



FUTURE OF GEORGIA'S LOGISTICS INDUSTRY IS BRIGHT

GDOT - Keep Georgia Moving

**Transportation's Most Critical
Infrastructure ... People**

Cargo Careers at ATL

By Donna M. Mullins | President and CEO of Mullins International Solutions

Hartsfield-Jackson Atlanta International Airport (ATL) in Atlanta ranked # 1 once again for passenger operations worldwide, serving 275,000 passengers per day. On average, there are 2,700 arrivals and departures daily. Atlanta is within a two-hour flight of 80 percent of the United States population. On the cargo side, coordinating the many air-to-ground freight shipments is a monumental task.

International logistics/trade jobs in Georgia are +352,000 and generate over \$20 billion in income. Georgia is the largest intermodal hub in the Southeast, and many of those shipments transit right here in Atlanta. Every piece of freight begins and ends its journey on a truck and every piece of freight that moves has someone who is at a desk coordinating those moves, including the Customs clearance of international import cargo. Ninety percent of the world's top third-party logistics providers operate in Georgia. Georgia is home to 12,300 logistics providers with one million logistics connected employees. Georgia is 5th nationally in logistics employment.

Erik Romero, Import Specialist for Green Worldwide, began his career in international logistics immediately after graduation. Erik graduated from Forest Park High School in May of 2019, took the ABC's course in June and became gainfully employed in July.

With training from Mullins International Solutions on The ABC's of Customs Brokerage, a 72 hour intense training cohort, he was offered an internship during our graduation at Clayton State University College of Business. The ABC's of Customs Brokerage provides entry level workers with the skills and knowledge equivalent to one year of experience as a customs specialist, providing the opportunity to earn national certification as a Certified Customs Specialist (CCS) through the National Customs Brokers and Forwarders Association of America's National Educational Institute. Erik is scheduled to sit for the CCS exam on August 29, 2019.

Erik's parents, immigrants from Guatemala (Mom) and Mexico (Dad), are both in the logistics and aviation industry. Ms. Romero works at Delta and Mr. Romero is a truck driver. Erik told me, "My Mom and Dad are both immigrants who

came to the US with nothing and worked hard to ensure my brother and I had a good life." Erik is grateful to have the opportunity to follow in their industry footsteps.

In Erik's position as an Import Specialist, he assists importers of merchandise to arrange US Customs and Border Protection, as well as other government agency (such as FDA, EPA, DOT, USDA, etc.) clearance for the cargo to enter into the commerce of the US. His duties include arranging



ABC's June cohort warehouse tour at HWC Logistics

delivery of the cargo, once it is authorized by the Government Agencies, to distribution centers and final end users. He has the opportunity to work with companies, like the ones his parents work for, which provide the services of moving the cargo; in the case of Delta from the foreign country to the United States and his Dad with Saddle Creek Logistics Services takes it to the end user. It is like a family affair—one family member brings the cargo to the US, one clears it for entry, and the other delivers it.

The US Census reported in August year-to-date, the goods and services deficit increased \$23.2 billion, or 7.9 percent, from the same period in 2018. Exports increased \$0.5 billion or less than 0.1 percent. Imports increased \$23.8 billion or 1.5 percent. International trade and logistics is vital to the growth of Atlanta. Porsche, Adidas, Kia Motors and thousands of other international companies have planted roots in Georgia and the airport is a central hub for moving cargo to these firms. ❖



Erik and his parents at graduation