

## SAS Cargo

### New U.S. Government Requirements for Established Business Relationship Statement

Security Administration (TSA) and Transport Canada has recently implemented new emergency measures, in respect of all air cargo destined for or transiting/transferring through the United States, where such cargo originates from Europe and the Commonwealth of Independent States (CIS).

## Q&A

### What does EBR mean?

**Established business relationship:** The business relation is considered established if a shipper

1. is a Known Consignor (KC);

**or**

2. has a business relationship with your company prior to September 2nd, 2024

**or**

3. has a business relationship with your company established on/after September 2nd, 2024 and has a record of

- a. their business or corporate registration certificate, license, or record; **and**
- b. their Business or corporate information, including name, address, phone number, and email address; **and**
- c. contact information, including name and position, of authorized point of contact for the account; **and**
- d. payment information, such as a corporate credit card number; **and**
- e. a signed contract between the person and the regulated agent or carrier.

### How is the EBR confirmed?

Our Customer (FF) needs to complete the [EBR Compliance Confirmation form](#) based on the current business relationship with the shipper/consignor.

The GHA checks EBR Compliance Confirmation form is complete and signed. The freight forwarder (Customer) ensures, that two (2) copies of the EBR Compliance Confirmation form are accompanying the shipment during transportation (attached outside the document pouch). One document stays with the shipment, whereas the second document will be archived for 120 days, by the last point of flight departure to US.

### In what form can the EBR compliance confirmation be submitted?

The completed and signed EBR confirmation can be submitted in the following forms:

- Original OR
- Copy

Please make sure that two (2) documents are accompanying the shipment.

## **What does Business Relationship mean?**

**Business Relationship:** An association between persons (persons includes individuals and entities) that includes the establishment of an account with physical and billing addresses AND a payment or credit history documented through invoices or billing records OR documented history of sales that may include any contacts or activities OR documented correspondence or business records as listed in the model security program definition section.

## **Which Cargo is affected?**

**Cargo:** All accompanied commercial carrier consignments whether or not accounted for on an airway bill are also classified as cargo.

## **Which Cargo is NOT affected?**

Does not apply to U.S. government shipments tendered on a U.S. Government Bill of Lading or an air waybill where a U.S. Government entity is listed as the shipper.

## **What is a Known Consignor?**

**Known Consignor:** the originator of property for transportation by air who has established business with a regulated agent or foreign air carrier and provide security controls that are accepted or required by the appropriate authority in respect of cargo.

## **What is a Regulated Agent?**

**Regulated Agent:** an agent freight forwarder or any other entity who conducts business with an operator and provides security controls that are accepted or required by the appropriate authority in respect of cargo or mail.

## **What actions are required?**

The actions required in the SAS Cargo security measures are specifically intended for cargo or consolidated shipments destined for or through the United States on SAS Cargo flights that were tendered by a person who does not have an established business relationship.

1. Any cargo or consolidated shipment destined for or transiting/transferring through the United States or Canada and that contains a piece or shipment that was tendered by an entity who does not have an Established Business Relationship (EBR) with a regulated agent, SAS Cargo is not allowed to transport on a passenger aircraft. Any cargo or consolidated shipment tendered by a Known Consignor may still be transported on a passenger aircraft of SAS Cargo.

## **Is there an e-process?**

No, only paper documents (EBR confirmation form) are accepted, as no electronic process has been implemented yet. No EAW allowed, only EAP.