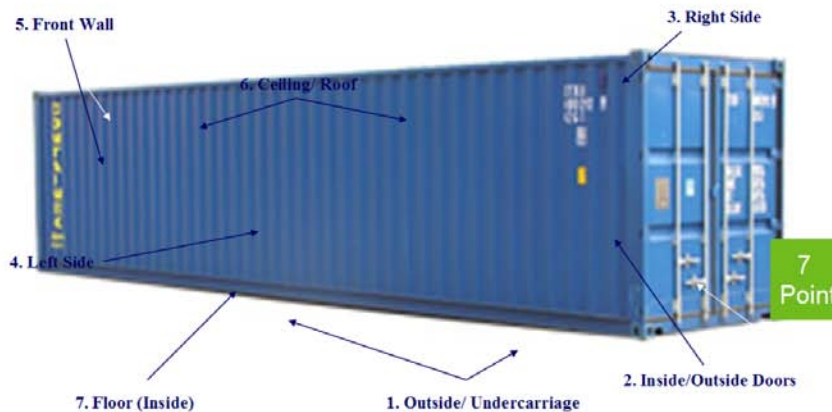
- Visual aids, videos, demonstrations
- *Watch the ball get crushed by a passing car*

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# C-TPAT Security Training

## 7-Point Container Inspection



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# C-TPAT Security Training



Floor Compartment

False Wall



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# C-TPAT Security Training



Touching

- Hands on involvement
- *Get hit by a car* 🚗

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# C-TPAT Security Training

How can you teach people who learn differently?

- Trainers have to be cognizant that one style or technique will not yield positive results when your audience is made up of different learners.
- Stack methods to reach your entire audience.
- Recap information in different ways.
- Combine methods whenever possible (e.g. if showing a video, turn on the closed captioning feature for those students who's learning is better achieved through reading).
- Involve learners (role playing, working groups)

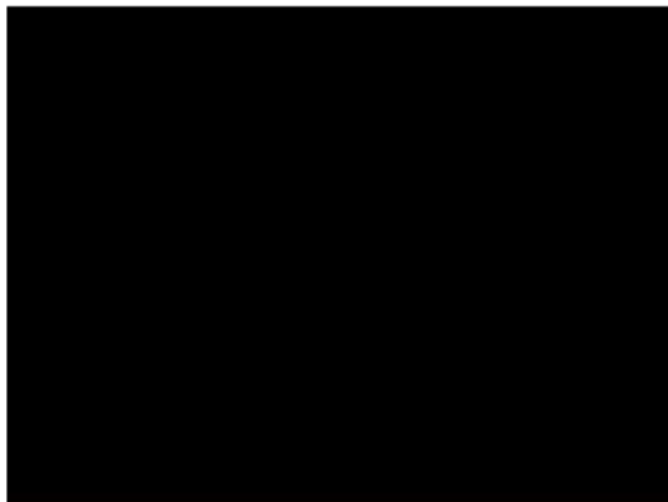
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# C-TPAT Security Training

What do employees need to know about C-TPAT?

- C-TPAT 101
- News letter
- Muster topic
- During training (orientation/annual)



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# C-TPAT Security Training

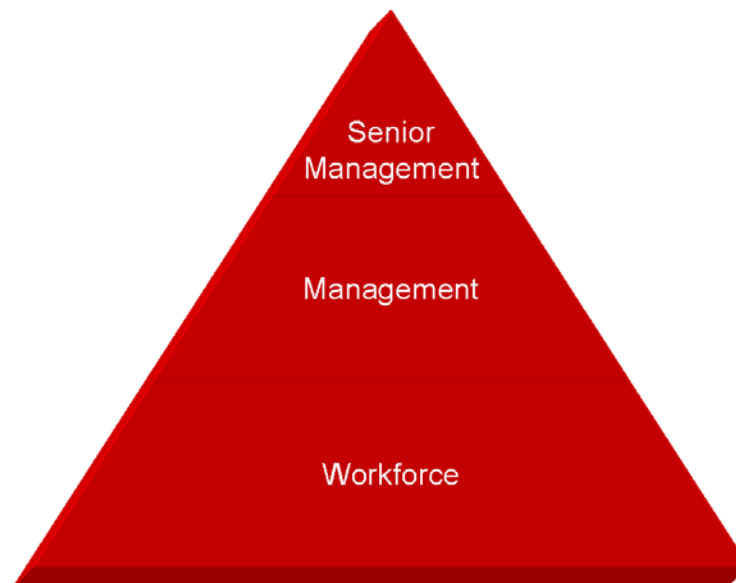
Identify your audience first, then tailor training appropriately.

- Employees are likely retain those topics which directly effect them, so...
- All employees should have a basic understanding of what C-TPAT means and why the company is a partner.
- Based on position, some employees should have a more complex understanding of the criteria (Shipping & Receiving – conveyance inspection, sealing procedures, etc).
- Your company's size and structure will dictate the direction of the C-TPAT and related security training you need to implement.

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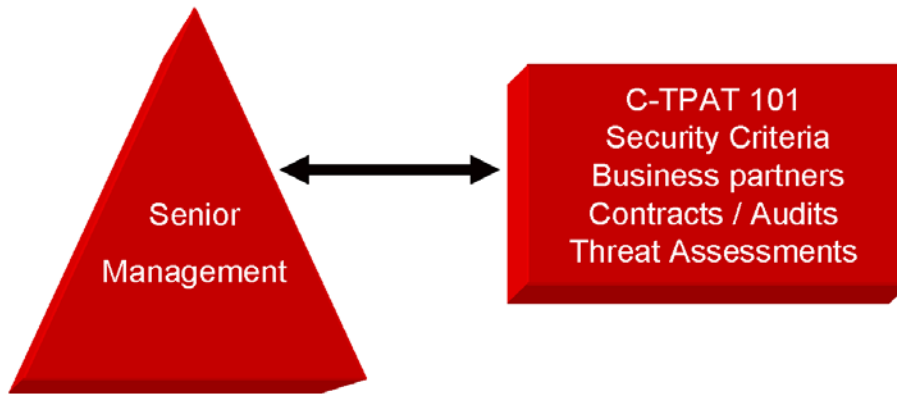
# C-TPAT Security Training



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## C-TPAT Security Training



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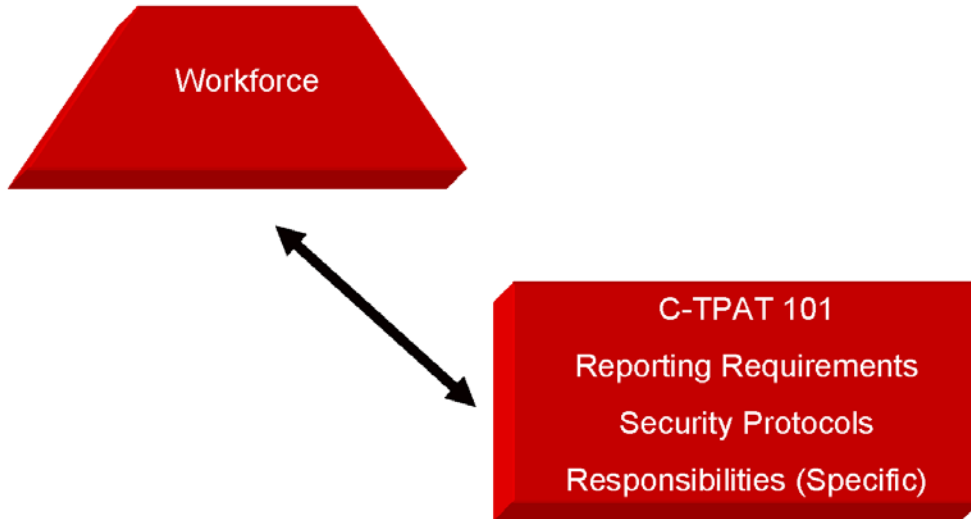
## C-TPAT Security Training



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# C-TPAT Security Training



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# C-TPAT Security Training



Develop different courses for your different audiences

- Position in company
  - Secretary
    - General overview
- Type of learner
  - Touch
    - Role playing

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Thank You

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## 附件 11 Advanced Portal Applications and How to Maximize Program Benefits



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## Workshop Objectives

- What Are Your Benefits?
- What's your IDENTITY?
  - Understanding IOR, MID and SCAC
  - How to ensure BENEFITS are not lost
- Benefits
  - When are your benefits applied
  - Measuring Benefits through ISF
- Advanced Portal
  - Scorecards
  - Portal 2.0
    - What to expect
    - Partner's Input

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## What are your benefits as a C-TPAT member?

**Decrease in disruptions to the Supply Chain.**

**Decrease wait times at the borders/ Front of the Line Privileges**

**ISF Progress Reports directly from CBP**

Business Resumption

Marketability

Mutual Recognition

Importer Self-Assessment (ISA)

Addition Benefits per the University of Virginia (UVA)

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## How are members identified?

- Importers- Importer of Record Numbers-3 Formats
  - 00-123456789 or 00-1234567AB
  - 000-00-0000
  - 123456-12345
  
- Foreign Manufactures- Manufacturer Identification Number
  - You may have multiple MIDs, but if they're not recorded in Portal, they're not receiving benefits, including *FAST*
  
- Highway Carrier- Standard Carrier Alpha Code

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# Importer of Record Number

Home Search Partner Documents

CTPAT News: CBP Highlights Top Apprehensions of 2010 - 12/23/2010

HOME SEARCH PARTNER DOCUMENTS

Home / Business Entities

### C-TPAT, Business Entities

34086723

Partner Name: CTPAT Test Importer  
 Doing Business As:  
 C-TPAT Account Number: 34086723  
 Business Type: Importer  
 Account Status: Certified

SCSS: [test.scss \(test-scas@cbp.dhs.gov\)](mailto:test.scss@test-scas@cbp.dhs.gov)  
 Phone: 703 555-1212  
 Office: Unassigned  
 Primary Point of Contact: [Calman Ozio \(calman.ozio@ogilox.com\)](mailto:calman.ozio@ogilox.com)  
 Phone: 777-777-7777

Please contact your SCSS to edit or delete IORs, MIDs, and SCACs.

6.1 New Business Entity

6.2 Business Entity Code

[Add](#)

	BUSINESS ENTITY CODE	BUSINESS ENTITY	PRIMARY CODE
<a href="#">Edit Delete</a>	Importer ID	722-02-0000	<input type="checkbox"/>
<a href="#">Edit Delete</a>	Bond Number	4445486as	<input type="checkbox"/>
<a href="#">Edit Delete</a>	Importer ID	99-123456789	<input type="checkbox"/>

Blue rows are required.

24x7 Help Desk, 1-866-530-4172

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# Foreign Manufacture Screen Shot

Home Search Partner Documents Discussion Tools

CTPAT News: CBP Executive Elected WCO Committee Chairman - 12/16/2011

HOME SEARCH PARTNER DOCUMENTS DISCUSSION TOOLS

Home / Business Entities

### C-TPAT, Business Entities

Partner Name:

Doing Business As:

C-TPAT Account Number:

Business Type: Foreign Manufacturer  
 Account Status: S - Applicant

SCSS: [Lillian Ames \(LILLIAN.AMES@CBP.DHS.GOV\)](mailto:Lillian.Ames@CBP.DHS.GOV)  
 Phone: 703 261 8265  
 Office: DC  
 Primary Point of Contact:   
 Phone:

6.1 New Business Entity

6.2 Business Entity Code

[Add](#)

	BUSINESS ENTITY CODE	BUSINESS ENTITY	PRIMARY CODE
<a href="#">Edit Delete</a>	Manufacturer ID Number	MXAR000203D6	<input type="checkbox"/>

Blue rows are required.

24x7 Help Desk, 1-866-530-4172  
 Choose Option 4

Session timeout: 19 mins 57 secs

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# When Are Benefits Applied?

- Air 19 CFR 141.61
  - Benefits are applied at Entry Summary.
- Sea 19 CFR 149.3
  - Benefits are applied once ISF is filed.
- Land
  - Benefits are applied when Entry and E-Manifests are filed

\*HINT-The early bird catch's the worm!\*

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# Actual ISF Progress Report

## U.S. Customs and Border Protection Importer Security Filing (ISF-10) Progress Report

Transaction Date Range: 4/2/10 - 12/29/10

ISF Importer Nbr: \_\_\_\_\_ ISF Importer Name: \_\_\_\_\_

### 1. ISF-10 Submission Volume:

Submission Status	Message Format	Message Action	Year-Month									Total
			2010 04	2010 05	2010 06	2010 07	2010 08	2010 09	2010 10	2010 11	2010 12	
Accepted	ABI - CATAR SF (Stand-alone)	Add	21	27	40	30	24	45	30	20	20	300
Accepted	ABI - CATAR SF (Stand-alone)	Replace	5	4	9	5	5	3	4			36
Rejected	ABI - CATAR SF (Stand-alone)	Replace	1									1
Total			27	41	57	41	34	48	34	20	20	337

### 2. Rejection Error Frequency:

Message Format	CIR Nbr	Error Message	Year-Month	
			2010 04	Total
ABI - CATAR SF (Stand-alone)	210	DUPLICATE BILL NUMBERS	1	1
Total			1	1

### 3. Timeliness Performance:

ISF's measured for timeliness are measured to 24 hours prior to vessel departure date and exclude ISF Replaces, Deletes, and Rejects. ISF's not matched to bills include active ISF's

ISF's Measured for Timeliness	Year-Month									Total	Pct								
	2010 04	2010 05	2010 06	2010 07	2010 08	2010 09	2010 10	2010 11	2010 12										
ISF's Filed before 24 hrs prior to Vessel Departure Date	14	11	14	17	21	17	10	10	3	120	40.0%								
ISF's Filed after 24 hrs prior to Vessel Departure Date	2	10	21	12	12	28	10	15	16	134	43.5%								
Total											16	21	45	20	33	43	26	10	250

ISF's Not Measured for Timeliness	Year-Month									Total									
	2010 04	2010 05	2010 06	2010 07	2010 08	2010 09	2010 10	2010 11	2010 12										
ISF's with no Vessel Departure Message or not yet incorporated	5	10	3	7	1	3	4		1	30									
Total											5	10	3	7	1	3	4	1	40

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# Request ISF Progress Report

- Send an email to [Progress\\_reports@cbp.dhs.gov](mailto:Progress_reports@cbp.dhs.gov) with the following information:
  - Company name
  - C-TPAT Tier Level
  - Point of contact
  - Point of contact telephone number
  - IOR numbers to be included in the reports
  - E-mail address to which the reports will be sent

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## C-TPAT Benefits - Customs Based



U.S. Importer  
+ Carrier  
+ Driver (FAST)  
+ Manufacturer  
+ High Security Seal  
= FAST Lane Benefits

U.S. Importer  
+ Carrier  
+ Driver (FAST)  
+ High Security Seal  
= FAST Lane Benefits

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## Bridge of the Americas, Laredo, TX



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# C-TPAT/FAST BRIDGE ACCESS- Port Huron, Michigan

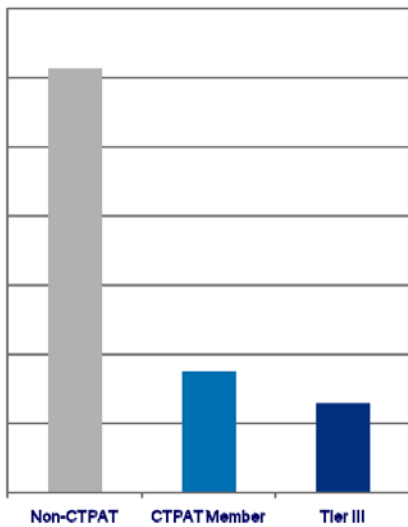


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## FY10 – Holds

Hold Counts (CBP)

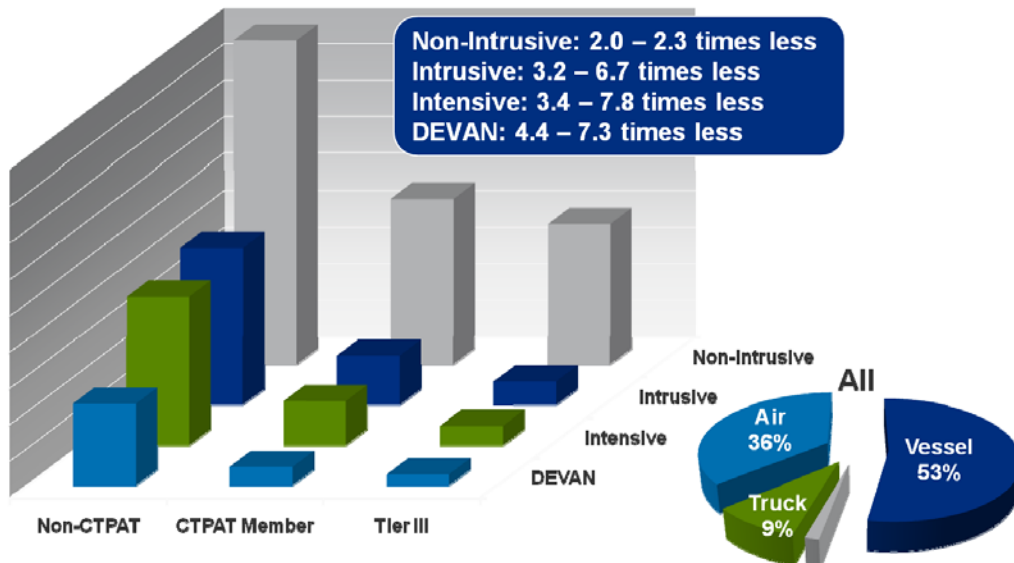


- 42% of all shipments held were detained by Other Government Agencies (OGA's)
- C-TPAT Members are 3.5 times less likely to be held by CBP Agency
- Tier III Members are 4.8 times less likely to be held by CBP Agency

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# FY10 – Most Costly Exams



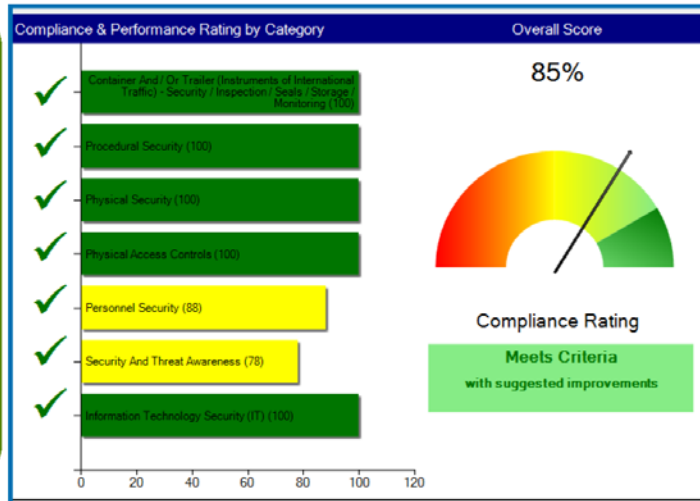
\*Excludes Rail

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# Validation Scorecard Updates

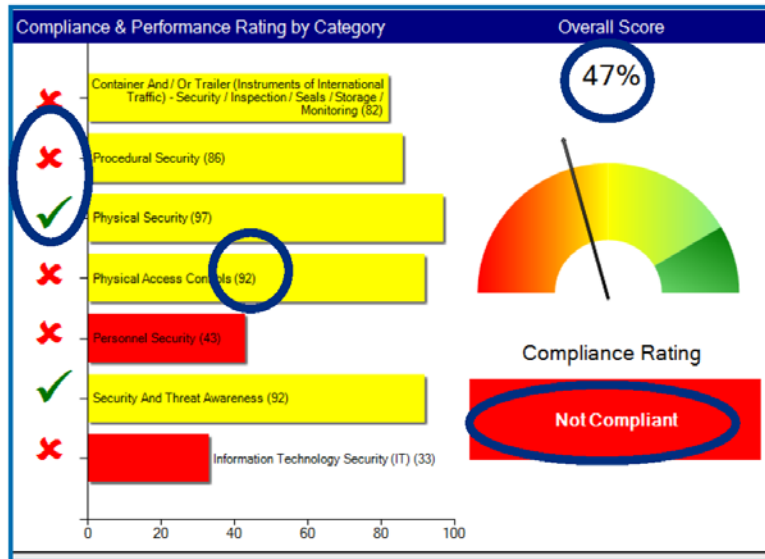
- Validation Scorecard concept unveiled at last years conference has evolved.
- Collaborative effort with members of the trade, supply chain security consultants, and C-TPAT personnel.



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## Scorecard Updates



• Category Scores could all be higher than the Overall Score.

• Criteria Compliance times Category Performance = Overall Score

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## Adjusted Score

- Requirements in development to rescore post validation response
- Planned roll out Summer/Fall 2011
- Combine the Validation Score with the Response Score and give an adjusted Score
- Biggest recommendation received from trade during the scorecard review process

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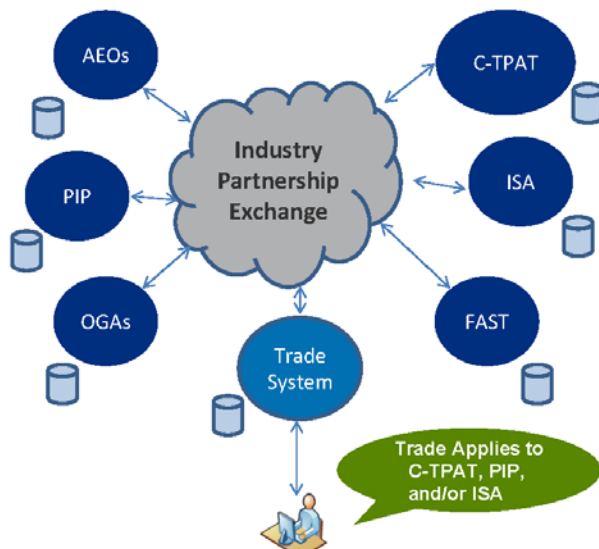
## Next Generation of C-TPAT IT

- Original portal built in 2006 to process applications
- Prior to Mutual Recognition and Harmonization
- Cooperate and integrate information with other agencies and countries at the partner level
- Easier account management for the Partner and the SCSS
- More helpful features and a more user friendly interface

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## What C-TPAT has proposed?



### Industry Partnership Management System

- Easy account maintenance for multiple industry partnership programs across multiple countries and agencies.
- Single window for trade into all client programs
- Inter-agency and international SVI system
- Ability to organize and manage different corporate divisions

\*Programs listed here are for example only and have not consented to be a part of the proposed system

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