

# LOGISTICS SIMPLIFIED

## HOW TO UTILIZE NEW IMPORT & EXPORT SERVICES in MID-MICHIGAN

September 23, 2015



**Port Lansing**

CAPITAL REGION INTERNATIONAL AIRPORT

# Capital Region International Airport is a full service U.S. Customs Port of Entry

- Passenger Service - All international passengers are cleared by immigration and customs personnel at the LAN's Federal Inspection Service (FIS) facility at the Passenger Terminal.
- Cargo Service - The Capital Region International Airport has recently added two new **Cargo** Customs Services to benefit Michigan Importers and Exporters:
  - A New **Container Freight Station** (CFS)
  - New **Foreign Trade Zone** services (FTZ) for importing and exporting companies



# CRIA's Port Lansing Local Customs Port Solution

- Fact # 1 - The on-going West Coast Ocean Port Congestion proves too much ocean cargo in too little land space.
- Fact # 2 - Large City Airports Like JFK, ORD and LAX don't really understand the products and goods by Michigan Exporters and Importers.
- Solution - Choose Local and direct your freight forwarder to Lansing's 3807 U.S. Port Code of Entry and 3883 U.S. Port of lading and unloading for modern facilities and fast service.



# What is a Container Freight Station (CFS)?

- A Container Freight Station (CFS) is a licensed customs bonded warehouse location where international ocean freight or International air freight can be loaded, unloaded, consolidated and stored.
  - Key words **Licensed** and **Bonded** By U.S. Customs. **Convenient** U.S. Custom Exams can be done on sight at the CFS Lansing facility



# CFS Ocean and Air Freight Services Available

- Bonded Warehousing
- Storage of cargo for import and export
- Full Container Loading (FCL)
- Less Than Container (LCL)
- Manage custom clearances
- Crossdocking and Transloading





# LOGISTICS SIMPLIFIED

## Port Lansing Container Freight Station (CFS) Operator



# LAN's Container Freight Station (CFS) Operator

- Located at:
  - AvFlight CFS, Capital Region International Airport, 2350 Port Lansing Road., Suite 3 & 4, Lansing, MI 48906
  - Customs Codes: FIRMS CODE I589
  - AvFlight Contact: Matt Newman or CJ Reha at 517-321-7000. Email at [csrlansing@avflight.com](mailto:csrlansing@avflight.com)





# Avflight Locations

---

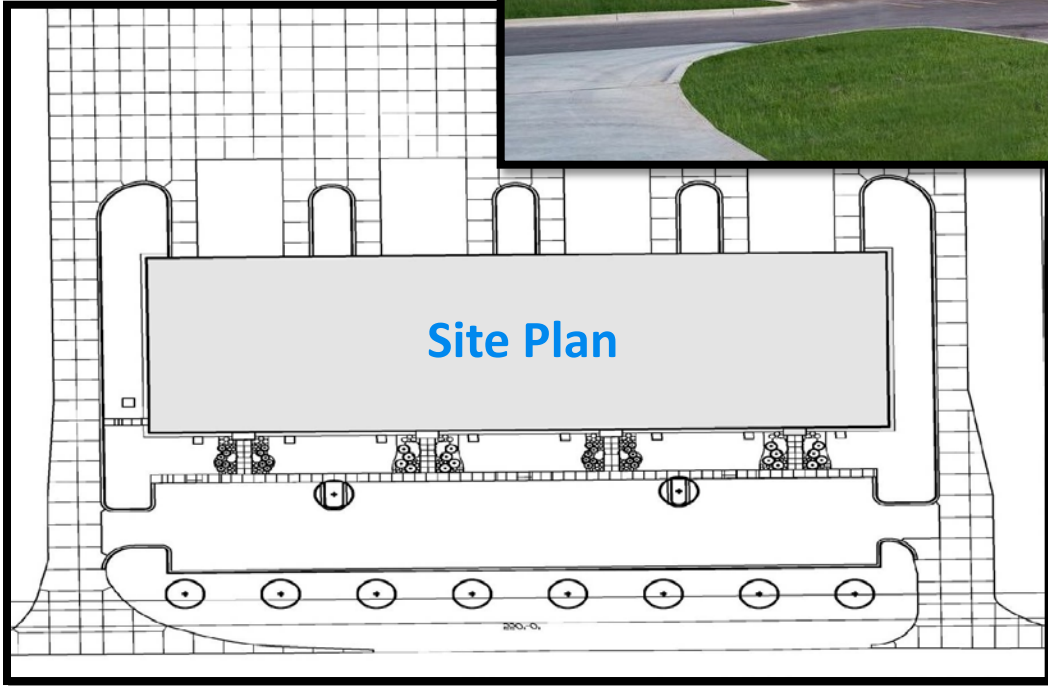


- Akron – Canton, OH (**KCAK**)
- Belfast, N. Ireland (**EGAC/BHD**)
- Detroit, MI (**KDET**)
- Durango, CO (**KDRO**)
- Flint, MI (**KFNT**)
- Grand Forks, ND (**KGFK**)
- Harrisburg, MI (**KMDT**)
- Lansing, MI (**KLAN**)
- Roswell, NM (**KROW**)
- Saginaw, MI (**KMBS**)
- Salina, MI (**KSLN**)
- Traverse City, MI (**KTVC**)
- Ypsilanti, MI (**KYIP**)





# Port Lansing Global Logistics Centre



**2350 Port Lansing Rd.  
Lansing, MI 48906**

**Contact Robert F Selig  
517-886-3714 or [rfselig@craa.com](mailto:rfselig@craa.com)**

# Port Lansing Global Logistics Centre



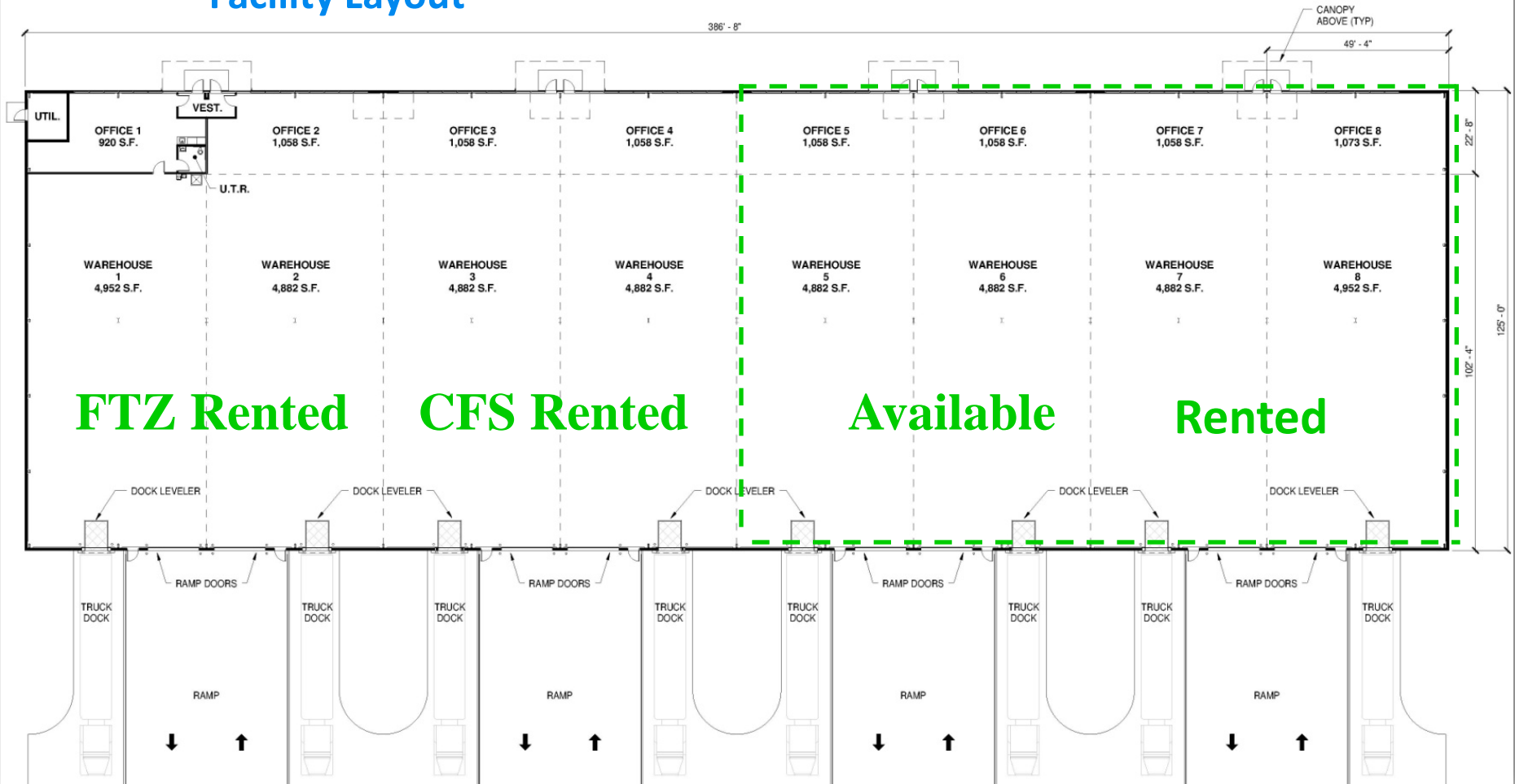
## 48,000 Square Feet Facility :

- *Across from the airfield at Capital Region International Airport*
- *Foreign Trade Zone (FTZ) and Container Freight Station (CFS) services available*
- *Approx 6,000 sf per suite (future office + warehouse)*
- *Option to lease multiple/contiguous suites, potential to expand*
- *Improvements and/or office build-out are the responsibility of tenant*
- *Flexible lease terms*
- *\$4.25 / sf + NNN*
- *Each suite has a truck dock door (10'h x 8'w) and ramp door (12' h x 14' w) and a regular man-door rear entrance, glass door front entrance, and a mailbox*

# FTZ - LOGISTICS BUILDING

CAPITAL REGION INTERNATIONAL AIRPORT  
LANSING, MI, USA

## Facility Layout



LOGISTICS  
SIMPLIFIED

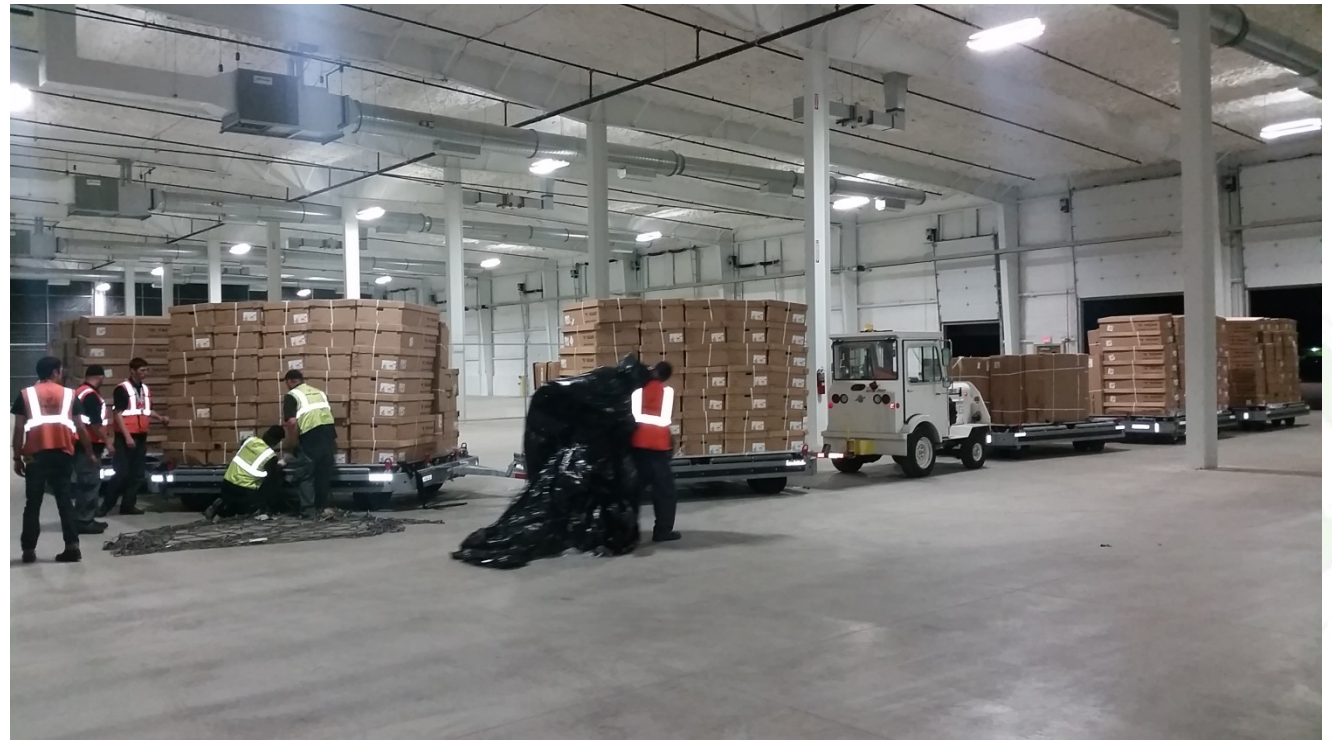
# Ocean Container DeVanning at CFS



**Port Lansing**  
CAPITAL REGION INTERNATIONAL AIRPORT



# Example of Air Freight Deconsolidation



# Lansing Regional Chamber August 2015 Article



## Membership Services

### PORT LANSING SERVING AS COG IN WORLD AUTO PRODUCTION

**P**ort Lansing, the logistics center at Capital Region International Airport, is playing an increasingly important role in the worldwide auto assembly process, with air cargo auto parts charters arriving at the Lansing facility virtually around the clock.

To accommodate production schedules, flights sometimes arrive as early as 2:30 a.m. for clearing by U.S. Customs and Border Protection at Port Lansing's Port of Entry and Post of Unloading. Between May 26 and June 24 alone, 27 Boeing 767 and three Boeing 777 air cargo freighters operated by Amerijet International Inc. flew into the Lansing airport from Wisconsin, bringing electrical harnesses for use by just-in-time auto assembly production facilities in Michigan.

That's a lot of product, considering that a 767 freighter is capable of ferrying more than 60 tons of revenue payload and the 777 can carry more than 17 tons.

Port Lansing's competitive advantages – including its centralized location, proximity to interstate highways and main rail lines, and quicker, more efficient processing of imported goods than is available at large airport hubs – are valued by both manufacturers and cargo haulers, said Guy Bartek, director of cargo and global logistics development for the Capital Region Airport Authority.

"Auto parts manufacturers and auto assembly facilities value the efficient cargo off-loading processes at Port Lansing, which allow them to get the product to assembly locations quickly," he said. "Cargo airlines like the 55-minute cargo



Auto parts are unloaded from an Amerijet International Inc. 777 air freighter at Capital Region International Airport.

aircraft into at LAN from arrival to departure."

The Capital Region Airport Authority created Port Lansing to help mid-Michigan manufacturers grow their business internationally by simplifying global logistics. Port Lansing offers warehouse facilities, property, infrastructure, Foreign Trade Zone No. 275, incentives and resources to help companies compete globally.

FOCUS  
20  
AUGUST 2015

### LANSING REGIONAL SISTER CITIES COMMISSION IS NAMED RECIPIENT OF THE 2015 INTERNATIONAL INNOVATION IN ARTS & CULTURE AWARD

**C**elebrating its 21st anniversary, the Lansing Regional Sister Cities Commission (LRSCC) has been awarded the prestigious Innovation in Arts and Culture Award (with population between 100,001 and 500,000) by Sister Cities International.

"To be publicly recognized is a strong validation of our efforts as an organization," said Barbara Roberts Mason, president of LRSCC. "It will strengthen our connections to the people and institutions who have always supported what we do."

Sister Cities International awards the Innovation in Arts and Culture Award to the nominee with accomplishments in outstanding community and individual Sister City programs that promote

peace through mutual respect, understanding, and cooperation.

The LRSCC is a non-profit organization with a mission to build peace through friendship, opportunity and understanding between nations through exchanges, and business and educational outreach. It fulfills its mission by offering and providing specific programs aimed at strengthening cross-cultural understanding and diversity in the Lansing area.

The LRSCC has formed relationships with other Sister Cities in Otsu, Japan, Saltillo, Mexico, Summing, China, Akumtun South District, Ghana, and Ansan, South Korea. Together, these Sister Cities unite to deepen the appreciation

for different cultures and enhance the global community. The LRSCC states that they are "the Lansing Region's window to the world."

"We are planning to keep working towards ways to engage the community with the world," said Mason. "Whether by arts and culture, technologies of communication, writing, educational presentation, or business forums, we will serve the mission of friendship and understanding across cultures."

For more information about the LRSCC or to make a donation, visit [lansingstercities.org](http://lansingstercities.org).



**Port Lansing**  
CAPITAL REGION INTERNATIONAL AIRPORT



# LOGISTICS SIMPLIFIED

## Foreign Trade Zone # 275



# Foreign Trade Zone (FTZ) No. 275

- Centered at Capital Region International Airport Port Lansing's Global Logistic Centre.
- CRAA is the grantee for the FTZ 275 covering an eight county region: Clinton, Eaton, Gratiot, Ingham, Isabella, Jackson, Livingston, and Shiawassee counties



# What is a Foreign Trade Zone?

- Established by Federal Government to help U.S. Companies compete globally
- Foreign Trade Zones (FTZ's) are designated areas in U.S. Ports of Entry where Foreign and Domestic Merchandise is considered **outside** of U.S. Customs Territory



# Who uses a Foreign Trade Zone in the U.S.?

- 269 active manufacturers and production operations have established on site FTZ or FTZ Sub Zones at their facilities. Thousands utilize FTZ private service providers.
- Total Shipments in Zones 2014 = \$641 Billion. (\$106B in **warehouse merchandise** and \$535B in **Manufacturing/production materials**)



# Why Do Companies utilize Foreign Trade Zones?

- Better cash flow
- Elimination, reduction or deferral of duties
- Duty exemption on re-exports
- Duty elimination through inverted tariffs. (often seen in manufacturing industries)



# LAN's Foreign Trade Zone (FTZ) Operator

- Located at: TOC LOGISTICS INTERNATIONAL, Capital Region International Airport, Suites 1 & 2, Lansing, MI 48906
- Customs Codes: FIRMS CODE:I451





# For More Information on Foreign Trade Zone \$ Savings Analysis

- Just to go Foreign Trade Zone website at: [www.portlansing.com](http://www.portlansing.com)
- Select FTZ Tab, and you'll find a FTZ Benefit Calculator to calculate your \$ savings.



# Summary

- Let's think “ Local” and support our local and regional supply chain service providers!
- What's is the best way to continue to add new international services to the region?
  - Simply tell your freight forwarder or customs broker to use Lansing (LAN) as your preferred port of lading and port of unloading.



## Primary Authority Contacts

**Capital Region Airport Authority  
4100 Capital City Blvd  
Lansing, MI 48906**

**Robert F Selig  
President and CEO  
517-886-3714  
[rfselig@craa.com](mailto:rfselig@craa.com)**



# LOGISTICS SIMPLIFIED

Q & A

