



November 2024 - Info Expeditor

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CBFANC Social Media

Please connect with us!

- [Twitter - @cbfanc](#)
- [LinkedIn - Customs Brokers and Forwarders Association of Northern California \(CBFANC\) | Groups | LinkedIn](#)
- [Facebook - CBFANC](#)

Events Around the Bay

- [P.A.E.I](#) - Professional Association of Exporters and Importers
www.paei.org.
- [OWIT NC](#) - Organization of Women in International

CBFANC Wishes you and yours a Happy Thanksgiving!



Come and Join Our Holiday Happy Hour & Annual Meeting

CBFANC Board



FRIENDS • FUN • FOOD • RAFFLE • LAUGHS

WHEN
05 December 2024
4pm - 7pm

WHERE
Kincaid's Fish, Chops & Steaks
60 Bay View Place, Burlingame

CBFANC cordially invites you to our 2024

Holiday Happy Hour and Annual Membership Meeting

Trade Check website for updates

- [Monterey Bay International Trade Association \(MBITA\)](#) - Monterey Bay International Trade Association
Check Website for updates
- [Norcal W.T.C.](#) - The Northern California World Trade Center
Check Website for updates
- [PTA](#) - Pacific Transportation Association
Check Website for updates

Please join us in-person for our annual meeting with the current CBFANC Board of Directors.

We're excited to announce the winners of the 2025 year elections and see members and colleagues of our community to celebrate the holidays!

Remember your business cards for a chance to win some awesome raffle prizes.

We look forward to seeing and celebrating with you!

Remember to bring an unwrapped toy to benefit Toys for Tots and get a free raffle ticket!

Tickets:
Members: \$50.00
Guests: \$65.00

Enjoy festive hors d'oeuvres and cocktails!

[Register Here!](#)

Continuing Education for Customs Brokers Requirement Information

Evey Hwang, CBFANC Education Committee



On November 1, 2024, CBP published [Federal Register Notice 89 Notice FR 87387](#), announcing that customs brokers can soon begin earning credits under the new U.S. Customs and Border Protection (CBP) Continuing Education (CE) Program. The Continuing Education requirement is mandatory for all individually licensed brokers and non-compliance could result in a suspended or revoked license.

Brokers must earn 20 CE credits from qualifying educational activities that occur beginning January 1, 2025 through the end of the 2027 Triennial Status Reporting period (January 31, 2027). Educational activities eligible for CE credit will be offered by CBP, partner government agencies, and private entities. Those activities include, but are not limited to, industry conferences, webinars, online courses, port tours, and company trainings.

CBFANC Education Committee is pleased to be your local resource for CE credits. We will start the 2025 year with our Regulatory Frontlines Webinar. Save the Date January 22, 2025 to learn about PGA Compliance with AI integration.

CBFANC Education 2025 schedule will be posted in January and we'd welcome your suggestions for additional subjects.

Clarifying Trump Trade Politics in DC

Peter Friedmann, OurManInDC, PCC, AGTC



Peter Friedmann, OurManInDC

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- Is there a 'chink in the armor', reasons Trump will reconsider or reduce the threatened tariffs?
- Senior Senator Says [Trump Tariffs Are Negotiating Tool](#)

Anything New?

Bottom line: no

Importers are being inundated with breathless tariff updates from law firms, trade associations and lobbyists. For months Trump has threatened (or promised, depending on your point of view) to impose significant tariffs on imports -- from all countries and even greater from China, nothing new. He has thrown out numbers, and they are constantly changing. Latest is 25% on all imports from Mexico and Canada, another 10% on top of current 301 tariffs on imports from China very different than numbers presented just a month ago. The transition team is not leaking (as they did his first term). Some announced Cabinet appointees have had different views on tariffs. When it comes to tariffs, it's all still being developed within Trump transition; Congress is on the outside, looking in.

When Will We Know?

Bottom line: January 20 and after

Anyone thinking tariff specifics have been decided, is not only wrong, but clearly has no access or insight into the Trump transition. To a certain extent, the uncertainty is intentional, already a means of pursuing other Trump objectives, unrelated to trade. The latest tariff threat just announced, generated immediate pleas of Mexico and Canada leaders to let them increase cooperation on border security., rather than suffer new tariffs. The 25% tariff threat could be just as suddenly 'suspended' before January 20, if Trump feels he's getting the desired cooperation. Nevertheless, there are some in the transition are concerned about the impact of tariffs. Bottom line, for all who need to plan your business, sourcing, etc, it is unlikely that we will get actionable specifics before January 20 when he is sworn in and which will be the first time he could actually impose tariffs – still two months from now.

Who Has Useful Info on the Tariffs?

Bottom Line: Only Trump and some in his transition team, and they have nothing definitive, even internally.

No one in Senate and House offices. They are on the outside, looking in, as eager for information as anyone else. Remember Trump didn't consult with Hill before announcing the China 301 tariffs.. Since his election, he has been announcing big decisions – Cabinet appointments, etc. – on Truth Social,

Twitter, etc., and that's where tariff decisions will be announced. Sort of democracy on steroids: everybody gets information at the same time, for free; You don't have to pay law firms and lobbyists to get it.

This week proves tariffs seen by Trump as more than a trade tool.

Bottom line: No, there are multiple objectives, some which may be more urgent and important to Trump than trade:

1. Incentivize companies to bring production home to US
2. Generate revenue to pay for his other policy objectives, most certainly lost revenue when he seeks renewal of his first term tax reduction bill, which expires at end of 2025.
3. Provide a negotiating tool for Trump to incentivize countries to conform with his objectives (unrelated to trade); to punish or reward specific countries. Previous examples: threatened Germany, France to get them to increase their contributions to NATO. He threatened Mexico to cooperate in southern border immigration enforcement. As Senator Grassley says today, Trump sees tariffs, first and foremost, as a "negotiating tool." What could he use tariff threat for in this next term? He already has, with his latest 25% tariff threat vs Mexico and Canada, even now, that is only a threat, not 'cast in stone' depending on their border enforcement cooperation. Convince China not to invade Taiwan, convince Ukraine to give up some territory, shore up Philippines to resist China South Sea advances, prevent the EU from imposing tax on US digital companies, convince Mexico to stop being a gateway for China into the US, etc. Plenty of places Trump will need leverage.

Fascinating how Trump, still 2 months before he is even in the Oval Office, is already using the threat of tariffs to gain some of these foreign policy objectives. Just this week, it seems to be working, as Mexico and Canada leaders plead for reconsideration. **Unprecedented – which describes the entire Trump approach to tariffs.**

Can Trump Impose Tariffs Without Congressional Consent?

Bottom line: yes

Not really helpful, but law firms are researching the 5 laws which allow a President to impose tariffs without Congressional consent. We already know he can, he announced the China 310 tariffs during his first term, without waiting for Congressional consent, and will do so again. There are different requirements for an across-the-board tariff on all imports from all countries, versus tariffs imposed on an individual country. But the declarations of 'national interest' that would be required, can easily be provided. So, yes he can, without Congress intervening. Would Congress oppose? For the past 6 years I've reminded: not one Republican or Democrat in Senate or House, opposed his China tariffs. So if asked, they would likely consent (again).

Is there a 'chink in the armor', reasons Trump will reconsider or reduce the threatened tariffs?

Bottom line: absolutely. Other countries have leverage. This time, the transition team is acutely aware, does not want to again spend billions to subsidize US agriculture (soybeans, pork, etc.) exporters who were severely hurt by China retaliation. US ag is vulnerable as there is nothing we produce in ag that can't be sourced elsewhere: China and other buyers of US ag can shift to Brazil, Peru, Australia, etc. Our leverage against China is significantly weakened by the exposure of our ag, produced in solid red states.

There are other products, that a country targeted by Trump tariffs, could stop buying from the US, and shift to other countries (spirits and wine, airplanes, cotton, lumber, technology, etc.)

[Trump Tariffs Are Negotiating Tool](#)

As the Transition considers this vulnerability it's yet another reason for importers or exporters to not jump to conclusions as to the threatened tariffs.

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My Experience at WESCCON 2024

Madison Mindham



Madison Mindham, CBFANC Pres. Sung Wok Lee & Avalon Risk Deirdre Hudson and Lisa Perez

Since entering the logistics industry in May 2022, I've gained foundational knowledge, but I was eager to learn more. Attending WESCCON was an exciting and enlightening experience, and I'm truly grateful for the opportunity. My favorite seminar was *Trucking: Past, Present, and Future*. It was fascinating to hear from drayage companies about their efforts to adopt cleaner methods. Matt Schrap shared his experiences with new hydrogen trucks, which his company has introduced. While there are promising benefits, there are also significant challenges, such as high costs, lengthy training requirements, and steep insurance expenses. The discussion also touched on electric trucks, noting safety concerns—particularly related to fire risks—and the need for more widespread charging infrastructure. The speakers emphasized their commitment to achieving zero emissions by 2036, but acknowledged that substantial progress is still needed in cost reduction and safety. Learning about these complexities helped me better understand why logistics costs are rising.

My second favorite seminar was *Navigating the Complexities of Forced Labor: Practical Guidance for Customs Brokers*. Hearing directly from CBP officials was incredibly informative. Key advice included preparing documents proactively to avoid detention delays and maintaining all relevant resources and components for compliance. Detentions, which previously could take months, now typically last a maximum of sixty days. The speakers also emphasized the importance of strengthening ties with Mexico and Canada to reduce dependency on China, which they believe will pressure forced labor practices. Efforts to address prison-based forced labor in California were also discussed. Although forced labor won't disappear entirely, these initiatives are positive steps toward reducing its prevalence.

Given my auditing role, I was especially interested in the

discussion on AI in logistics, presented by Mark Ketcham and Vince Lacopella. Mark, from Raft, explained how their AI system aggregates information from various documents directly into entries, which reduces errors and improves efficiency. This approach frees up employees from repetitive data entry, allowing more focus on other tasks. The speakers stressed that AI isn't meant to replace staff but to complement their work, as human oversight remains essential. I would love to see similar AI integration at Total Logistics Resources and experience its potential benefits firsthand.

Overall, WESCCON was a highly informative experience that broadened my perspective on the logistics industry. I was particularly inspired by the industry's shift toward cleaner practices and the proactive stance on forced labor. I hope to attend WESCCON again in the future and look forward to hearing the panel discussions in years to come.

CBP Aligns Hours of Operations at Northern Border Ports of Entry

CBP Trade Events



**U.S. Customs and
Border Protection**

CBP Aligns Hours of Operations at Northern Border Ports of Entry

[CBP Aligns Hours of Operations at Northern Border Ports of Entry | U.S. Customs and Border Protection](#)

WASHINGTON-- U.S. Customs and Border Protection (CBP), in collaboration with Canada Border Services Agency (CBSA), will adjust hours of operation for 38 ports of entry (POEs) along the U.S. northern border, beginning at midnight, Jan. 6, 2025.

This will allow CBP to increase border security while facilitating legitimate cross-border trade and travel. CBP officers will be deployed to busier ports of entry, enabling the agency to use its resources most effectively for its critical national security and border security missions.

These adjustments formalize current operating hours that have been in effect for more than four years at 13 ports of entry across the northern border, with eight ports of entry expanding hours. A small number of ports will see reduced hours in an effort to continually align resources to operational realities. Travelers who use these affected crossing locations will have other options within a reasonable driving distance.

Importantly, these adjustments have been made in close coordination with CBSA, to ensure aligned operational hours that further enhance the security of both countries.

CBP continually monitors operations, traffic patterns, and volume, and analyzes the best use of resources to better serve the traveling public. CBP will remain engaged with local and regional stakeholders, as well as communities to ensure consistent communication and to address concerns.

The vast majority of the 118 northern border ports of entry will continue to operate at existing hours, including many with 24/7 operations. Locate ports of entry and access border wait times [here](#).

The following are the new permanent POE hours of operation by state:

Washington:

Metaline Falls will expand its operating hours to 8 a.m.-6 p.m.

Laurier will permanently maintain current hours of 8 a.m.-8 p.m.

Montana:

Scobey will expand its operating hours:

8 a.m.-9 p.m., June 1 to Sept. 15 and 9 a.m.-7 p.m., Sept. 16 to May 31

Opheim will expand its operating hours and days to 9 a.m.-5 p.m. seven days a week.

Del Bonita will permanently maintain current hours of 9 a.m.-5 p.m.

Morgan will permanently maintain current hours of 9 a.m.-5 p.m. Monday through Friday

North Dakota:

Fortuna will expand its operating hours to 9 a.m.-7 p.m.

Neché will expand its operating hours to 8 a.m.-6 p.m.

Noonan will expand its operating hours to 9 a.m.-7 p.m.

Walhalla will expand its operating hours to 8 a.m.-8 p.m.

Carbury will permanently maintain current hours of 9 a.m.-5 p.m.

Maida will permanently maintain current hours of 9 a.m.-5 p.m.

Northgate will permanently maintain current hours of 9 a.m.-5 p.m.

St. John will permanently maintain current hours of 8 a.m.-4 p.m.

Sherwood will permanently maintain current hours of 9 a.m.-7 p.m.

Westhope will permanently maintain current hours of 8 a.m.-4 p.m.

Minnesota:

Lancaster will permanently maintain current hours of 8 a.m.-6 p.m.

New York:

Chateaugay will reduce its operating hours from 24 hours to 6 a.m.-6 p.m.

Overton Corners will reduce its operating hours from 24 hours to 6 a.m.-10 p.m.

Rouses Point will reduce its operating hours from 24 hours to 8 a.m.-8 p.m.

Trout River will reduce its operating hours from 24 hours to 6 a.m.-6 p.m.

Vermont:

Alburl (joint port) will reduce its operating hours to 8 a.m.-8 p.m.

Canaan will reduce its operating hours to 8 a.m.-8 p.m.

North Troy will reduce its operating hours to 8 a.m.-8 p.m.

West Berkshire will reduce its operating hours 8 a.m.-8 p.m.

Alburl Springs will permanently maintain current hours of 8 a.m.-4 p.m.

Derby Line (Route 5) will permanently maintain current hours of 8 a.m.-8 p.m.

New Hampshire:

Pittsburg will permanently maintain current hours of 8 a.m.-8 p.m.

Maine:

Monticello will maintain current operating hours, but will close on U.S. and Canadian holidays.

CBP will temporarily expand its hours at the following location:

North Dakota:

Antler will expand its operating hours temporarily for 120 days to 9 a.m.-10 p.m.

CBP and CBSA will align hours at the following locations:

North Dakota:

Hannah will continue to operate from 9 a.m.-5 p.m.
Hansboro will continue to operate from 8 a.m.-4 p.m.
Sarles will continue to operate from 9 a.m.-5 p.m.

Minnesota:

Pinecreek will continue to operate from 9 a.m.-5 p.m.
Roseau will continue to operate from 8 a.m.-8 p.m.

Maine:

Limestone will continue to operate from 6 a.m.-6 p.m.
Orient- will continue to operate:
7 a.m. to 7 p.m. from Memorial Day to Labor Day, and
7 a.m. to 5 p.m. for the remainder of the year.
Vanceboro will continue to operate 8 a.m.-8 p.m.

Mentorship | Internship - Opportunity

Paul Glanting, Director of Career Services and Professional



**LAM FAMILY
COLLEGE of BUSINESS**
SAN FRANCISCO STATE UNIVERSITY

Innovate Sustainably. Lead Responsibly.

Are you interested in an intern or perhaps in mentoring the next generation of trade compliance specialists?

The Lam Family College of Business at San Francisco State University is one of the largest business schools in the country with approximately 4000 students. Since 1964, we have been accredited by AACSB International—the gold standard for business school accreditation—a rigorous accreditation earned by less than five percent of business schools worldwide. We offer a wide array of programs such as International Business, Management, Marketing, Business Analytics, Accounting, Decision Sciences, Information Systems, Economics, Labor Studies, and Hospitality, Tourism, and Events Management.

Our college has over 200 students majoring in International Business, Decision Science, and Business Analytics. Our students are well-prepared to work in international trade and global supply chain management. To boot, we offer a trade compliance course taught by a trade compliance professional with over 30 years of experience in the field. This is a unique pathway that is not taught in every business program.

We would love to explore partnering with you and your organizations! If you have any internship openings (or need guidance on creating an internship), we would be happy to connect!

We also have a robust mentorship program that pairs students with industry professionals, and we're always looking for new mentors!

Even if mentorship or internships are not of interest, we'd love to have you get involved in our college! Please feel free to contact Paul Glanting, Director of Career Services & Professional Development, at pbg@sfsu.edu. Thank you!

Technology and Social Media Committee

Chris Kammer, Tech & Social Media Committee



Chris Kammer, Technology & Social Media Chair

Make sure to follow CBFANC on LinkedIn



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Save the Date! State of the Port 2025

CBFANC Board



CBFANC's 2024 State of the Port Dinner Program

Tuesday, February 4, 2025

Featuring our keynote speaker

APD Bruce Murley

Location:
Hilton San Francisco Airport Bayfront
600 Airport Blvd
Burlingame, CA 94010

Details for registration and sponsorship opportunities
coming soon!

You do not want to miss this!

CBFANC Needs YOU!

Join a CBFANC COMMITTEE



CBFANC Needs YOU!!

Please feel free to contact us with your feedback, ideas and topics that should be considered. Whether you're a legal eagle or proverbial party animal, editor and journalist, nerd or geek - we have a spot for you!

Join one of our committees where you can put your talents and interest to use for the betterment of the organization and our community.

Travel to Washington and lobby for causes important to our industry and the security of our country. Dreaming of improving standards in our trade - join our Education team:

- Go to WESCCON - The premier international trade event in the country!
- Write that expose you always dreamed - join the Newsroom
- Always wanted to hob-knob with the who's who in the trade - join The Agency or Customs
- Are you a graphic designer at heart - come to the virtual side of things on our web committee

To learn more about our wonderful committees and find an area you would like to volunteer for, please click [here](#). As always, any questions at all, please reach out to us at info@cbfanc.org. Thank you!