

# Denied Trade Screening Frees Company Resources and Reduces Potential Liabilities

Eastern Shipping is a \$20 mil full service freight forwarder. Started in 2001, they have offices in Hamburg, Shanghai, New Jersey, Chicago, and Los Angeles. Their customers are various sized companies that import and export goods but do not have a large supply chain or logistics in-house department. The supply managers are typically very educated and want Eastern to provide them with accurate and timely trade data. Their ultimate interest is having confidence that their goods are moving efficiently and securely.

As a mid-sized forwarder, Eastern realizes that neither they nor their clients can afford a compliance failure which could effectively put either one out of business. Fines can be steep as CBP and other government agencies are ever more vigilant and penalizing companies for failing to comply with the numerous and ever changing trade laws and tariffs required. In a recent case, Cabela's, an outdoor equipment outfitter based in Nebraska, agreed to pay a \$680,000 civil penalty to settle allegations that it committed 152 violations of the Export Administration Regulations (EAR). Non-compliance penalties may also include jail time and removal of export privileges all together.

As such, Eastern strives to provide the highest level of accuracy, visibility and reliability in their processes. One of the key supply chain security checks they perform is "denied trade screening" using an automated, web-based solution from Integration Point® Inc. Some companies focus only on denied parties, countries or products. The Integration Point Denied Trade Screening (DTS) Solution checks for all three simultaneously. The system also allows for manual overrides with a business' custom rules that otherwise may become burdensome during the process. Because the software is available via the Internet as a service (Software as a Service, "SaaS"), users access it anytime from anywhere, such as while traveling or working from home. Integration Point maintains the physical hardware and software as well as all the content to alleviate the installation and maintenance burden of its customers such as Eastern Shipping.

Integration Point DTS validates a shipment against over 80 active lists from government agencies across the globe that note all the restricted people, embargoed countries and controlled products for each country. Because the lists changes often and each shipment should be validated against all of them, the automation provided by Integration Point affords users a quick and easy check that provides an auditable record that the goods have been checked using "Reasonable Care". Prior to using the Integration Point Denied Trade Screening Solution, Eastern estimated that it would take an employee 15-25 minutes to screen one of several hundred shipments. Now, it only takes 1 minute per shipment allowing these valuable employees to be available to handle customer service needs.

Eastern now does the screening for every shipment that their clients import or export as a standard operating procedure. As Eastern President, Eric Wagner noted, "We provide the Integration Point DTS solution to our customers as it protects both them and us. It is an obvious cost-effective and simple way to ensure that we follow the import/export regulations so that we avoid any hefty fines but also so we can do our part to be more responsible American citizens."

### About Integration Point

Integration Point® Inc. Real Time Global Trade Management helps many of the best known companies import and export goods more effectively by providing up-to-date international trade compliance. The Integration Point Solution is a comprehensive suite of fully integrated, web-based software products that provide consistent and secure access to information around the clock including: Import/Export Management, Global Classification, Importer Security Filing (10+2), Denied Trade Screening, C-TPAT, AEO, Free Trade Agreement qualification and Duty Deferral Program participation. Companies dependent of efficient import/export of goods rely on Integration Point to help them quickly and accurately navigate through the often complex and dynamic requirements of global trade.

### About Eastern Shipping Worldwide

Founded in 2001, Eastern Shipping Worldwide has grown rapidly because of its solid reputation as a world-class logistics provider and partner. With an impeccable customer retention rate, Eastern Shipping Worldwide's clients are our best testament to the superior service we provide. Contact Eastern Shipping Worldwide at [www.EasternWorldwide.com](http://www.EasternWorldwide.com) or (847) 981-1081.

**All Your Trade Needs, One Integrated Solution**

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