



**Summary and analysis of  
eyefortransport's survey:**

**"CARGO AND SUPPLY CHAIN  
SECURITY TRENDS "**

**July 2006**

**For further details please contact:**

**David Thomas**

**[dthomas@eyefortransport.com](mailto:dthomas@eyefortransport.com)**

**US Toll-free: 1 800 814 3459 ext 361**

**Rest of world: +44 (0) 207 375 7168**

## Table of Contents:

I Introduction.....	
II Survey overview.....	
III Profile of respondents .....	
IV Security challenges.....	
V Terrorist threats.....	
VI Cargo theft.....	
VII Security solutions.....	
VIII Overall industry implications and conclusions.....	
IX The eyefortransport 5th North American Cargo Security Forum.....	

## I. Introduction

Cargo and supply chain security is now widely acknowledged as being a matter of collaboration between all players in all sectors of the transportation and logistics industry, from shippers, importers/exporters and technology providers to freight forwarders, carriers, and logistics services providers.

Governments and industry associations are also valuable contributors in the grand scheme of things: governments in a regulatory capacity, and industry associations in a monitoring and advisory capacity.

While the ultimate goal of all stakeholders is to protect cargo throughout its journey from point of origin to final destination, not all parties share the same motives for doing so.

For manufacturers and retailers, particularly just-in-time operators, it's the need to ensure continuity and reliability of supply. For carriers, it's largely a matter of preventing losses of their own assets and their customers' consignments – and avoiding the consequent claims. For governments, it's very much an issue of national security. And for security consultants, the whole business is a cash cow.

When it comes to supply chains that begin in one country and end in another, the issue becomes complicated. It would be so much easier if there were global industry standards. But different countries have different business practices, different customs requirements, and different government regulations – which change constantly as policy makers are obliged to update the rules to keep pace with increasingly innovative criminals. Collaboration here is the key. On a domestic level, shippers, carriers, ports, etc. can all work together and push industry standards and best practices; on an international level, governments can co-operate with each other to aim for a set of homogeneous security directives; and multi-national companies can take the lead and set superior standards for international cargo security.

Although compliance with regulations may initially have been regarded as just one more expense, it is slowly redeeming itself as the entire industry begins to benefit from the spin-offs. The implementation of additional security measures has resulted in safer and consequently more efficient supply chains. Fewer disruptions and incidents of theft translate into reduced losses and increased profits – for all concerned.

In the final analysis, the fundamental motive for implementing an effective cargo security program is the same for all industry players – very simply, it's a matter of economics.

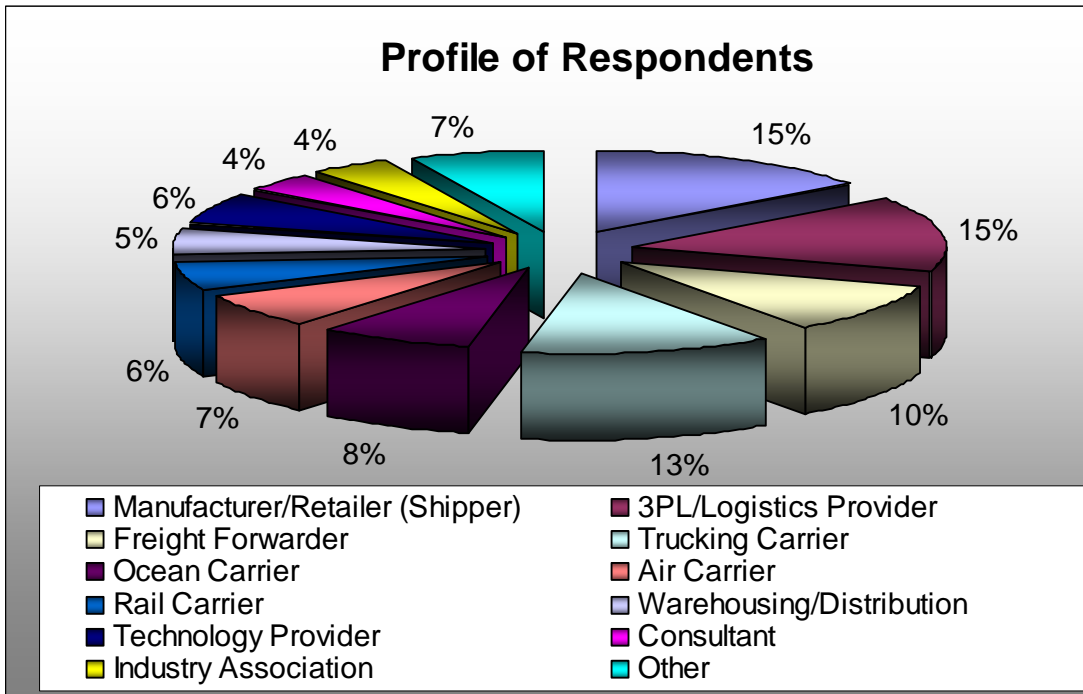
## II. Methodology and approach

eyefortransport conducted the "Cargo and Supply Chain Security Trends" survey from June to July 2006. The purpose of this survey was to determine the various security investments, the current level and variety of security concerns, the obstacles faced when investing in a new implementation and the benefits which are being realized. Responses were solicited in a targeted e-mail campaign, which included select trade associations and industry databases

## III. Profile of respondents

Respondents were senior executives, responsible for all aspects of cargo security, from Fortune 1000 retailers and manufacturers and from the leading transportation and logistics providers. Over 300 senior-level executives responded.

Nearly 80% of the survey respondents were directly involved with freight and/or supply chains. Of these the majority were direct trade service providers, while the rest were manufacturers or retailers. 21% of the respondents were technology providers, consultants, industry associations or 'other'.



All of the data gathered in this report will be discussed and debated at the eyefortransport 5th North American Cargo Security conference being held at the Washington DC Hilton, Embassy Row, September 6-7 2006. For more information on the eyefortransport survey results or the conference, contact Dave Thomas at [dthomas@eyefortransport.com](mailto:dthomas@eyefortransport.com), 1 800 814 3459 ext 361 or +44 (0) 207 375 7168

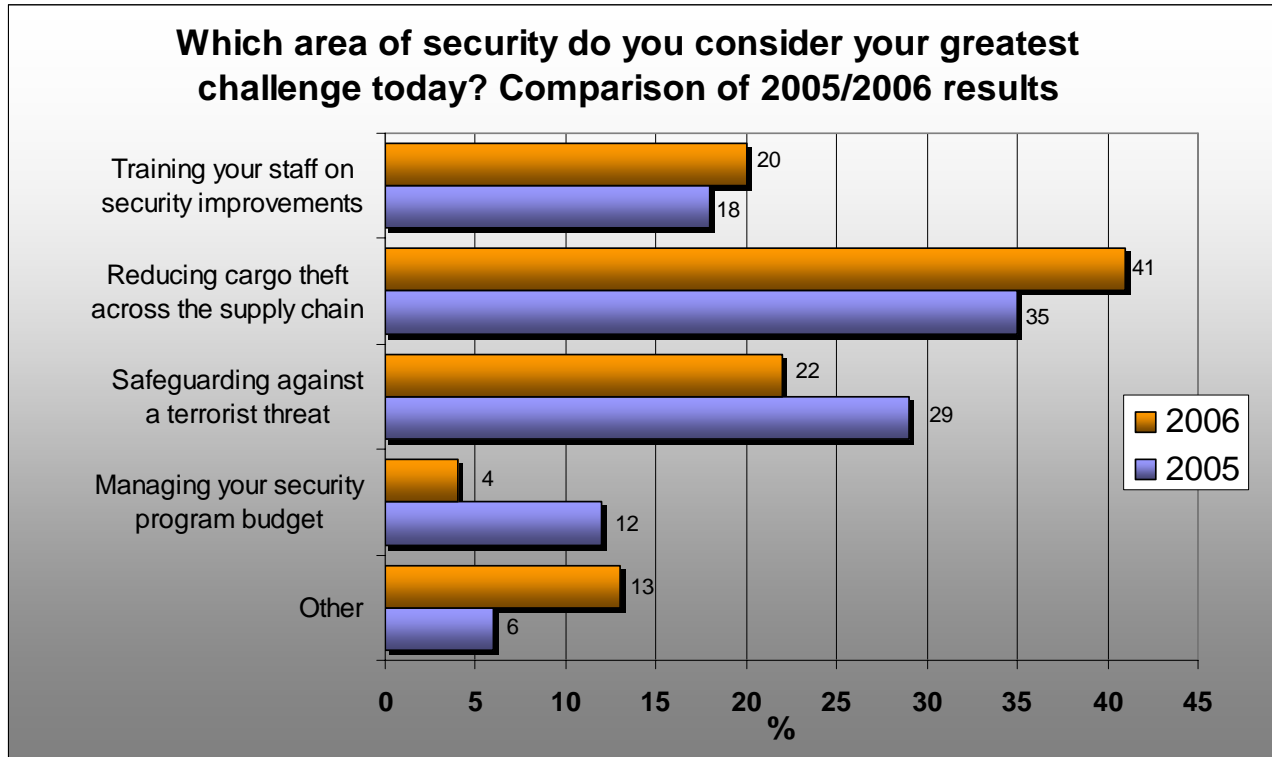
## IV Security challenges

When asked which area of security is considered the greatest challenge for the respondents' organizations, 41% said "reducing cargo theft across the supply chain", compared to 35% in last year's survey. This seems to reflect the apparent industry concerns about rising in organised cargo theft. The FBI estimates cargo crime costs the industry \$18 billion, and some place the figures as high as \$60 billion. The Volpe National Transportation Systems Center, a research arm of the US Dept. of Transportation which will be presenting at the eyefortransport 5th North American Cargo Security Forum in Washington, has even stated that the industry's move toward the use of cargo containers, while increasing efficiency of transport, "may have inadvertently encouraged increased organized criminal presence in freight transportation"<sup>1</sup>

While 9/11 was largely responsible for a global knee-jerk re-think on the terrorist threat to cargo security, five years down the line only 22% of the survey respondents said that "implementing a security program to safeguard against a terrorist threat" is the major challenge, compared to 29% last year. This is obviously still a serious concern but it appears that currently the very real threat of theft remains a priority over worst case scenarios. This is further substantiated by some of the 'other' responses to this question. Out of the 13% of respondents who replied 'other', 30% said their biggest priority was contending with the Government's reaction to the terrorist threat. Both the Senate's legislation proposing 100% cargo screening and the 'overreaction to 9/11' were described as "unfeasible challenges" to respondents' operations.

<sup>1</sup> Research Findings: Cargo Crime and Cargo Terminal Concerns - Volpe National Transportation Systems Center (DOT) <http://www.volpe.dot.gov/infosrc/strtplns/nstc/cargo/chap2.html>

Managing an organization's security budget has also slipped in priority during the past twelve months, but the importance of staff training in respect of security improvements is now seen as a major challenge by 20% of the respondents, as opposed to last year when 18% felt this was the priority and compared with 2004 when not a single respondent felt this was their major concern.



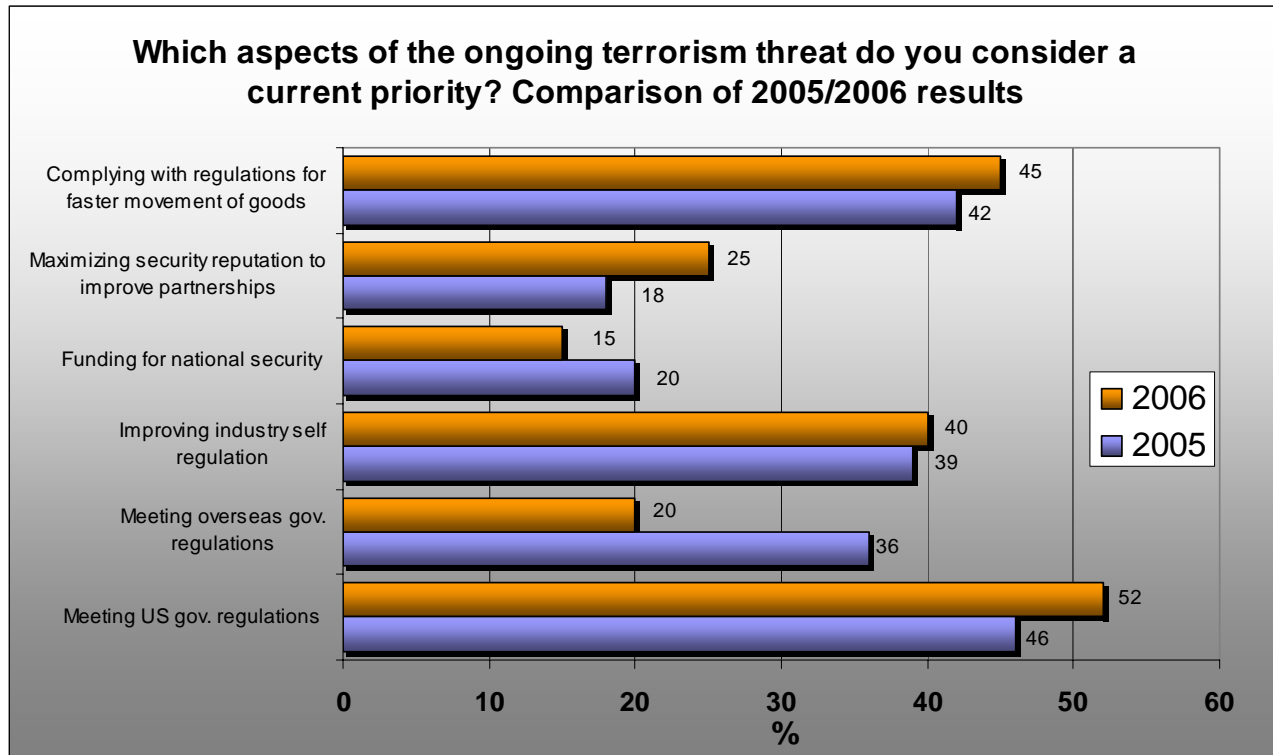
There was a rise in 'other' areas seen to present a challenge to cargo security this year. Apart from the ones previously mentioned, other key responses were the importance of data protection, fully understanding new regulations and directives, compliance with programs like C-TPAT, developing up-to-date inspection and detection technologies and the problems associated with new emerging global markets, such as security delays from China and Africa.

Collaboration features here too, with respondents noting that "ensuring shippers and receivers are involved in the process" is a challenge, as is "insuring the security of supply chain partners"

## V Terrorist threats

When asked to prioritize which aspects of terrorism are considered a threat to transportation security, regulations and compliance once again head the list, which is unsurprising considering the results of the previous question. "Meeting US government regulations" was a top priority for 52% of the respondents, compared to 46% in last year's survey, although "aligning with overseas government regulations" was only a priority for 20%, compared to 36% last year. This would suggest that with all the recent developments and noise within homeland security, respondents are more concerned with coming into line with domestic regulations, rather than the fact they are unconcerned about global standards.

45% of this year's respondents prioritized "regulations compliance for faster movement of goods", compared to 42% last year, and 40% of the respondents said that improving self regulation of the industry is a priority, compared to 39% last year.



Collaboration in this area is also key, with a 7% increase of this year's respondents saying that "maximizing security reputation in order to improve partnerships" is a priority.

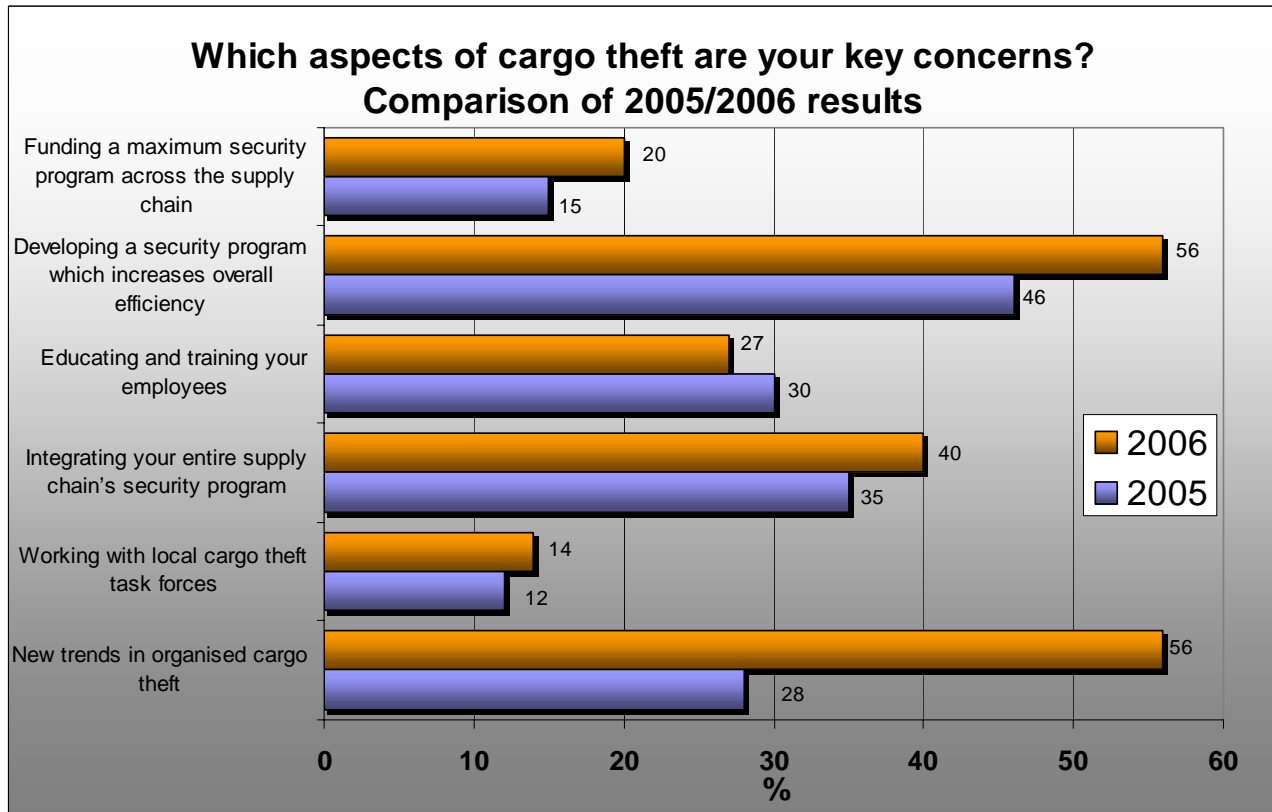
Funding for security measures has dropped markedly compared to last year's respondents, which suggests again that the priorities have simply shifted towards compliance as a means of increasing efficiency and visibility. Our other research supports this leading to such a degree that one of the main panel sessions at the 5<sup>th</sup> North American Cargo Security Forum will examine "**Climbing ahead of the compliance curve**".

The main note of importance from the other responses was the overwhelming desire for more collaboration: 10% of all respondents listed "Better integration of security systems and initiatives", the "creation of meaningful technology standards" and the "improvement of government/industry partnerships" as their current priorities in the face of the current terrorism threat.

## VI Cargo theft

Almost half (46%) of the respondents to last year's survey said that "developing a security program that increases overall efficiency" is a key concern. This rose to 56% this year suggesting again that security is not simply a matter of compliance, but is being recognized as an important part of a company's operations for increasing visibility, efficiency and protecting your reputation. Integrating the entire supply chain's security program and training employees to recognize and deal with cargo security threats were both listed as key concerns for 40% of this year's respondents as opposed to 35% of last year's.

The big story this year, which dramatically enforces the view that organized cargo theft is certainly perceived as a major problem, is the 28% rise in respondents who saw "New trends in cargo theft" as an issue.



"Funding a maximum security program across the supply chain" is a major concern for 20% of this year's respondents, compared to only 15% of those who completed last year's survey.

There was also a small rise in the number of last year's respondents who consider "working with local cargo theft task forces" to be a key concern, which possibility justifies the maxim that companies should "Think globally and act locally" when it comes to their security operations.

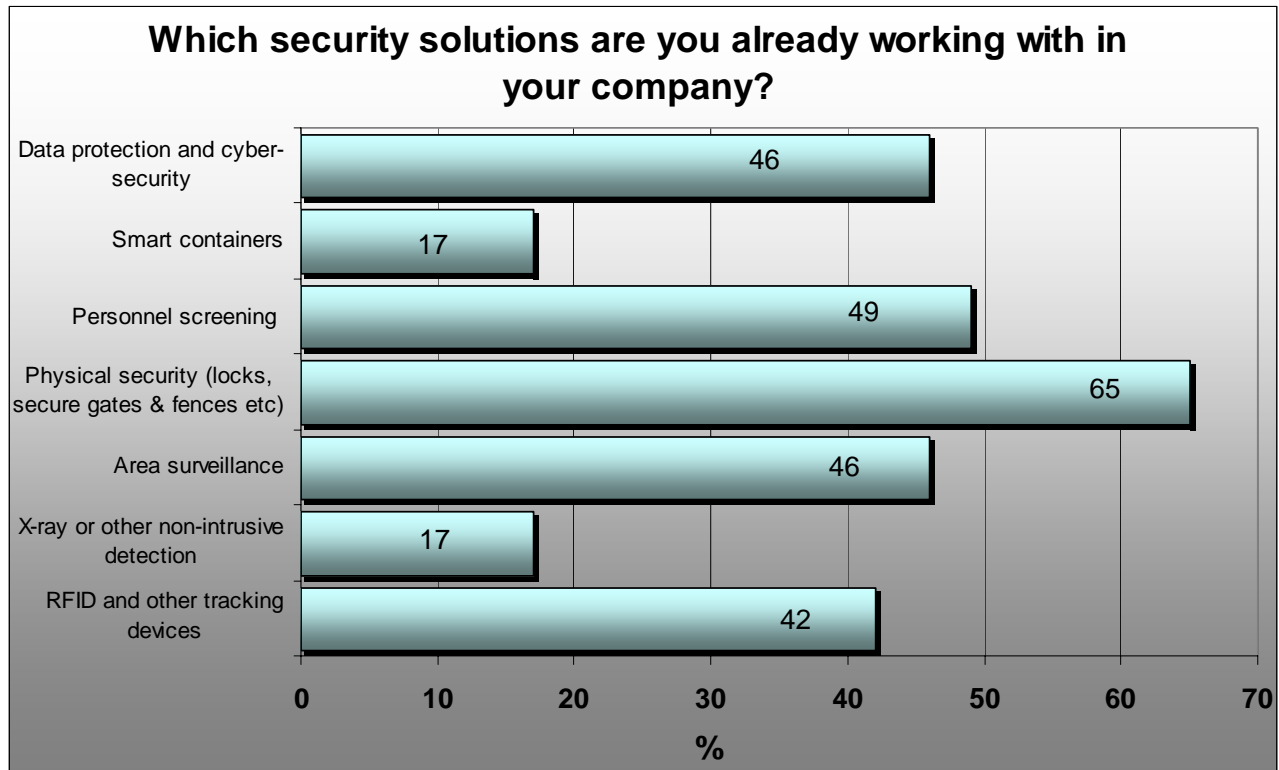
The number of replies which consider the training and education of employees to be a major concern has dropped, which hopefully indicates that the serious lack of effective training measures in the past has been addressed with new education programs and greater collaboration with industry associations and industry advisors.

## VII Security solutions

Almost three-quarters of the survey respondents have taken the simple precaution of installing physical security measures, and just under half of them have implemented area surveillance.

Just under half of respondents said that they had measures in place to ensure data protection and cyber security which is up 15% on last year and is a welcome area of growth considering the tremendous damage data theft/loss can have on operations.

Just under half of the respondents use RFID or other tracking devices which is a rise of 20% from last year. X-Ray / non-intrusive detection and 'smart' containers are both used by 17% of the respondents.



Just under half of the respondents also screen their staff – a sensible precaution since around two thirds of all cargo theft is reportedly carried out with insider co-operation and about 3% of respondents also run background checks on their logistics services providers.

Other security solutions deployed by a number of respondents include electronic access control, and the yet more collaboration with the sharing of tracking data.

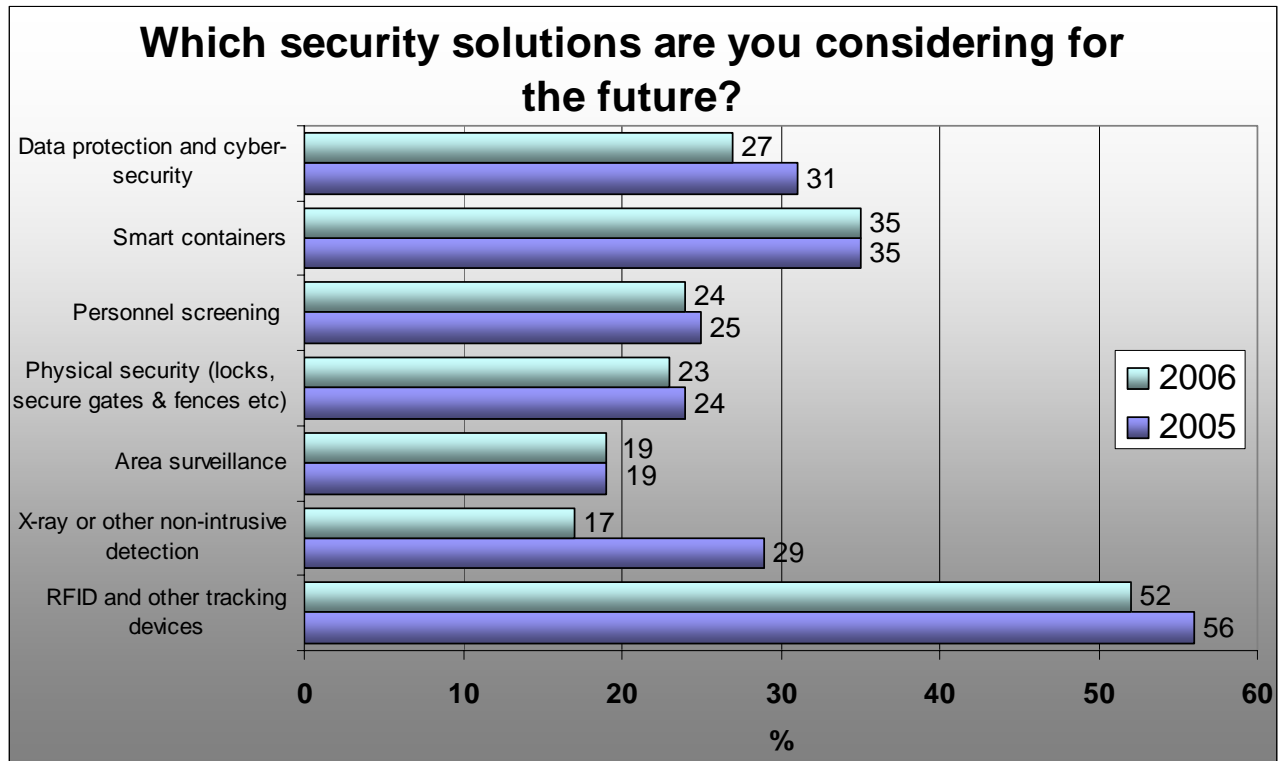
## The Future of Security Technology

When asked what security solutions are under consideration for the future, just over half of the respondents reported that their companies plan to use RFID or other tracking devices in future, which has dropped since last year and seems to validate the rise in RFID use in the previous graph. Just over a third are looking at 'smart' containers, exactly the same figure as last year.

X-Rays and non-intrusive detection is a possibility for 17% of the survey respondents which suggests a large implementation has taken place since last year's report. 27% of the respondents said that data protection is under discussion, which again seems to mirror the previous graph which shows a large increase in the implementation of measures to secure data, including automated data capture of container movements.

Last year, a quarter of the respondents were considering the merits of personnel screening. Hopefully, a small percentage of them have put it into practice, because the results dropped by a percentage.

Area surveillance is still on the cards for 19% of the respondents, but a surprising 23% are still 'considering' physical locks and secure gates – which is an improvement on the 24% of respondents to last year's survey, however still means 23% of all respondents have premises which appear to be open-house.



## VIII Overall industry implications and conclusions

"What has become obvious to all involved is that supply-chain security is a shared responsibility that requires cooperation between the public and private sector along the entire supply chain," says Randy Mullett, Vice President of Government Relations for CNF, who was one of the distinguished speakers who participated at the 4th eyefortransport North America Cargo Security Forum last year

Indeed, when asked which specific companies are leading the way in cargo security, the respondents named organizations in all sectors of the industry, from shippers (K-Mart, Target, Motorola, Starbucks, Dell, IBM, GE, Boeing, and pharmaceutical companies Pfizer and Procter & Gamble), to logistics companies and carriers (Exel, Eagle Global Logistics, Menlo, FedEx, Yellow Roadway, UPS, National Retail Systems), solutions providers (Savi Technology) and insurers (AIG, the TT Club).

While the determination to totally eliminate all security risks, e.g., through 100% screening, is optimistic to say the least, ignoring the risks won't make them go away. There are those seeking perfect security but on the other are those respondents who believe the threat from terrorism is greatly exaggerated and is "crippling the industry". Randy Larson, Director of the Institute for Homeland Security, a renowned author, speaker and key participant at the 5<sup>th</sup> North American Cargo Security Forum states: "If we're not careful, our over-reactions to 9/11 could become a greater threat to the American economy than al-Qaeda"<sup>2</sup>

The proper balance is clearly somewhere in between but much greater communication between government agencies, associations, technology providers, insurers and shippers and transport and logistics companies is definitely needed. As Larson states:

"This must include federal, state and local governments, plus the private sector"

<sup>2</sup> <http://www.tihls.org/ReadingRoom.htm>

## IX The eyefortransport 5th North American Cargo Security Forum

The eyefortransport 5th North American Cargo Security Forum will take place in Washington DC on September 6-7th, 2006 at the Hilton Embassy Row Hotel.

Learn from special, exclusive presentations and executive panels and join in the discussions at intimate round table sessions. Attend this annual, executive Forum to benchmark against your peers and make the most of unprecedented networking opportunities with speakers from leading international and local companies such as:

- **Senator Patty Murray**
- General Manager Cargo from the **TSA**
- Senior special agent from the **DHS**
- Global Security Manager **Eagle Global Logistics**
- Director of Corporate Security **National Retail Systems**
- Chief Counsel **FedEx Express**

For the full list of speakers go to [www.eyefortransport.com/cargosecurity06/speakers](http://www.eyefortransport.com/cargosecurity06/speakers)

Please view the brochure attached for further information about the event

---

*The information and opinions in this report were prepared by eyefortransport ("First Conferences Ltd.") and its partners. eyefortransport has no obligation to tell you when opinions or information in this report change.*

*This report is based on public information and interviews. eyefortransport makes every effort to use reliable, comprehensive information, but we make no representation that it is accurate or complete.*

*In no event, whether in contract, tort (including negligence) or otherwise, shall eyefortransport (First Conferences Ltd.) and its partners be liable for any damages, losses, expenses, loss of data or profit caused by use of the material or the contents of this report.*

*This report may not be sold or redistributed without the written consent of eyefortransport (First Conferences Ltd.). Additional information is available on request*



eye for transport

# 5<sup>th</sup> Annual North American Cargo Security Forum

"Informative and Energetic - A success"  
Director of Risk and Quality, Seko Worldwide

HILTON HOTEL EMBASSY ROW, WASHINGTON, USA, SEPTEMBER 6-7, 2006

CONFERENCE • WORKSHOPS • EXHIBITION

The only event to focus on comprehensive long-term strategies and best practices for cargo security professionals

## An interactive, individual answer to global cargo security concerns

- Benefit from focused discussions that illustrate **how to solve the most critical cargo security issues affecting your supply chain today**
- Understand the steps necessary to comply with **essential Government regulations**. Hear an update from DHS, CPB, DOT and FBI about C-TPAT, FAST, CSI and much more
- Benchmark your security programs against your peers and competitors** and discover what changes are required from customer mandates - Learn exactly what's required for the year ahead
- Move cargo security up the corporate agenda - Gain practical tips for an **ROI business case to convince management** - reduce costs, lower premiums and protect your brand
- Discover all the latest risk prevention technology options available to **protect your cargo and improve efficiency and visibility** - Seals, RFID, GPS, X-Ray, data-protection and many more discussed and on display
- You're only as strong as your weakest link - Hear real life examples and practical advice for collaborating with suppliers, partners and clients to **ensure your entire global supply chain is safe and secure**

**PLUS** All the topics you asked for - New trends in organized cargo theft, training your staff on security improvements, enhancing your security reputation within the industry, implementing and managing your security budget, maximizing security through IT and software, audit and liability reduction and much more



Keynote from Senator Murray

Benefit from Specific Insights and Winning Ideas from over 30 industry leaders

- Matthew Vega Senior Counsel **FedEx Express**
- Gus Gustason Global Security Manager **Eagle Global Logistics**
- Robert Bullington Global Security Manager **Motorola, Inc**
- John Keske Technical Evaluation Manager **Office of SAFETY Act Implementation, DHS**
- Daine Eisold General Manager **Cargo Transportation Security Administration**
- Sean Dettloff Partner & Asset Protection Manager **Starbucks Coffee Company**
- William McLeod Senior Special Agent Department of Homeland Security - **ICE**
- Carlos Cortez Director, International Intelligence Programs **CBP Office of Intelligence**
- Steven Robinson Senior Director Supply Chain Gap, **Inc**
- Tim Kennedy Manager Global Security **Bax Global**
- Speaker to be confirmed - **Canadian National**
- Frank Scheer Purchasing & Supply Management Specialist **U.S. Postal Service**
- Michael Palermo Detective **FBI - IT/VC Task Force**
- Brian Paradise Director of Risk Management **Sea Star Line**
- Randal Mullett Director Government Relations **CNF**
- Alan Geraudi Vice President & General Counsel **Panalpina North America**
- Richard Martin Corporate Director of Security **Knight Transportation Inc**
- Randall Larsen President Homeland Security Associates **USAF (Ret)**
- John Tabor Director of Security **National Retail Systems Inc**
- Rick Delapaz Vice President **Kuehne & Nagel**
- Jon Helmick Director, Logistics & Intermodal Transportation **United States Merchant Marine Academy**
- David Brierton Major **Florida Highway Patrol Bureau of Investigations**
- Raymond Fleming Director of Cargo Loss Prevention **FFE Transportation**
- Kent Kutnink Director of Environmental, Health & Safety **Agriliance, LLC**
- William Burkhead Corp Group Lead, DC Asset Protection **The Sports Authority**
- Luke Ritter - **Trident Global Partners**
- Irvin Varkonyi - **SCOPE**
- Richard Mestre Sergeant Miami Dade Police Dept. **TOMCATS**
- Amy Hawkins Vice President, Govt. Affairs **BNSF**
- Michael G Dinning Executive Director of Business Development **Volpe National Transportation Systems Center/ DOT**
- John Wilkinson President & CEO **WPG Shipper Association**
- Glen Bartlett Detective **Old Brookville Police Department**
- Roger Johnston Team Leader **Los Alamos National Laboratory**
- Gene Sullivan Tri-County Auto Theft Task Force **Romeoville, IL Police Dept.**
- Carolynn Lucas Cargo Claims Manager **AI Marine Adjusters, Inc: A Division of AIG**
- Sandra Scott President and CEO **SASync Borders LLC** (Previously Director, **International Relations YRC Worldwide**)
- Scott Rivas Supervisory Special Agent **Federal Bureau of Investigation**
- Stephen Foster Cargo Analyst **US Navy**
- Thomas Cook Managing Director **American River International**
- William Mort Detective **Will County Sheriff's Dept**
- Dave Singh Security Manager **TASCO**

"Once again I believe the event was a success. Informative speakers, great testimonials and communication sharing"  
Director of Regulatory Compliance, Eastman

CO-SPONSOR	SUPPORTING ORGANIZATIONS

OPEN NOW FOR FULL AGENDA DETAILS

## NETWORK, BENCHMARK AND LEARN FROM INDUSTRY LEADERS AND GOVERNMENT OFFICIALS

Past attendees include

### GOVERNMENT + LAW ENFORCEMENT:

**US DHS** Business Liaison for BTS  
**US CBP** Director - Interdiction+Security Div.  
**US Dept. of Commerce**  
 International Trade Specialist  
**US DHS - Office of SAFETY Act**  
 Office of Defense Analyses  
**US Coast Guard** Chief - Int'l Assessment Team  
**US DHS** Special Agent  
**New Zealand Customs National Mgr** -Trade+Cargo  
**FBI Theft/Violent Crime**  
 Supervisory Special Agent  
**FBI Theft/Violent Crime** Detective  
**Greater Kelly Dev. Authority**  
 Director of Aviation

### MANUFACTURERS + RETAILERS:

**Arkema Group** Director - Security  
**BASF Corporation** Director, Corporate Security  
**BASF Corporation** Director, NAFTA Foreign Trade & Logistics Compliance  
**Boeing** CTPAT Program Manager  
**Bridgestone** Manager - Corporate Security  
**Bridgestone** Manager - C-TPAT  
**Circuit City Stores**  
 International Logistics Manager  
**Colgate Palmolive**  
 Security Mgr - North America  
**Deere + Company** Mgr - S.C. Value Assurance  
**Eastman Chemical**  
 Adv. Logistics Compliance Rep.  
**General Motors** Customs Manager  
**General Motors**  
 Security Advisor - Global Security  
**Kellwood/Saks 5th Ave.**  
 former VP - In'l Services  
**Kerr - McGee** Logistics Manager  
**Kmart** Director - Asset Protection: S.C.  
**MASCO** Mgr -Global S.C. Services  
**Masterfoods USA** Customs Compliance Manager  
**Masterfoods USA** (US Mars Inc.)  
 Int'l Supply Chain Manager  
**McKee Foods Transportation, LLC**  
 Transportation Manager  
**Microsoft** Global Trade Policy Snr Mgr  
**MI Group** Director of Quality Assurance  
**National Geographic**  
 Director Distribution + Postal Affairs  
**Procter + Gamble** Customs+C-TPAT Compliance  
**Procter + Gamble**  
 Snr Mgr - Global Security Op.s  
**QVC** Loss Prevention Manager  
**QVC** Compliance Administrator  
**SanDisk** Senior Security Manager  
**Schering-Plough** Global Security Manager  
**SEKO Worldwide** Director, Risk and Quality  
**Solectron** VP - Global Logistics  
**Starbucks Coffee** Partner & Asset Protection Mgr  
**The Home Depot** International Supply Chain  
**The Home Depot** Manager Corporate Security  
**Volvo Cars Logistics N.A. Inc**  
 Logistics Account Manager  
**Wartsila North America, Inc** Logistics Manager  
**Xerox** Logistics Security Manager

### LOGISTICS + TRANSPORT PROVIDERS:

**AAA Transportation** VP and General Counsel  
**ABF Freight System, Inc** Regional Manager, Security  
**APL Logistics** HazMat Director  
**BAX Global Inc.** Manager - Global Security  
**Blue + Gray Transportation** President  
**British Airways World Cargo** Network Safety & Compliance Manager  
**British Airways World Cargo** VP Safety & Compliance  
**CNF** Director Government Relations  
**CNF** Director - Corporate Security Services  
**Continental AirCargo** VP Cargo  
**CSX Intermodal** Director, Risk Management & Safety  
**CSX Intermodal** Director Security and Disaster Recovery  
**Deutsche Post World Net USA** President & CEO  
**DHL Danzas** Director of Security  
**DHL Worldwide Express**  
 Regional Security Director, Asia Pacific  
**EGL Eagle Global Logistics LP** Vice President - Business Systems  
**Exel** Director of Global Security  
**Exel Inc** Corporate Manager of Security  
**FedEx Express** Security Manager  
**FedEx Trade Services** President  
**FedEx Trade Services** Vice President & General Counsel  
**Freight Dynamics** Assistant Logistic Officer  
**H&R Transport** Vice President, Loss Control & Regulatory Compliance  
**KLM Cargo** Director of Operations  
**KLM Cargo** Vice President The Americas  
**Kuehne + Nagel** Director of Security

**Kuehne + Nagel, Inc.** Director of Ocean Freight  
**Lufthansa German Airlines** Senior Vice President  
**Maersk Logistics** General Manager Commercial  
**Martinair Holland** Manager, Security & Logistics Support Unit  
**Menlo Worldwide Services** Director of Global Security  
**Menlo Worldwide Services** Security Manager  
**Optimum Logistics** Product Manager  
**Pacer Transport** Transport Manager  
**Pacific Coast Express** Mgr. Border Security & Compliance  
**Pacific Coast Express Ltd** General Manager  
**Panalpina V.P.** Of Security Of The Americas  
**Panalpina North America** Vice President & General Counsel  
**Pilot Air Freight** Sr. VP, Operations & Transportation  
**PSA Logistics** VP, Supply Chain Management  
**Purulator Courier**  
 Director - Security & Regulatory Affairs  
**PWC Logistics** Supply Chain Analyst  
**Rock-It Cargo, Inc.** COO  
**Rutges Cargo bv** Commercial Manager  
**Ryder Logistics** Corporate Security Senior Manager  
**Schenker Ag** Information Security Officer  
**Schenker, Inc.** Regulatory & Security Compliance Manager  
**SCS Transportation** Vice President Operations Planning  
**Sea Star Line, LLC.** Director, Risk Management  
**Singapore Airlines Cargo** Operations Manager  
**Southeastern Freight Lines** Vice President of Quality & Human Relations  
**Sovereign Logistics** President  
**SWISS WorldCargo** VP Cargo Operations Americas  
**Tampa Cargo** VP Security  
**TNT USA Inc.** Director of Risk Management  
**Totem Ocean Trailer Express** Technical Ops Manager  
**Transoceanic Shipping Company**  
 VP of Information Systems  
**Transportacion Ferroviaria Mexicana**  
 Director of Security  
**Trinity Transport** Risk and Claims Management  
**Tropical Shipping** Corporate Security Manager  
**United Airlines** Manager - Cargo Security  
**United Airlines** Director Cargo Operations  
**Universal Express** Chairman and CEO  
**UPS Supply Chain Solutions**  
 Global Security Manager  
**UTI Logistics** Vice President, Customs & Compliance  
**Virgin Atlantic Cargo** AVP Operations  
**Yellow Roadway** Security Manager of Field Operations  
**Yellow Roadway Corporation**  
 Director International Relations

### INDUSTRY EXPERTS + ASSOCIATIONS:

**Accenture** Senior Manager - Supply Chain  
**Border Gateways** Director - Project Development  
**CSCC** Special Programs - S.C. Security  
**Cross-Border Research Found.** Researcher  
**Danbee Investigations** President  
**FreightDesk Technologies** CEO + Chairman  
**Jigsaw Container Logistics Security** Director  
**North River Consulting Group** Principal  
**SCOPE** President  
**SITA** Senior Marketing Manager  
**Trident Global Partners** CEO  
**WPG Shipper Group** President + CEO  
**Cotecna** Vice President  
**Airforwarders Association** Executive Director  
**Household Goods Forwarders Association of America** Director of Programs

### TECHNOLOGY + LEGAL SERVICES PROVIDERS:

**iControl Inc** President + CEO  
**Container Security** CEO  
**Container Security** EJ Brooks National Sales Manager  
**Konaware** CEO  
**Labelmaster** President  
**LoJack** Director - Cargo Services Dev.  
**Management Dynamics** Marketing Manager  
**Mitretek Systems** Senior Manager  
**Nastec International** VP of Operations  
**PowerLox** President  
**Safefreight Technology** Chairman + CEO  
**Savi Networks** Director of Government Affairs  
**SCI Guard**  
**Sensis Corporation**  
 Corporate Ventures Systems Engineer  
**Tectus** President  
**Cain Lamarre Casgrain Wells** Lawyer  
**Sompo Japan Claims Service**  
 Mgr - Marine Claims Dept.  
**Thomas Miller** Vice President  
**Wickwire** Gavin Attorney

## DAY 1 SEPTEMBER 6

### MORNING

#### KEYNOTE PRESENTATION

- **Senator Patty Murray.** Due to Senator Murray's demanding schedule and voting calendar, her keynote presentation will not be confirmed until mid-July. Full details will be posted in the newsletter and online at [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06) as soon as possible

**OPENING PRESENTATION - DHS and FBI joint presentation - Hear real life case studies examining cargo theft operations, the terrorist threat and key compliance updates**

- Hear the latest major developments in the C-TPAT program. These include looming deadlines for compliance with the new C-TPAT Security Portal, changes to the Tier-2 and Tier-3 structures, and the possible impact on the C-TPAT program from pending cargo security legislation in Congress
- Gain a better understanding of seal manipulation - Learn how organized cargo theft groups operate and what deterrents are available
- Is your cargo theft being used to fund terrorist activities? Hear real life examples and make sure you know what you can do to counteract the threat
- Learn how to check your containers - Understand 7 point containers checks

**William McLeod** - Senior Special Agent - Department of Homeland Security - **ICE**  
**Michael Palermo** - Detective  
**FBI - IT/VC Task Force**

**CASE STUDY - Hear the most up-to-date developments from the United States Postal Service about how they work with transportation service providers to increase safety and security - Learn from their experiences**

- Hear how USPS manages transport security and safety from various perspectives
  - Gain top tips on employee background checks
  - Learn why adherence to standard operating procedures is essential for safe, secure transportation
- Frank Scheer** - Purchasing & Supply Management Specialist - **U.S. Postal Service**

**PANEL SESSION - Exclusive Q&A session with Government officials**

With executives at the DHS, CBP and other central agencies so difficult to contact, eyefortransport has scheduled a unique Government Q&A session which will give you access to all the government officials at the event

- Take the opportunity to pose the questions you want answered to DHS, TSA, DOT and CBP officials in writing

We are constantly improving the agenda and adding high profile speakers to the event so please check the website regularly for changes. [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06)

prior to the event and during the session. We are inviting registered delegates only to submit questions which will be put to the speakers at this session. More information will be available upon your registration - don't miss out on this unique opportunity

**CASE STUDY - Discover how to secure your supply chain with North America's largest retail logistics provider**

- What are the latest risk prevention technologies and solutions? Gain an insight into using information technology to enhance security and gain greater cargo visibility
- Make sure your assets are completely managed and protected by real-time security tracking to counteract cargo theft and identify potential terrorist activities

**John Tabor** - Director of Security - **National Retail Systems Inc**

**PRESENTATION - "Cargo Theft Overview". Unique presentations from the Miami Dade Cargo Crimes Bureau and the FBI on the economic impact of cargo crime from a regional, national and international perspective**

- Hear from the FBI about the national problem of cargo theft as they reveal their key strategies
- Discover what security lessons you can learn from a regional task force - Learn about past cases and current trends from the Miami Dade TOMCATS
- Receive advice on the key security steps that you need to implement to ensure your supply chain is protected
- Get an inside look at all of the very latest security technology

**Scott Rivas** - Supervisory Special Agent - **Federal Bureau of Investigation**

**Richard Mestre** - Sergeant - **Miami-Dade Police Department, Cargo Theft Task Force**

**PANEL SESSION - Think Globally, Act locally - This session will look at how to reduce your exposure to domestic cargo crime**

Stolen goods result in reduced profits, disrupted supply chains, increased premiums and disgruntled customers

- What difference can local task forces really make? Find out the results firsthand from regional authorities
- Take home top tips for getting the most from the FBI in your investigations
- What are the common pitfalls and what are the simple bottom up changes and strategies you must identify regionally to ultimately protect your international supply chain security program?

The must attend event for every SECURITY executive

**■■■ AFTERNOON**

Attend with 3 colleagues for maximum value and receive a free conference pass

**PICK AND MIX THE SESSIONS WHICH ARE MOST RELEVANT TO YOUR BUSINESS NEEDS -**

**Hour one - topical interactive roundtable sessions**

eyefortransport are proud to bring you our unique interactive roundtable discussions which guarantee you won't leave Washington without discussing the most topical issues with your industry peers.

**What are Roundtables?**

Roundtables are designed to provide interactive, informal sessions to stimulate discussion with a dozen other delegates. Each roundtable will last for approximately one hour and will be led by up to 4 industry experts.

**What will I learn?**

These sessions are designed to examine topical issues through active discussion.

Each table will examine two main topics:

- 1 What are the key ways in which stakeholders can collaborate across the transportation and logistics industry to ensure the professional, safe and economical delivery of cargo? What are the main hurdles which must be overcome

in an industry of disparate standards and business practices operating in different countries and across numerous modes?

- 2 Where is the industry seeing genuine examples of ROI as a result of compliance and the implementation of security programs? What does the future hold and where can companies expect to see savings and benefits in the next 12 months?

Roundtables are an extremely effective and popular method for thrashing out ideas with your fellow delegates. Space is therefore limited so register your place at the conference today.

**Hour two - summary session**

All delegates will return to the main conference room where each table co-ordinator will provide a brief overview and feedback from their group discussion to ensure you leave the seminar with the broadest possible insights into the thoughts of all your peers.

**NETWORKING PARTY - SEPTEMBER 6**

After a productive day of learning and information sharing, meet your fellow attendees and speakers, catch up with old friends and make important new contacts at the Networking Party. Check [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06) for full details



**SOLUTION PROVIDERS - TAKE ADVANTAGE OF THIS UNIQUE OPPORTUNITY**

In a recent eyefortransport survey looking at Cargo Security concerns, 89% of all executives who participated said that they were actively evaluating and looking to implement security solutions in the near future.

If you provide security solutions or consultancy services, make sure you attend this event to stay ahead of the market trends and inform the industry leaders of your services. Get real

exposure before the genuine decision-makers at this senior-level event.

With your logo displayed at the Forum and on our website, you can tell the world about your business, increase market presence and benefit from being associated with the leading industry event and business intelligence company.

We offer a comprehensive list of sponsorship packages to suit every budget and requirement so whether you're looking to develop new business, maintain relationships or raise awareness of your company's activities, get involved TODAY to get the most coverage and exposure for your business... Call Dave Embelton today on 1 800 814 3459 or email [david.embelton@eyefortransport.com](mailto:david.embelton@eyefortransport.com)



**■■■ MORNING**

**OPENING PRESENTATION - Hear an update on TSA regulations including the Air Cargo Strategic Plan aimed at providing a multimodal vision for an effective security framework**

- Learn how the plan will enhance Shipper and supply chain security across the board
- Discover how to recognize elevated risk cargo through pre-screening
- Find out how to identify which technologies to use for performing targeted cargo inspections
- Make sure you know how to secure all cargo aircraft through appropriate facility security measures

**Daine Eisold - General Manager Cargo - Transportation Security Administration**

**1 CASE STUDY - Hear a real life case study of Starbucks's Guatemalan Trade Lane**

- Learn how Starbucks corporate social responsibility values, through investment in both people and technology, can have a direct effect on your supply chain security
- Hear how Starbucks is incorporating time-tested security best practices with a fresh mix of leading cargo security technologies to secure their global trade lanes in an effort to safeguard people and cargo - while keeping a keen interest in future CBP "green lane" considerations
- Hear Starbucks vision to strategically incorporate C-TPAT, ISO 28001 and other globally relevant compliance programs into their corporate supply chain security model - migrating towards a seamless Starbucks branded global procurement operations strategy

**Sean Dettloff - Partner & Asset Protection Manager - Starbucks Coffee Company**

**PANEL SESSION - Climb ahead of the compliance curve - Learn how to get board approval and maximize the ROI from your security investments: Increase efficiency and visibility throughout the supply chain, lower insurance costs, faster border crossings and much more!**

- What are the essential components of a world class supply chain security program?
- Which security "safeguards" are more style than substance - and why?
- Discover how to use necessary regulatory compliance as a marketing tool
- Effective strategies for achieving an excellent ROI, and how to best present these results to the top



**CASE STUDY - Making secure international trade a reality - Hear from FedEx Express about the WCO Security Framework/C-TPAT status**

- Hear the real life experiences of FedEx regarding the WCO's efforts to secure supply chains throughout the world - allowing trade to move faster, smoother, and more predictably
- What are the real tangible benefits to be realized by a common set of standards for securing cargo moving into, through, and from ports all over the world?
- Hear top tips for applying security standards to your facilities and partners - CSI, C-TPAT and the 24-Hour Rule discussed

**Matthew Vega - Senior Counsel - FedEx Express**

**PRESENTATION - Update on the DHS SAFETY Act - Hear about the final regulations governing the Safety Act**

The Homeland Security Department has issued a final rule governing the Safety Act. The rule, issued June 2, replaces the interim one that had been in place since October 2003

- Hear a detailed description of the application submission and review processes
- Find out how its protections can shield your company from third-party liability in the event of your technology's failure during a terrorist incident
- Get the latest summary of technologies that have been awarded protections to date

**John Keske - Technical Evaluation Manager - Office of SAFETY Act Implementation, DHS**

**PANEL SESSION - Risk prevention technologies and solutions - Learn how to evaluate, implement, benchmark and profit from your IT investment.**

A well-conceived and well-executed IT evaluation and implementation can make a huge positive contribution to enhance cargo security, visibility, and profitability

- Discover all the latest risk prevention technology options available - Seals, RFID, GPS, X-Ray/Gamma ray, biometrics, data-protection, fibre optics, laser measurements systems, data protection and cyber security and many more
- What are the best wireless security solutions and sensor networks to monitor, track and secure your assets? - geofencing and other technologies explored
- How can you minimize the disruption caused by integrating new investments with your existing IT and technology systems and back office technology

**PRESENTATION - CBP Update: Hear all the latest developments in border security - Make sure your cargo is safe**

A senior CBP official will provide detailed information about the modernization of information systems with the introduction of the Automated Commercial Environment (ACE), the Container Security Initiative (CSI) and the implementation of the new C-TPAT Security Criteria for Importers, Sea Carriers, and Highway Carrier members.

- Find out what ACE is, when it will affect you, and how it is being developed
- Discover the benefits of unprecedented integration of information and communication between CBP, the trade community, and other agencies through tools like the ACE Secure Data Portal
- Make sure you understand the C-TPAT implementations for supply chain security criteria for Importer, Sea Carrier, and Highway Carrier members, how they affect you and your business

**Senior CBP representative - (check [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06) for details)**

**PANEL SESSION - Analyzing your global risks and ensuring a secure supply chain beyond your company and internationally - Understand what your company and partners need to invest in and learn how to identify key weaknesses**

- Learn how to identify the key concerns for your specific supply chain based on:
  - the type of products you carry
  - the identified issues your company experienced
  - the legal or regulatory requirements
- Discover how to assess your company's specific risks - What is the impact to the hiring and contracting process as a result of cargo security issues? Hear about the growing demand for pre-hire investigations, background checks and random security screenings
- How can you work together with all your suppliers and transportation partners to ensure a safer, smoother transfer of goods? Learn how collaborative preparedness among business partners generates investment resources - to decrease vulnerabilities in your logistics operations

**AFTERNOON**

**2 INTERACTIVE WORKSHOPS**

**1 Human Capital and Cargo Security - Don't forget the people!**

How can you motivate your team to get behind new security initiatives and ensure that your investment will be carried through efficiently and effectively?

- Are you up-to-date on the latest strategies for education and training to ensure maximum staff coordination on security?
- How do you develop a security awareness program for employees that will benefit your whole company?

**Irvin Varkonyi - SCOPE**  
**Luke Ritter - Trident Global Partners**

**2 Risk Management Strategies and Cargo security claims**

This workshop will be an open and frank discussion on how the industry can improve the bottom line by preventing cargo claims.

- An excellent opportunity to hear about claims handling and loss prevention from an industry expert and to share best practices.
- Understand legal regimes and take the opportunity to address your queries
- Learn how to implement loss prevention strategies within your Cargo operations
- Discover best practices on how to stay competitive in the marketplace

**Carolynn Lucas - Cargo Claims Manager - AI Marine Adjusters, Inc: A Division of AIG**



**Hear top speakers from all the following companies**

- |                                  |  |
|----------------------------------|--|
| Agriliance                       | Los Alamos National Laboratory         |
| American River International     | Miami Dade Police Dept.                |
| BAX Global                       | TOMCATS                                |
| BNSF                             | Motorola, Inc                          |
| Bridgestone Firestone Canada Inc | National Retail Systems Inc            |
| Canadian National                | Office of SAFETY Act, DHS              |
| CNF                              | Old Brookville Police Department       |
| Customs and Border Protection    | Panalpina                              |
| Department of Homeland Security  | Romeoville, IL Police Dept.            |
| Department of Transportation     | Sea Star Line                          |
| Eagle Global Logistics           | Starbucks Coffee Company               |
| Federal Bureau of Investigation  | The Sports Authority                   |
| FedEx Express                    | Transportation Security Administration |
| FFE Transportation               | U.S. Postal Service                    |
| Florida Highway Patrol           | US Navy                                |
| Bureau of Investigations         | Will County Sheriff's Dept             |
| Gap, Inc                         |  |
| Knight Transportation Inc        |  |
| Kuehne & Nagel                   |  |

**FULL SPEAKER LIST:** To view the confirmed speakers for each panel session please visit [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06) for the full list



transport

# 5<sup>th</sup> Annual North American Cargo Security Forum

**DISCOUNTED PASSES**  
Register before August 1st and **SAVE OVER \$400**  
Bring 4 colleagues and only pay for 3

**HILTON HOTEL EMBASSY ROW, WASHINGTON, USA, SEPTEMBER 6-7, 2006**

**Safeguard your supply chain from disaster & theft and improve operational efficiency with proven strategies and cutting-edge technology**

### YOU ASKED - WE LISTENED!

We've spent 2 months talking to people across the industry to ensure that this event addresses the most critical current and future issues which are important to you and your clients. The whole agenda is scheduled to benefit YOU. *But don't just take our word for it...*

**"I thought it was great! Excellent speakers, great networking!"**

Daniel Shimasaki, NA Logistics Services Security Manager, **Pfizer**

**"Great opportunity for a wide variety of transportation stakeholders to exchange ideas in a safe, productive environment"**

Randy Mullet, Director of Government Relations **CNF**

**"Informative, educational, profitable"**

Larry J Arszman, Senior Manager CSD **Procter & Gamble**

**"Presentations timely & relevant information and provided excellent opportunity to interact with a broad range of industry professionals"**

John Bennet, CEO Maritime, **Global Secure Cargo**

**"A well run and useful forum and good networking event"**

Giles Noakes, Director **Jigsaw Container Logistics Security**

**"Unique opportunity to update with experts about the trends & forecasts of the market"**

Carlos Torres, Business Director **World Trade Center Guatemala**

**"On topic, on time!"**

Frank. R Scheer, Purchasing & Supply Chain Management Specialist **U.S. Postal Service**

**"Excellent"**

Brian Paradise, Director Risk Management **Sea Star Lines**

### No Sales Pitches

All eyefortransport events are independent - We are here to ensure you receive a balanced, innovative and informative briefing to enable you to make the right decisions

**Why should you reserve your place today?**

#### Making the right choices

Eliminate the costs of implementing the wrong technology by taking away expert guidelines for choosing and integrating your security investment - Hear top tips on training your staff with new systems.

#### Over 12 Hours of Dedicated Networking

Engage with your peers and make vital new contacts through our unrivalled networking opportunities - All the movers and shakers in the industry under one roof.

#### Benchmark

Compare your investments and security programs against your competitors and evaluate your next steps - Hear the industry averages on ROI.

#### Exhibition

The free exhibition will give you the opportunity to meet with all the top solution providers. Evaluate your requirements, benchmark your operations and make the right investment decisions.

#### 7 In-Depth Case Studies

7 in-depth Case Studies, 5 Executive Panel Sessions Discover the real life issues which can spell the difference between the success and failure of your security investment.

#### Outstanding Value for Your Money

Book today and you will benefit from all the conference opportunities at substantial savings. Special group discount - register 3 colleagues and receive a free pass.

**VISIT [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06) TODAY**

**HOW TO SAVE!**

**EARLY BIRD DISCOUNT: SAVE \$400** - Don't miss out on this special discount as it expires on August 1st, 2006

**GROUP DISCOUNT:** Book four colleagues to maximize the conference value and **ONLY PAY FOR THREE PASSES!**

**Government Officials:** Receive a \$200 discount when you register

**HOTEL DISCOUNT:** Book your place now and receive a special room discount at the Hilton Washington Embassy Row

**CANCELLATIONS:** Cancellations received by email on/before July 30th are refundable. For cancellations received after this date you will receive a 100% credit to be used at another eyefortransport conference. If you do not cancel and do not attend the conference you are still responsible for payment. You may substitute the name of a colleague at any time.

**TERMS & CONDITIONS:** Please visit [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06) for a full list of terms & conditions

© Copyright 2006 First Conferences Ltd. eyefortransport reserves the right to make changes to the program prior to the event. All rights reserved. [www.firstconf.com/legal\\_notice.html](http://www.firstconf.com/legal_notice.html). This document contains original material that is protected by copyright. No unauthorized use of material herein may be made without the prior consent of First Conferences Ltd. eyefortransport is a proprietary creation and trademark of First Conferences Ltd.

Visit the Cargo Security Information & Download Resource Centre for past presentations/reports/speeches and other information relating to Cargo Security

[www.eyefortransport.com/cargosecurity06/resource](http://www.eyefortransport.com/cargosecurity06/resource)

The event is always improving - ensure you are up-to-date on the latest speaker, agenda and attendee information by visiting [www.eyefortransport.com/cargosecurity06](http://www.eyefortransport.com/cargosecurity06)

**4 EASY WAYS TO RESERVE YOUR PLACE!**

**THE EARLIER YOU REGISTER - THE LESS YOU PAY!**

**CALL:** 1 800 814 3459 or +44 (0)20 7375 7575

**FAX:** 1 800 814 3460 or +44 (0)20 7375 7576

**ONLINE:** [www.eyefortransport.com/cargosecurity2006](http://www.eyefortransport.com/cargosecurity2006)

**EMAIL:** [register@eyefortransport.com](mailto:register@eyefortransport.com)

Please select pass type	Early Bird before August 1st	Standard Price
Platinum Pass Conference, Workshops & CD	<b>\$1495</b>	<b>\$1895</b>
Gold Pass Conference & Workshops	<b>\$1295</b>	<b>\$1695</b>
Silver Pass - 2 Day Conference only	<b>\$1095</b>	<b>\$1495</b>
Non-Delegate Audio CD		<b>\$495</b>

Please register me for

**PLATINUM**  **GOLD**  **SILVER**

**4 Person Group Discount**

BLOCK LETTERS PLEASE

**SOLUTION PROVIDERS STOP**

Does your company provide solutions or services to the security industry?

**SPONSORSHIP, EXHIBITING & ADVERTISING OPPORTUNITIES**

This event is a unique opportunity for you to specifically target the senior-level executives responsible for cargo security! These are the decision-makers from across the industry together in one room! Over 150 security executives and government officials attended in 2005.

Can you afford to miss out?

Whether you're looking for tangible business leads, to maintain relationships with existing clients and business partners, or to raise awareness of your company's solutions, we have a range of marketing packages tailored to meet your goals and requirements:

- Tailored Sponsorship packages
- Superb networking opportunities
- Focused and relaxed exhibition run alongside the conference

• **Don't miss out!** Call Dave Embelton on **1 800 814 3459 ext 295** today

Mr./Mrs./Ms./Dr.: ..... First Name:.....

Last Name: .....

Position/Job Title: .....

Company: .....

Telephone: ..... Fax: .....

E-mail: .....

Address: .....

Post Code: ..... Country: .....

**PAYMENT DETAILS:**  
EITHER

Please charge my credit card for \$ .....

Tick appropriate card type:  American Express  Visa  MasterCard

Card Number .....

Expiration: .....

Name on Card: .....

Signature: .....

OR

Please invoice my company \$ .....

Purchase Number: .....

Authorizing Manager: .....

PAYMENT MUST BE RECEIVED IN FULL BEFORE ATTENDEE CAN ACCESS THE EVENT. IF PAYMENT HAS NOT BEEN RECEIVED PRIOR TO THE EVENT, A CREDIT CARD GUARANTEE WILL BE TAKEN AT REGISTRATION