



NPE2027 INTERNATIONAL SHIPPING WEBINAR SERIES · 1 OF 3

Strategic Planning for International Exhibitors

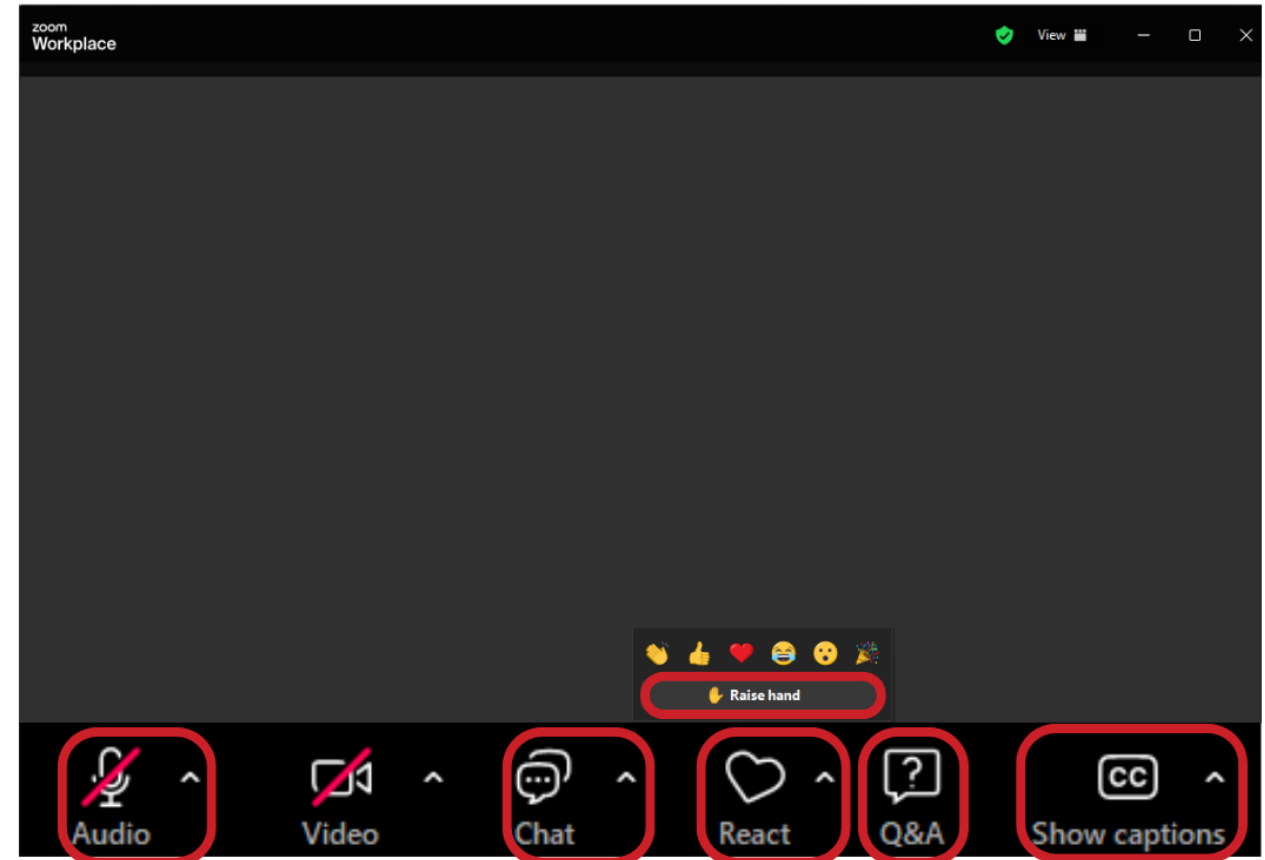
Eight months out: build the plan that gets your exhibit on the floor, on time.



September 2, 2026 | NPE2027 · May 3–7, 2027 · Orange County Convention Center, Orlando, FL

Zoom Webinar Features

This webinar is being recorded. For the best experience, please familiarize yourself with the Zoom features located at the bottom of your screen.



A Three-Part Series, Timed to Your Shipping Cycle



TODAY

PART 1

Strategic Planning

September 2, 2026
8 months out

Shipping options, timelines, the 2026 tariff environment, and choosing your freight forwarder.

PART 2

Shipping & Customs Execution

December 9, 2026
5 months out

Import options (temporary vs. permanent), customs documents, packing, labeling, and ISPM-15.

PART 3

Final Preparations & Avoiding Delays

February 3, 2027
3 months out

Final deadlines, customs clearance, on-site logistics, and what happens after the show.



NPE2027: The Plastics Show · May 3–7, 2027 · Orange County Convention Center, Orlando, Florida · The largest plastics trade show in the Americas

Today's Agenda



1. Why early planning matters

Timelines and the cost of waiting



2. Your shipping options

Air, ocean, and courier — pros, cons, and deadlines



3. The 2026 shipping & tariff environment

Ocean delays, fuel surcharges, air capacity, and the new tariffs landscape



4. U.S. vs. international show operations

Drayage and Freeman's role at NPE2027



5. Choosing an international freight forwarder

Why specialists matter and what to ask



6. Next steps

What to do between now and December

SECTION 1 OF 6

Why Early Planning Matters

The decisions you make now set the cost — and the calm — of everything that follows.



Why Early Planning Matters



- International show freight stacks three different timelines: production, international transit, and show deadlines. Miss one and the others are in jeopardy.
- Ocean space, air capacity, and crating schedules all favor early bookings — and early rates.
- Booking late usually means one thing: paying air freight prices for an ocean freight budget.
- Early planning keeps your options open — better transportation options, consolidations, and duty-saving temporary import entries all need lead time.
- Your target move-in date is a hard deadline. The show does not wait for late freight.

8

months until NPE2027 — the right time to plan an ocean move

12+

weeks for a well-planned ocean shipment to travel from door to booth

**April
2027**

first arrival deadlines

Common Mistakes — and How to Avoid Them



Booking too late

Capacity disappears and premiums stack up. Late freight becomes air freight.



Skipping the shipping instructions

The show's shipping manual has the deadlines, consignment details, and labeling rules. Read it first.



Incomplete invoice & packing list

Missing values, HTS codes, or country of origin stalls customs clearance. More in Part 2.



Mixing temporary & permanent goods

One mixed shipment = one permanent, duty-paid entry on everything. Keep them on separate air waybill or ocean bill of lading.



Ignoring wood packaging rules

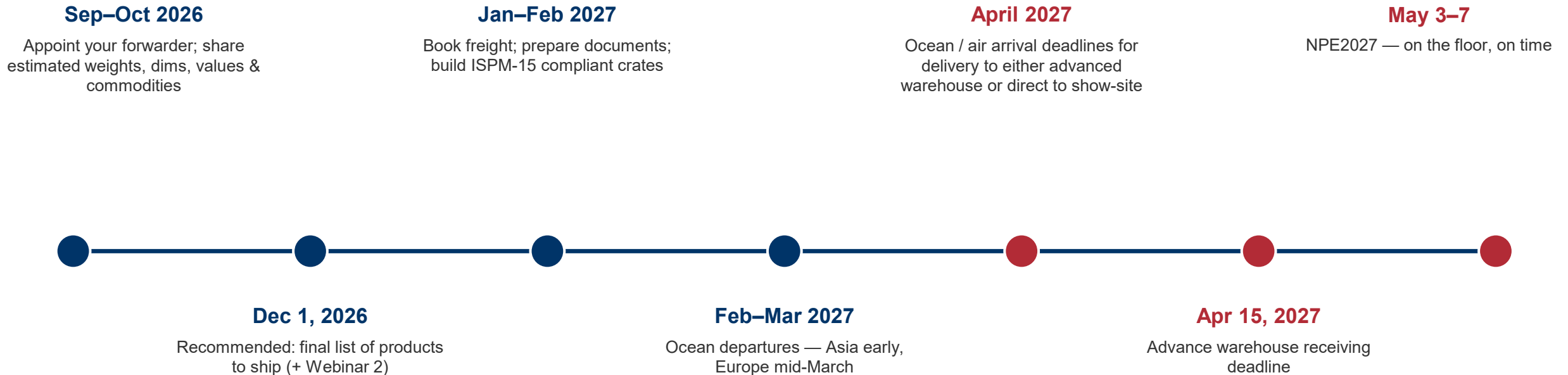
Non-compliant crates (ISPM-15) can be refused or destroyed at the border.



No outbound plan

Re-export, carnet and temporary import closure, and return freight are planned before the show — not after it closes.

Your Timeline — Working Backwards from the Booth



Deadlines can move. Verify all dates before exporting your freight. U.S. Customs is closed on federal holidays.

SECTION 2 OF 6

Your Shipping Options: Air, Ocean, Courier

Three ways into the show — and the deadlines that decide between them.



Three Transportation Options: Air, Ocean, Courier



Air Freight

- Takes days, not weeks — typically 5–10 days door to door
- Premium cost, priced per chargeable kg
- Best for: time-sensitive freight, high-value items, late additions
- Arrival port for NPE2027: Orlando



Ocean Freight

- Weeks — 2–6+ weeks transit depending on origin
- Most economical for heavy machinery (FCL) and crated exhibits (LCL)
- Best for: machinery, large booth structures, anything planned early
- Arrival port for NPE2027: Miami or Savannah



Courier

- Fast for small parcels — documents, samples, giveaways
- No duty-free minimum anymore: every shipment is dutiable
- Limited show-site delivery and no temporary import handling
- Use for small items only — not your exhibit

SECTION 3 OF 6

The 2026 Shipping & Tariff Environment

What is different this cycle — and what it means for your budget and your dates.



Shipping by Sea and by Air: What to Know Now

Information from August 2026 — prices and schedules change often



BY SEA (SHIP)

Lower cost · slower — takes weeks

Prices change fast

A price you get today can change before you book. Keep extra money in your budget.

Ships take longer routes now

Many trips take 10–14 extra days. Add extra weeks to your plan.

Ships can be full or cancelled

Your cargo may have to wait for the next ship. Do not plan for the last day.



BY AIR (PLANE)

Higher cost · faster — takes days

Fuel makes prices go up

Air prices follow the fuel price. The final bill can be higher than the quote.

Space for big machines is limited

Book air space 1-2 months before the show, not a week before.

Late April is very busy in Florida

Flower season fills the planes and prices go up. Send your cargo earlier.

The simple rule: book early · add extra time · keep extra budget

The Tariff Landscape Rewrote Itself in 2026

Snapshot as of August 2026 — verify current rates with your customs broker before shipping



Feb 20, 2026 — Supreme Court strikes down IEEPA tariffs

The Court ruled the emergency-powers statute does not authorize tariffs. CBP is processing refunds on prior entries through its new electronic system.



New duties replaced them within days

A temporary 10% global tariff bridged the gap (expired July 24), and new Section 301 duties — roughly 10–12.5% depending on country — took effect on most major trading partners in late July.



Section 232 duties expanded — and machinery is caught

Steel and aluminum articles now carry 50% duties — 25% on derivatives — assessed on full customs value, and semi-finished copper is at 50%. June–July proclamations pulled more equipment into scope: aluminum + copper smelt-and-cast and iron melt-and-pour reporting is required for all imports as of July 30.



Machinery and plastics are next in line

The Section 232 robotics and industrial machinery investigation is awaiting a presidential decision — plastics processing equipment could be pulled into scope before May 2027. Build duty contingency into show budgets.



No more duty-free small parcels

De minimis duty-free treatment is suspended — every shipment, including courier parcels, is now subject to duty.

What Tariffs Mean for Your NPE2027 Plan



- Exhibits that return home do not have to pay these duties — temporary import entries (Temporary Import Bond, Trade Fair Bond, or ATA Carnet) exist for exactly this (more in-depth discussion in Webinar 2).
- Typically, keep temporary and permanent goods on separate air waybills. One mixed shipment is entered permanent and duty-paid — on everything.
- Anything staying in the U.S. — giveaways, literature, sold machines — will pay duties and taxes at the time of import.
- Accurate values, HTS codes, and country of origin are enforced more than ever.
- Rates will keep moving between now and May. Classify early and ask your broker to re-check through the planning process.

RULE OF THUMB

- ➔ **Going home after the show?**
Plan a temporary entry — and avoid the duty.
- ➔ **Staying in the U.S.?**
Enter it permanently — and budget the duty now.
- ➔ **Not sure yet?**
Tell your forwarder — the entry type can be planned around the decision.

SECTION 4 OF 6

U.S. vs. International Show Operations

Drayage, Freeman's role, and why the U.S. model surprises even experienced exhibitors.

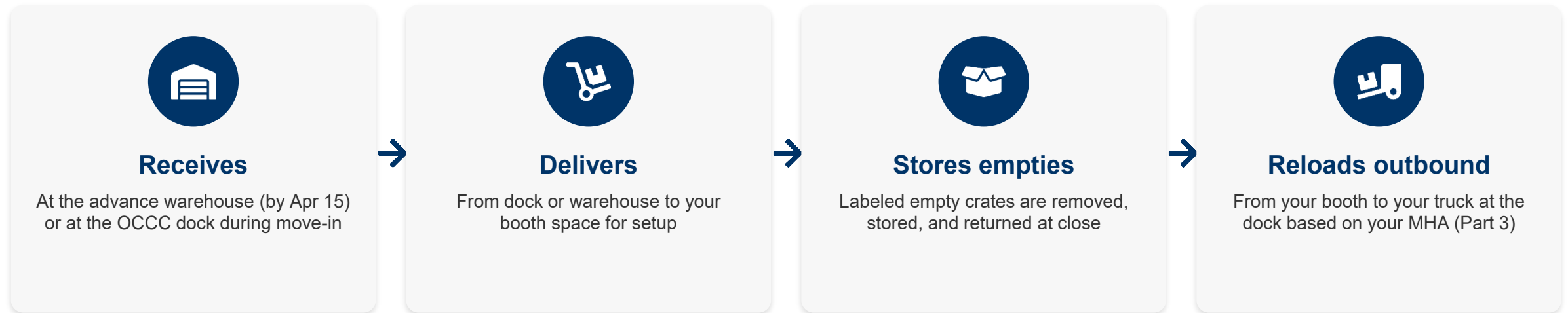


The Drayage Contractor Role at NPE2027



What is a drayage contractor?

The drayage contractor moves your freight the “last hundred feet” — from the advance warehouse or show dock to your booth, stores your empty crates during the show, and reloads your freight for the trip home.



Budget note: Freeman's material handling and machinery charges are bundled for NPE2027 and billed separately from your international freight and import handling into the U.S.

SECTION 5 OF 6

Choosing Your International Freight Forwarder

The single decision that shapes everything else in your shipping plan.



Why Trade Show Specialists Matter



- General forwarders deliver to an address. Show freight has a third timeline dimension: a move-in schedule, a drayage handoff, and a booth that must be ready on a specific morning.
- A tradeshow show specialist works backward from your target move-in date — not forward from a pickup date.
- Specialists understand the rhythm of a U.S. tradeshow: Freeman's processes, delivering to an advanced warehouse vs. direct to show, marshalling yard instructions, and paperwork requirements.
- Temporary imports, carnets, and permanent customs entries to exhibitions are daily work for a trades show specialist — and a rare exception for a general forwarder.
- One contact, every detail: freight, customs, drayage coordination, and on-site presence under one roof.

50+

years moving
exhibitions

385K+

shipments
moved

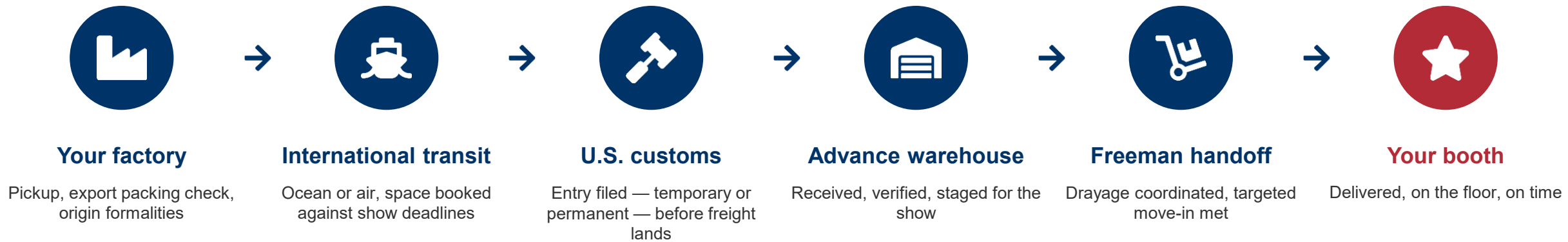
60+

countries
served

100+

shows served as official
transit company

Door to Advanced Warehouse or Venue — One Contact, Every Detail



And the same chain in reverse after the show closes — booth to door.

Interviewing a Forwarder? Ask These

Eight questions that separate tradeshow specialists from cargo generalists



1 How many trade shows do you handle each year — and how many at the Orange County Convention Center?

2 Is customs brokerage in-house, or subcontracted to a third party?

3 Who is my single point of contact — before, during, and after the show?

4 Will you have your own staff on-site at NPE2027?

5 What does your door-to-advanced warehouse/venue quote include — and what is excluded (drayage, duties, taxes)?

6 Can you handle temporary imports (TIB, carnet, Trade Fair Entries) and permanent entries in one coordinated move?

7 What happens if my shipment is rolled, delayed, or pulled for a customs exam?

8 What insurance do you provide, and what do you recommend for exhibit freight?

On the Floor. On Time. — Why On-Site Presence Matters



Move-in happens in hours, not days

Your forwarder's on-site rep tracks your freight against the schedule and reacts in real time — not from an office in another time zone.



The Freeman handoff is managed live

Marshalling yard check-ins, targeted move-in windows, and booth delivery get sorted at the venue, face to face.



Problems surface at the venue

A held crate, a missing piece, a dock delay — an on-site rep resolves it before it costs you show hours.



Outbound is confirmed before you fly home

Your rep verifies labels, carrier details, and the Material Handling Agreement at show close — so nothing is stranded in Orlando.

What Your Forwarder Needs From You — Now

Estimates are fine. Silence is what hurts.



Weights & dimensions

Per crate or piece — even rough estimates unlock quotes and mode advice



Values

Realistic commercial values per item — they drive duty exposure and insurance



Commodities

What each item is and does — the basis for HTS classification



Country of origin

Where each item was made — it assigns the duty rate



Temporary vs. permanent

What returns home vs. what stays in the U.S. — it sets the customs entry strategy



Special handling

Batteries, hazardous materials, oversized pieces — flag them early

SECTION 6 OF 6

Next Steps

What to do between now and December 1 — and the dates to put on the calendar today.



Next Steps: Between Now and December 1



DO THIS NOW

- ✓ Read the NPE2027 shipping instructions from the NPE2027 international freight forwarders
- ✓ Interview and appoint your international freight forwarder
- ✓ Build your estimated shipment list — items, dimensions, weights, values, origin, stays-or-returns
- ✓ Start the tariff conversation: classify key items and estimate duty exposure
- ✓ Set your internal deadline for the final list of products to ship

MARK YOUR CALENDAR

Dec 9, 2026	Final product list (recommended) · Webinar 2: NPE2027: Customs, Compliance, and On-Time Delivery
Feb 3, 2027	Webinar 3: Avoiding Delays at NPE2027: Your Final Shipping and Customs Checklist
Apr 1, 2027	Ocean freight arrival deadline — Port of Miami or Savannah
Apr 6, 2027	Air freight arrival deadline — Orlando (MCO)
Apr 15, 2027	Advance warehouse receiving deadline
May 3–7, 2027	NPE2027 — Orange County Convention Center



Questions?

Tell us your show and your dates. We will take it from there.

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NEXT IN THE SERIES

Shipping & Customs Execution

December 9, 2026

NPE2027: Customs, Compliance, and On-Time Delivery

Delivering First-Class Service Every Time.