NWX - US DEPT OF COMMERCE

Moderator: Gregory Pewett

May 23, 2018

1:00 pm CT

Coordinator: Welcome and thank you for standing by. At this time, all participants lines are in a listen only mode. After today's presentation, you will have the opportunity to ask questions and at that time, you may do so by pressing star then 1 on your phone's keypad. Today's conference call is being recorded. If you have any objections, you may disconnect at this time. And now, I will turn the call over to your host for today, Mr. Omari Wooden. You may begin.

Omari Wooden: Thank you very much and good afternoon everyone. As stated, my name is Omari Wooden from the U.S. Census Bureau International Trade Management Division. I'd like to welcome everyone listening in on their phones and following the webinar on their computer to the third installment of the World Trade Month Go Global Webinar Series. Today's topic is preparing to Ship.

 As stated, this webinar is the third part in a four-part series. Hosted by the Census Bureau, the series was created by your federal trade partners, the U.S. Small Business Administration, U.S. Export-Import Bank, and U.S. Department of Commerce, which includes the U.S. Census Bureau, International Trade Administration, U.S. Commercial Service, and the Bureau of Industry and Security.

 In this in depth webinar series, we will provide government resources to help you become a successful exporter from finding compatible markets, to financing your export program, to understanding export regulations. These webinars will take place every Wednesday at 2:00 p.m. Eastern Time during the month of May. Each webinar is completely free and a great way to understand the resources the U.S. government has to offer you.

 The next and our final webinar, managing challenges, will be held on Wednesday, May 30, at 2:00 p.m., again, Eastern Standard Time. Please remember to go to export.gov to find out some of the many resources that we will be discussing during this series. Throughout today's webinar, preparing to ship, we hope to answer the following question. What is my role in an export transaction? Who can help me as a small business to prepare my product to export? And what export regulations do I need to know about?

 Lastly, please be aware, at the end of our presentation, we will open up the webinar for question and answers to give you an opportunity to get your questions answered from the experts. Today, I'll be sharing some of the fundamentals of regulations and best practices to help you remain compliant.

 I would also like to introduce my colleagues, Deborah Dirr and Dina Molaison. Both are senior international trade specialists with the U.S. Commercial Service. So without any further delay, let's get started on today's topic.

 One of the most important things for you to remember as you are exporting, what laws and regulations do I need to be aware of to make sure I'm doing things the correct way. I'll focus on two of those major regulations, the foreign trade regulation, also known as the FTR, and the export administration regulation, the EAR. But keep in mind, depending on your product or your destination, you need to make sure that you may be aware of other agencies regulations, such as Department of State for certain munitions items, or Department of Treasury for sanctioned or embargoed countries.

 Again, awareness if vitally important for you to remain successful. The foreign trade regulations are found in Title 15 Part 30 and they are issued by the U.S. Census Bureau. They set forth the roles and responsibilities for all parties in an export transaction. Within the foreign trade regulations, it gives you information for reporting your export information in the automated export system. It gives a definition of the different terms like how do we define value, country, state of origin, and so forth. It also talks about penalty provisions, reporting requirements, and different types of exemptions and exclusions.

 As you will notice on these first few slides, if you want to know more about the foreign trade regulations, make sure you visit the link at the bottom of the page to get more information.

 Another important regulation that I want to share with you all from the Bureau of Industry and Security are called the export administration regulations, also known as the EAR. Electronic export information that is reported not only serves a statistical purpose but it also serves an export control purpose. All parties to a transaction are subject to the EAR and if they are subject to the EAR, they are responsible for complying with the export administration regulations. The information that is reported must be consistent with Bureau of Industry and Security Authorizations and when we speak about authorizations, we're talking about is the product licensable, are there license exceptions, or are there other authorizations that you need to be aware of.

 Some of the questions that you need to ask yourself when you're exporting. One, what item is your company intending to export? What are the technical specifications, use, and functions? Where is the item going? Where is that destination? Who will receive the item? Who is that end user or the ultimate consignee? And then also, how will the item be used or will it be used from something that is different than its intentional use?

 So again, keep in mind, if you want to learn more about export controls under the EAR and under the Export Administration Regulations, make sure you visit www.bis.doc.gov. And there is a contact information that is also here on the slide as well. As we mentioned again, these slides will be available and posted online for you to reference again in the future.

 So as you better try to understand the different export regulations, another important element to remain compliant is to understand who you are in an export transaction. There are many different parties involved in an export transaction. So as we see on this slide, we have both domestic and foreign parties. As it relates to the foreign trade regulations, we have something that is known as the U.S. Principal Party in Interest. That's the party or entity in the United States that's getting paid.

 We also have a U.S. agent, an agent sometimes known as the forwarder. They're the party in the United States that acts on behalf of another party. We've got something known as the carrier, your FedEx, your DHL, your UPS. That is the entity that's physically shipping the goods from the United States. And then outside of the United States, we've got two different types of parties known as our foreign parties, the foreign principal party and interest, the party that is paying an entity in the United States that’s receiving the product. And then we have the ultimate consignee. That is the party abroad that is receiving the goods. So again, an important thing with compliance, when you're preparing to ship, is to make sure you understand who you are in the transaction.

 So many of you on this call may possibly fall into the area of U.S. Principal Party in Interest and common terms you will hear people say, I am the exporter or I am the shipper. A lot of times, again, depending on specifics of the transaction, we're talking about that person that's getting paid in the United States. So the way the Census Bureau looks at that type of entity is they're a U.S. person or entity and they are the benefactor of the export transaction.

 And as it shows on the Slide, they're a seller, a manufacturer. In some cases they can be an order party. In very, very rare cases can the U.S. Customs broker be shown as an exporter in a transaction? And then there are also a handful of exceptions where a foreign entity, if they're physically in the U.S., where they would also then be listed as the U.S. Principal Party in Interest in an export transaction.

 So again, as we're talking about understanding your responsibilities, if you are this type of party in an export transaction, you want to make sure you understand what your responsibilities are in an export transaction.

 Another type of party in an export transaction is known as a U.S. Authorized Agent, a party that is physically located in the United States and they get a power of attorney or authorization from either a U.S. Principal Party in Interest or a foreign party to prepare and file the export information. So an agent, in a nutshell, they act on behalf of another company.

 So many of you all maybe U.S. Principal Parties in Interest or exporters. So you’ve manufactured a product. You’ve built a product. You’ve grown a product. Now, you're ready to export but you're not exactly sure what to do. In some cases, a forwarder or a forwarding agent, or an authorized agent may be able to assist you with documentation, export clearance, and different requirements for you to make sure that you get your product exported from the United States in a compliant way. And one of my colleagues will be discussing how you find a forwarder in your local area.

 So when we talk about export clearance, again, another important thing to keep in mind is the reporting of this information electronically. So I've got an export. Now, let's say I've hired an agent to help me export my product from the United States. You can either decide to report that export information to the government, or if you select an agent, that agent can assist you with that responsibility.

 So when we talk about reporting, keep in mind there are certain types of transactions that are always required to be reported and those are shown here on this slide, where the shipment is licensed by some government agency and obviously, you see obviously we're with the government. So there, we've got an acronym, one of our first acronyms of the day, ITAR Control, International Traffic and Arms Regulation. So we're talking about things that are controlled by the State Department. Anything controlled by the State Department must be reported electronically.

 If you're shipping to a sanctioned or an embargoed country, it has to be reported. If you're exporting raw or rough cut diamonds, or used vehicles. And then if there's certain items identified under the Department of Commerce control list, again, listed here on the screen under the 600 series, through certain paragraphs, paragraphs A through X, these are situations where you have to report the information electronically.

 So on the last Slide, we talked about situations where you are always required to report. Now, those situations will Trump what is listed on this slide. There are situations where you are exempt and not required to report as long as it did not meet those items on the previous slide. So we have a data exchange with Canada. So anything that is going to Canada, staying in Canada is not required to be reported. It's considered a data exchange. If the items are $2,500 or less per classification number, again, that is another exemption. If an item is considered tools of the trade, hand carried, personal use, it's coming back into the United States within a year, it is also again, is not required to be reported electronically.

 And then also, we have temporary exports. Again, some of you export products, let's say, to an exhibit but you know that exhibit is coming back to the United States. That's considered a temporary export and it's not required to be reported, again, unless it's licensable or it meets one of the criteria on the previous slide.

 And then again, these are the most common exemptions but I just wanted to share them with you all, goods that were previously imported under a temporary import bond for return in the same condition when it's imported, again, is not required to be reported electronically for the export.

 So as I mentioned, reporting this information electronically, your question may be, well, where am I reporting this information electronically? That system is known as the automated commercial environment. You may also hear the phrase the automated export system. Those two systems are synonyms, but again, the automated commercial environment allows U.S. businesses to report both their import and export information.

 There is reports within this system, real time responses. So if you leave out something that's incorrect, the system will immediately respond to you and let you know you left off something that is critical to that shipment. And it ensures that you're reporting accurate information.

 So now that you understand and have a better sense of the different regulations and requirements that may exist, you want to make sure that you know your role in export transaction, what are the best practices in compliance? One of the most important things related to compliance is documentation, documentation, documentation, which is why it's written three times.

 One of the things that you have to keep in mind, there's an important phrase that comes into play when we're talking about compliance. It's not what you can tell me but it's what you can show me and your documentation should tell a story of what happened in your export transaction. So it's always so important to keep everything related to your transaction. Even if you're working with an agent, make sure you keep all that paperwork related to the transaction on hand.

 Another recommendation is as soon as any information about your export transaction is updated and as soon as you are aware, make sure you make that correction when you're reporting electronically or make sure you share that information with your agent if you know something has changed in the transaction.

 Again, other recommendations. Make sure you're cross-training. Make sure you're involving automation and procedures. So if you are the compliance person in your company, make sure you're sharing with others in your company about some of the best practices that you have.

 Also another great recommendation is to have some form of a checklist or procedures. So when you receive a call from a foreign buyer from your particular product, what is your checklist? What is the step by step procedures that you go through to make sure that you're remaining compliant?

 So one of the things that I think we all will leave you with today is if you don't have a checklist or you realize something today was really beneficial, don't be scared. Just take these tools today that you’ve learned and then start to develop them today.

 Which now leads me to just sharing where some of these resources and tools are available. Here at the U.S. Census Bureau, we provide a lot of our training through webinars. So here listed on the slide, we've done a lot of different webinars on a lot of different topics as it relates to export reporting. So the information that I'm sharing with you very quickly during this joint webinar, we've got much more of a deep dive. So if you want to know more about the regulations, if you want to learn more about a standard export transaction and what your responsibilities are, we probably have a webinar for that.

 But you can go on, again, it's all free, it's all archived online. So here are some of the topics that we've covered. So if you're curious about this system and how you're reporting, we've given a demonstration, an AES, A-E-S direct demonstration where we walk you through how you correct these shipments. If you want to learn about AES export reports and some of the features we have online, we've done a webinar for that as well.

 Also, we also provide training around the country as well. So at the beginning of June, we'll be in Houston and Dallas, again, providing training on the automated export system, the regulations that I've given a quick overview on, and also compliance and classifications. So again, it's a full day training that we'll be providing more information on. And we'll also be at the American Association of Exporters and Importers Annual Conference in Baltimore, Maryland. So if possible, maybe we'll see one of you all there.

 And again, for more information for these conferences, and events, and webinars, make sure you go to where it says at the bottom to register or learn more information. Please visit that link at the bottom. And I also want to take this opportunity to promote the compliance seminars held by the Bureau of Industry and Security called complying with U.S. export controls. These are two full-day training opportunities that cover export regulations, classification assistance, and best practices under export controls. The Bureau of Industry and Securities have experts there to talk about dual use products, commerce license items, and license exception products. Again, it's a great opportunity for you to learn directly from the experts.

 They also offer training on technology and encryption software, I mean on technology and encryption. They will have the technology training in Houston on June 14 and there will be an encryption training in California on August 16. So again, here at the bottom of the screen, to register, check for any updates and to learn more about their upcoming conferences, make sure you go to www.bis.doc.gov.

 So at this point, I'd like to thank you all for the opportunity to share on the requirements, training, and resources from both the U.S. Census Bureau and the Bureau of Industry and Security. At this point, I'd like to turn it over to Deborah Dirr from U.S. Commercial Service.

Deborah Dirr: Thanks so much, Omari. Great information. Hello, everyone. I'm happy to be on today and I'm going to talk about a few areas to consider before you ship and one of them, importantly, is modifications to products. I would say that this is something that should be addressed very early on in the process before you ship, preparing to ship, but very early on.

 Before an export sale can occur, your company may need to adapt your products. In addition to foreign government regulations, there are going to be customer preferences in new markets and it's important to have product knowledge and understand unique characteristics of a country. So hopefully you're using market research, but in addition to that, your foreign customers and sales partners can be an excellent source in finding out what changes need to be made to your products.

 This can be expensive depending on the modifications. So this is an important issue for management, something they really need to consider. So I would suggest questions to consider when doing this would include what foreign market needs does your product satisfy; should your company modify the domestic market product for sale outside of the U.S.; or should you develop an entirely new product for the foreign market.

 And what about the design, the color, the size, the packaging, labels, and warranty? What about language or cultural differences? For instance, the symbols we use here in the U.S. may have different meanings elsewhere. And what specific services might you need to offer in the foreign market to support sales and how would you do that?

 So products going into new market may need to be modified for any number of reasons -- climate. Let's say humidity causes additional risk. Buyer preferences, standards of living, government regulations, or even religious practices. Modifications may also need to be made to simply allow the shipment of equipment or products, or to compensate for any differences in engineering or design standards.

 For example, I've seen candy bars typically sold in the U.S. when I was on a trip to Asia years ago that had different wrappers, different colors, different looks. So the decision to make changes to a product really has a lot to do with your determination to be present in a market, understanding the reality of the cost that may be incurred in changing your product, and understanding the sales potential if you do these things. That's why it's always critical to have management commitment and market intelligence early on.

 Foreign government product regulations are common in international trade. Regulations can sometimes be used to protect domestic industries from foreign competition but also can be used to keep some cultural influences out of that country. There might be local requirements for electrical or measurement systems to protect the health and safety of the population or for environmental controls and I'll get more into that with my next topic, global standards.

 But before I do, I want to make sure I mention our website, export.gov, which is the U.S. government's export assistance portal. You will find a wealth of information on this website, including a list of the U.S. commercial service offices, so you can find the one nearest to you and work with an international trade specialist locally to increase your export sales. You'll also find a plethora of market research and data, and even a series of videos called Make the Export Sale, which includes one called preparing your product for export, and video introductions to free trade agreements, shipping basics, pricing, and documentation.

 You'll also find country commercial guides, which provide the latest market intelligence on more than 140 countries from U.S. embassies worldwide. And for each country, the customs regulations and standards chapter covers everything we're covering today. And of course, if you haven't seen our basic guide to exporting, it's an excellent primer on the entire export process. So I would highly suggest looking at all of that.

 Now, I'll go onto global standards, which is very important now. Standards testing and associated regulatory requirements for accessing global markets together are now the number one barrier U.S. exporters face in selling their products overseas. The International Trade Administration has a team of standards experts who can counsel your company on standards related market access issues and what you need to know to comply with regulatory requirements in export markets. And they are excellent. I've worked with them.

 The purpose of standards and testing is to ensure quality, safety, and interoperability. So a company that understands standards and testing requirements will be able to access foreign markets more easily and increase profits. As a side note, I want U.S. companies to know they can provide input on how these standards are developed, which is important because standards are the basis for our trading partners regulations.

 So if your company participates in standards development, it's almost like you're helping to write the regulations that you will need to comply with when you're exporting. In other words, you have much more leverage over requirements in export markets than you think. ITA Standards Team can help you understand how to get involved in standards development to influence foreign regulations.

 China, the European Union, Canada, and other markets have their own standards and you can find guidance on standards through our export.gov website and you can find contact information for ITA Standards team and information about standards at www.trade.gov/TD/standards.

 In addition, many of you may know that - probably most of you know that in two days on May 25, the GDPR, or General Data Protection Regulation, for the EU will be enforced. So any U.S. company can find out how to comply with this through the EU U.S. and Swiss U.S. privacy shield frameworks, which were designed by the U.S. Department of Commerce, and the European Commission, and Swiss Administration to provide companies on both sides of the Atlantic with a mechanism to comply with these data protection requirements when transferring personal data from the EU and Switzerland to the United States. And we'd be glad to talk about this more later and you can find information about the privacy shield at www.privacyshield.gov.

 And so that being said, I'd like to turn the program now over to my colleague in Atlanta, Dina Molaison. Dian?

Dina Molaison: Thank you, Debbie. That was good information. Thanks for talking about the standards and things that are required for shipping. Thank you, everyone. I'm Dina Molaison from the Atlanta area. I work in the U.S. Export Assistance Center. Thank you for sharing part of your day with us today. I'm going to talk about three different topics very briefly, albeit, because the topics are very loaded and again, we don't have the time to share everything and don't want to inundate you.

 But just to make you aware of the different topics that we do cover when we do work with exporters in the community, things to think about, and we'll touch upon. And then of course, I'll give you information where you can take a deeper dive into those topics. I'll talk about shipping first, followed by certificates and documentary requirements that you may need for your shipment, and of course, free trade agreements.

 The first slide here, you're looking at service providers for shipping. Okay. So now you have your shipment ready to go. It's packaged up just like the gentleman in the picture there. You have your order. Congratulations on the export order. But now, you have to get it there. You have to get it to your customer. Well, what I tell exporters is that when you want to ship, think of your freight (unintelligible) order as a travel agent for cargo. A lot of people forgot about travel agents. Now, we book our own travel online but for shipping, it's a bit different. You do want to engage a professional for that because you'll want to get quotes and rates for shipping your items to the customer.

 Your items may go by truck if it's going down to Mexico. You may need to ship it by ocean and that agent will go ahead and compare a cost and actually tell you what the costs are to get your goods by boat to the customer. It may be by air. It may be FedEx, or DHL, or UPS, any one of those. But you'll have to understand how the things are packaged and engage with someone as soon as you can as you know you have that order because you're thinking about how to get that to them, to your customer, very cost effectively and in a timeframe that is acceptable to the customer. And you need it expedited. It may be something that can go by boat that your forwarder will help you with that as you move along.

 Next slide please. So how do find the freight forwarder? Of course, we mentioned the ones that cover air. You all know them, the ones that I mentioned earlier. But also here, if you go to this website, the National Customers Brokers and Forwards Association of America, that's where you'll get a listing in your area. There are other websites as well, freightnet.com, freightbook.net, et cetera but that's how you go about engaging a forwarder.

 The other thing I'd like to mention is that Debbie and Omari both talked about the U.S. Export Assistance Center in your area. When you engage a trade specialist there, they may also know of a forwarder they’ve worked with or who has been really good at helping a client. Maybe they spoke at an event. So that person may also have a short list for you. While we can't recommend one particular forwarder, maybe we can give you a short list of those. That would be really good or maybe experienced handling a product similar to yours.

 Next slide please. Now, we're going to talk about documentation for export compliance. This is a bit different than what Omari talked about. He was talking about export compliance in terms of Census Bureau, what needs to be recorded in AES, in the Automated Export environment. Also, he talked about EAR, things that are maybe are licensable. I'm going to talk a little bit about something different, some documents that you want to include with your shipment when you're shipping your item to the customer.

 As we talked about earlier, export.gov, it contains a plethora of information. Pretty much everything you need is on this website. If you look at the topics here at the top, how to export, customized services, market intelligence, et cetera, I'm going to focus on the logistics part of it and when you go to export.gov, under the link on the left, how to export, then you'll see logistics and everything under it.

 A lot of the slides I have actually come from the website. So you won't be at a loss if you go back and try to reference that area on export.gov. You'll probably land right where you need to be. Next slide please.

 So first, I'm going to talk about certificates and documentary requirements for shipping goods. This is a very loaded subject and again, in the interest of time, we can't cover every type of certificate that's required for every type of shipment for each country. This is only an example and what I did here, I put a listing of the different certificates that you could find that your buyer may ask you for. There are many others but these are some that we see quite often and we try to help the exporter obtain these certificates.

 So this is only a sampling. Of course, an insurance certificate. That's something that insurers at the consignee are (unintelligible) the consignee that the insurance will cover the loss or damage to the cargo during transit. Certificate of free sale, that's another type of one we see especially in the foods and medical device industry.

 But then there are some others, vital sanitary ingredients, fumigation. There are different types of certificates. However, we understand as an exporter, sometimes you don't know what you don't know. So with that being said, I would say when you're not sure what documents you need, your importer should know that.

 If you're working with an experienced importer, that person should tell you what they need. If you just want to double check and you don't know what certificate you need, well, the U.S. Export Assistant Centers, Debbie and myself, we have databases where we could go in and look at the different documentation required per country. So if you're not sure you're shipping, let's say, I don't know, a pharmaceutical product to Australia and you want to make sure you have your basis covered, we can always print that out and email it to you.

 Next slide please. These are just examples of documentary requirements for China. I chose China. I know that we import a lot from China but I thought, well, they have requirements as well. So these are, again, just an example. Cosmetics need to be registered with the Chinese Food and Drug Administration. You have different things. Organic products must be certified as meeting Chinese organic standards by a body authorized by these certifications, sorry, an accreditation administration of China.

 There are other things, computer software, hardware, telecommunications products. Another example is the EU. The EU has its own set of documentary requirements, including food products, pet food, veterinary (unintelligible) products. Again, your local commercial service office contact has a database with all the requirements for each country in there for you. Between your local staff and your experienced importer, you should be well covered with your certificates.

 Next slide please. Now, we're going to move into free trade agreements. What is a free trade agreement? We call it FTA. We use the acronym for that. So a free trade agreement is just the formal agreement between two or more countries where the countries agree on certain behaviors that affect the trade in goods and services. Again, it serves as protection for investors and IT rights among other things.

 So typically, when you look at the free trade agreements, we have countries that we have agreements with and typically, those items from the U.S. will flow into that country duty free. So that would serve as a competitive advantage for you. So for an example, if you're going to export an item to Chile and we have a free trade agreement with Chile, then it's more beneficial or it would behoove the importer to procure the item from the U.S. where the item, if it qualifies, enters into the country duty free, as opposed to importing it from a country where there's no foreign free trade agreement. So that would be an advantage.

 Next slide please. These are the FTAs that are currently in effect and the year that the FTAs went into effect. As you can see you hear a lot on the news. NAFTA is in the news lately. That went into effect in 1994. We have others. Most recently, we have South Korea, Colombia, Panama. (CAFTA DR) covers the Central American countries there. So these have been in effect for a long time.

 Next Slide please. How to get reduced tariff benefits on FTAs. Well, when you have an item, the most important thing is to make sure that your product qualifies for preferential treatment under the FTA rules. Typically, your importer will know if that item does qualify but let your customer know that you’ve done the homework and if your product qualifies or not. You want to be up front and let that customer know that, when of course you fill our relevant paperwork. We're going to take a deeper dive into this in a minute, but this is just an overview of how to get the reduced tariff benefit of the FTA.

 Next Slide please. So what is qualifying? What does it mean? Just because your product is made or assembled in the U.S. doesn’t automatically means that it qualifies for FTA tariff reductions. The rules of origin vary by the FTA but you must prove value added content or work from within the FTA.

 So what does that mean? It has to have enough value add from the country, from the U.S. For example, if you import an item into the U.S. but then you just maybe modify it slightly, it may not qualify if you re-export that item and expect your importer to import it duty free. You need to be very careful with that. Here in the Atlanta area, I cover the technology sector so we understand that a lot of technology is imported, the raw materials or components are imported but once the U.S. Company modifies that, then it may have a tariff shift, and it may change, and that item that's going to be exported may or may not qualify.

 This homework that you as the exporter, we need to do in order to determine if you have enough U.S. value add to the product to ensure that it does ensure preferential treatment for your importer. Next.

 Okay. So can still export my product if it doesn't qualify for an FTA? Well, of course you can. FTAs are not mandatory but it helps your importer out. Again, it gives you a competitive advantage and if you're going to export an item that does qualify under an FTA and your importer can receive it duty free. If you're going to export something and it does not meet the criteria then of course you can still export it but your importer will be paying the duty.

 So you can and should not use the certificate of origin - you can use it if there's not an agreement with that country or if you don't have the content that's required to go into the country. Next slide please. Okay, so here, the FTA qualification steps. First, you'll have to determine your HS number. That's the most important part. The U.S. Census Bureau has a very good website, and we'll feature it at the end, where you can go on there and determine the item number, the Schedule B number, is HS, harmonized schedule number. It may be called HTS, harmonized tariff schedule. You'll hear that a lot as you're exporting but basically, the Census Bureau counts more than just people. They count products as well.

 So items have an HS number and we tell our exporters, go up to the six digit, the very detailed number, to write on your documentation because that's how trade goods flow to and from other countries and across borders. Census is also counting that. So again, they're counting people but they're also counting the flow of good across borders, how much is imported of a certain product, how much is exported, et cetera. So that's very important. You have to determine that number first. That's going to be the very first step.

 Next Slide please. So first of all, when you look at a chapter in the Schedule B book, you go to census.gov/scheduleb, and you'll see let's say Chapter 85. That's two digits. Click again please. Then heading, four digits. So you're 85 is a really broad heading and then you keep narrowing it down. Think of an upside down pyramid where you start broad and then you go down to the final point. You want to get up to six digits, the subheading. Next slide please.

 Here's an example with horses. Okay, so every item is assigned an HS number. Some are more specific than others, but every six digit item is part of a series of progressively broader product categories, like we just showed you in Category 85. So this horse, it would be live animals and then a horse, and then a horse is purebred, breeding. So this is how it works. So the 0101.21 would be the six-digit HS number when you export this horse abroad.

 Next Slide please. So now that you have Schedule B number for that item, whatever that item may be, now you can go ahead and identify the rules of origin. Next slide. Where do you find it? Well, this is where you can find the rules of origin. Think of it this way. You can go to the website and it's very clear, export.gov/fta or ustr.gov, et cetera. You can look at these, but remember something. When you're looking at the item, think of an item in different parts. Typically, there has to be a tariff shift when you want to claim preferential treatment under an FTA.

 So think of a bicycle maybe. A bicycle has many parts. It has wheels. It's got a chain, handlebars, a seat, et cetera. If you were to take those parts and then each part is different but then you combine it, it becomes a bicycle. So a bicycle is different from just a singular part of the wheels or the handlebars. So when you're reading through the export.gov site on FTAs, you'll see the term tariff shift and there will be examples. You want to pay attention to that because you need to make sure that the sum of all the parts have significant U.S. content.

 If you look at it that way, and again, it will be explained very thoroughly. There will also be videos on that site. So I encourage you to go there to get a better understanding of it. Because the rules of origin are going to be different by the different countries. They vary by country. So knowing your Schedule B, your HS number, sorry, HS number for the item, is the most important thing in the whole process. So that's number one.

 If you can't figure out the Schedule B number, then Omari's HSC Census Bureau, they have a very good hotline to help you where the foreign trade analysts will help walk you through that. Because sometimes it is hard. You may see a grey area. You may think, well, my item could be this or it could be that. Especially when it comes to electronics, and telecom, and things of that nature. So there is help for you out there by calling the Census Bureau. And again, those numbers will be at the end of the presentation. So just to recap, you isolate your HS number and then you look at the rules of origin. Next slide please.

 Now that you have that, you want to apply the rules of origin. What do you do, now that you know that your product can receive preferential treatment and your importer will be happy, how do you do that? Next slide. You go ahead and record that information on the document. So in this case, we're looking at NAFTA and we're looking at Israel.

 For NAFTA, NAFTA covers, of course, the U.S., Mexico, and Canada. The NAFTA Certificate of Origin, you'll need that certificate of origin. That is required for NAFTA. So if the goods are above $2,500 and they qualify for NAFTA preferential treatment, you'll want to go ahead and complete this.

 Actually, when you're on our website at export.gov and you're under the documentation tab, and you click on FTA and NAFTA, there's actually a fillable NAFTA certificate of origin that takes you to the CPB website, Customs and Border Patrol. And you can actually fill it out there and then print it online or fill it out online then print it.

 You'll want to inform your customer that it qualifies for preferential treatment, but the certificate of origin is needed for NAFTA. From my understanding, it's not needed for the other countries because on the other countries, it will be listed on the commercial invoice. So with your certificate of origin, definitely that's going to go in with your export documentation.

 Next please. Here, so now again, we talked about notifying the buyer about the qualification. Again, your savvy importer is going to know if the item qualifies for preferential treatment. So that's something you definitely want to talk about with them and again, that's your competitive advantage. If you're maybe in a quoting phase, you may say, I know the HS number and this does qualify for preferential treatment. So it makes it easier on the importer.

 Next please. Record keeping. So the record keeping, of course, there's going to be retention of records in almost everything. I know with NAFTA, it's ten years if you're going to Mexico, if you're going to Mexico and for Canada, it's five years. So you want to retain your records for that amount of time. Again, on our website, it will tell you all the ins and outs of that.

 But what is your documentation? You want to have a process for verifying where the parts came from. Again, we understand that not all raw materials and components are domestically sourced. That's why you want to verify the processes. Where do you get the handlebars, where do you get the seat of the bicycle, et cetera, and then how you determine that. So there has got to be a way for you to verify where all the parts come from and how you arrived at the determination that the product does qualify for preferential treatment.

 In fact, there is a very good video online for a NAFTA understanding the preferential criterion for the items that you're going to export. So that is a very good video to watch. Next please.

 Now, where do you find these tariffs? How do you know if the item is going to enter into the country duty free? You want to verify that. We have two different tariffs tools online. Again, you need your HS number for your product, your six-digit HS number. But this is one under export.gov, FTA, and then FTA tariff tool. You go in here and it launches the tariff tool. And you can go in and plug in that number, tell the system what country you're going to export to, and then you'll get a read out of what that tariff is, if it does qualify. Again, we're of the assumption that you have determined it would qualify but we want to make sure that everything is in order. So you can always print that for your records once you verify that the parts - you have enough U.S. content in there. And then you'll be able to tell if your item can enter the country duty free. And it will tell you other things like taxes, et cetera.

 Next please. The other database that I really like a lot and it is on export.gov, actually, it's not our database. We procure it from a vendor but we do provide it to the exporting community free of charge. So there's no charge for that. You just go into export.gov. Either use the FTA tool or this one. The difference between the two is the FTA tariff finder will give you tariffs for the countries that we have FTAs with. But this one will also give you the general rate.

 This system is called Customs Info. You just sign in. It's export.customsinfo.com and then you enter with your email. Before you do that, you create a contact and all it's going to ask you is for your name, I think your state, and your email address. And then when you go back in here, you log in by using your email. Again, what I like about it is it gives you the free trade agreement rate if there's no tariff. But also, a general. Because what if you have an item that you’ve compiled. Maybe it's from a lot of different imported components or raw materials and you realize that your item does not qualify for a free trade agreement rate or preferential treatment. Then you'll want to see what your buyer is going to pay regardless.

 Next Slide. So this is what it looks like. Once you log in, it's very intuitive. You just go ahead to the country at the top, choose the country, and then plug in the tariff number. Remember that HS number, the six-digit. That's what you're going to plug in under tariff number and then you hit search. And then you see underneath everything comes out here, the 01, live animals like in our horse example, and then all the others.

 Every time there's a plus sign, you just go ahead and hit that plus to expand because you want to get from the broad heading, the two digits, to the four, and then down to the six digits. Next please.

 And then here again, you have - you can go ahead and look at the - it says Mexican equivalent of the HS330499 for skin lotion is HS330499 then 01. That's skin lotion in Mexico but the other 01 is the importing country's tax on to that six-digit number rather. So you don't need that. You just need to look at the description and the six-digit number.

 Then you click there. Next slide. You're going to click, it looks like -- it looks like gold coins all stacked up -- you're going to click the coins and then it's going to generate this report for you. What you see at the top is the detail duty and taxes for Mexico and that's the item going in at the HS number we saw with the essential oils, the lotion. It's going to explain what it is and then here's your general rate.

 So if it wouldn’t be coming from the U.S., from a different place, there would be a 15% tariff calculation. But in this case, under NAFTA when it's made here, the product qualifies for preferential treatment under NAFTA, it's free, calculating on cost insurance freight. And there's still some tax there. At least you'll be able to see the tax. But at the end of the day, you'll see that your item coming from the U.S. is going to receive that preferential treatment based on that NAFTA FTA, free trade agreement.

 And again, this is in our website, export.gov. It's free to use and we want you to use it. We encourage you to use both the customs info and our FTA tariff tool. Next slide please.

 And finally, here are the different resources we talked about. They're all right here, the U.S. FTR, we talked about that to find your rules of origin to see if your product does qualify; the Schedule B search engine that is offered by Census Bureau, census.gov/foreign trade. And then CBT. Again, that's your fillable NAFTA certificate of origin. Remember for countries that don't require certificate of origin, the country of origin will appear in your commercial invoice. So that's where that's covered and then again, your harmonized tariff schedule finder, last but not least, export.gov.

 So with that being said, we realize it's a whole lot of information. Every part of the presentation is probably a good hour or more in and of itself, so we had to condense it. So thank you for your attention and bearing with me here. And at this point, this concludes my portion of the webinar and I'm going to turn it back over to Omari.

Omari Wooden: All right, thank you very much. I'd like to thank Dina and Debbie for sharing such valuable information and resources. Before we open the webinar for questions and answers, I'd like to remind everyone of our next webinar and actually our last webinar in this series, which will be next Wednesday, May 30, again at 2:00 p.m. Eastern Standard Time, and the topic will be managing challenges, managing challenging situations.

 Keep in mind that all previously recorded webinars are stored at the same URL and web address on the website. It's the same place where you logged in to access this information again in the future.

 So at this point, we're going to open up the webinar for questions. T give everyone an opportunity to ask questions, we would like the attendees to ask one question along with one follow-up question, again, to give others the opportunity to ask questions. And I thank you in advance for your participation.

 At this point, I'll turn it over to the operator who will provide instructions for the attendees to ask questions.

Coordinator: Thank you, sir. At this time, if you would like to ask a question, please press Star then 1 on your phone's keypad. Please unmute your phone and record your name at the prompt. If at any time your question has been answered or addressed, you can remove your request by pressing Star 2. Once again that is Star 1 if you have questions at this time. Please stand by, sir.

Omari Wooden: All right, so while we're waiting for any questions to come into the queue, just wanted to share, again, some of the resources that Dina just shared with you. But there are, again, a number of ways that you can access international trade data at the U.S. Census Bureau. For our latest releases, historical data, country detail, and more, the international trade website, again, www.census.gov/trade, is a great resource to find this information.

 Also, for power users, we have detailed downloadable datasets and the International Trade Application programing interface, or the API, where you can download this information in various ways. Finally, if you would like to create your own customer port, we have an interactive tool called USA Trade online, again, at usatrade.census.gov. And as Dina mentioned earlier, our Schedule B search engine is here. The foreign trade regulations, which I discussed are also here as well. So again, a lot of great resources at your disposal.

 Operator, do we have any questions?

Coordinator: Yes, sir. We have several responses. Our first is from (Bill Ramos). Your line is open.

(Bill Ramos): Yes, very interesting. I like the information you're giving out. My question is I'd like to send barrels over to the Dominican Republic. Would that be freight trade or not? Because it's going to be the cosmetic, clothing, and so forth. Would be constitute where it's free trading or just being that I'm exporting it?

Dina Molaison: I'm sorry, tell me your name again?

(Bill Ramos): (Bill Ramos).

Dina Molaison: Bill, hi. This is Dina. Again, it all goes back into the country of origin. So it depends. I can't tell you that. I'd probably want to talk to you offline and try to help you though, because again, if the clothing, I don't know if it's made here or not, it was imported, are you modifying it in any way. I don't know what the restrictions are for it but there are ways that we could find out. You had mentioned barrels and clothing, and what were the other goods?

(Bill Ramos): Cosmetics and so forth.

Dina Molaison: Yes, again, we'd probably have to talk offline to see where the things are made and if it would qualify for preferential treatment. I think what you might want to do first is go to export.gov and look under the tab for FTAs and look at the (CAFTA 1) and read and see. Because I don't know if every country is different or if it's just (CAFTA) in general. But we definitely want to look at it on a case by case basis. I can't tell you off the top of my head if it would. I'd want to read the rules of origin for it.

((Crosstalk))

(Bill Ramos): You did say export.gov. What was the sections I have to look for?

Dina Molaison: If you go to exports.gov then after that it's going to be, let's see, I'm sorry here, under - I believe it's under how to. So on the left side, when you go there, it says export.gov then how to export. And then when you click on how to export, down there you'll see something about FTA, free trade agreements, and logistics and things like that. If you click there, there's a big section on it.

 But if you do want to connect afterwards, my information is on the screen. I'd be glad to help guide you.

Deborah Dirr: Can I ask a question -- this is Debbie. Are these donations or are these to be sold?

(Bill Ramos): Sold.

Deborah Dirr: Okay. Thank you. Just wondering.

(Bill Ramos): Okay. Thank you.

Coordinator: Our next question comes from (Serena Washington). Your line is open.

(Serena Washington): Yes, I just wanted to learn more about how to sell my services to foreign governments. So what we do is we assist them in LOR and LOA process and help them to negotiate on behalf of the Aerospace and Defense and what they're seeking to purchase in the U.S.

Deborah Dirr: This is Debbie. LOR, LOA, can you tell me what that is?

(Serena Washington): The letter of request. So when a foreign government wants to purchase an item from the U.S. you send in a letter of request and that will be handled by - it will go to the State Department and then it will go to the defense services cooperation agency and that kind of starts the initiation of the transaction until there's a letter of agreement form.

Deborah Dirr: Letter of agreement. Oh, okay. So you're looking for opportunities in defense?

(Serena Washington): Yes, we're looking to represent allied governments in purchasing supplies, equipment, aircraft from the U.S. in assisting with the negotiation arm of it.

Deborah Dirr: Right, kind of like a manufacturer's rep only in that sector.

(Serena Washington): Right.

Deborah Dirr: Yes, that would depend upon the market, the company, the procurement, the tenders that are available. Dina, do you - I would say this would be an offline discussion. Where are you located? What state are you in?

(Serena Washington): We're in Virginia.

Deborah Dirr: Okay.

((Crosstalk))

Dina Molaison: I think there'd be something if you want to ping us both. This is Dina, and Debbie. We could talk to you. So you would be providing a service, correct?

(Serena Washington): Right, we provide a service and I'm a subcontractor to another company who has been doing the service for a while. They sell F35s to allied nations.

Dina Molaison: Well you know what? I definitely have…

Serena Washington: To get more…

Dina Molaison: Oh I am sorry. I definitely have a resource for you. So if you want to connect afterwards yes. I think I have someone in mind in your area who would be good at letting you know what the landscape of that would be.

Omari Wooden: One other thing that I would also like to offer as a recommendation of a resource is from our first Webinar we had the Small Business Development Centers talk about some of the resources that they have as they have got a network across the nation where they have local reps that can assist you.

 So I would also recommend looking up SBDC, Small Business Development Centers. There is also probably a rep in your area in addition to (Debbie) and (Dina) that can also assist you and guide you.

Dina Molaison: That is a good plan (Amare). Thank you. Just be careful when you are looking SBDC.org, Small Business Development Center they focus on both domestic and international.

 You want to look at the international trade because domestic is when you have a business that is strictly domestic and that is not what we are talking about today. You want to find an expert, an international business counselor in the international trade section of SBDC.

Serena Washington: Okay. Thank you so much.

Dina Molaison: You’re welcome and I will look out for your email again if you want to connect with us. We will give you a couple of names or we will make the intros for you.

Serena Washington: Perfect. Thank you so much.

Dina Molaison: Thanks (Serena).

Coordinator: The next question comes from (Andrew). Your line is open.

(Andrew): Thanks for hosting this today. I have got a question related to export compliance. In one of the four questions asked is who is the end user? And I know sometimes that is very critical to know especially if the product is sensitive.

 If the distributor, the foreign distributor is reluctant to give that information do we just accept that? Do we go forward? How do we get around that key point?

Omari Wooden: So this is (Omari). I believe our BIS colleagues will also be on the call to address this question. But one of the things that we talk about is to one, know your customer. And then two, to make a decision in terms of your own compliance level.

 If you know that you’re exporting something especially if it is controlled, there is some type of licensing against it. Then you really want to make a decision if you think that these goods are now going to be rerouted somewhere else where the party that you are shipping your goods to is reluctant to let you know who now that next party is going to be.

 It could be a commercial thing where they will say, hey I don’t want you to know my end customer because you are going to go around me to sell it directly to them.

 But that is one of the things that you are certainly going to have to consider. Also their end user statements to say, hey you know these goods are not going to be exported or the people they are going to be exported to are aware of export regulations and laws and jurisdictions.

 (Sheila) are you on the call with us?

(Sheila): Yes I am here. This is (Sheila) from the Bureau Industry and Security. This is regulatory policy and outreach educational services. (Andrew) we do have provisions that try to help you elicit some information from a customer.

 First of all, we hope that you get to know anybody who is going to do business with a new prospective customer. You want to get as much information as possible about you know their personality, what markets they are into, how they distribute.

 We realize distributors are a little hard to pin down because distributors if you are selling to a distributor then that means that distributor has lots and lots of end users. That is why we say an ultimate (unintelligible) end user. But an ultimate (unintelligible) can be a distributor or you have an ultimate end user.

 And usually those aren’t distributors. So we do have some know your customer guidance. So if you want to look in our regulations that is that 15 CFR if you go to our Web site. You can pull up the regulations free.

 Look at it and go to Part 732 and look in there at our Supplement 3. And see if you can figure a few things out. But what we say use as much information as you have to one, know what your direct customer is.

 So if your customer is the one you are selling to and you are getting paid from them. Then just as you would market anything else. Just to make sure you get your money. Many times that is probably Job 1.

 If you are under our jurisdiction it is a dual use item. It is a commercial item or it is a military item that falls under our 600 series. We have those types of items.

 And it might need a license. It might not need a license but it is, you know, it is in our backyard. So as long as you can clear that customer and their end use is not going to be something prohibited you are probably going to be fine.

 But user guidance in that 732 and ask as many questions as you could with the mindset that if you want to get paid what would you want to know about that prospective customer?

 But it does matter because there are certain things, there are certain end users that a person might be listed. You could be talking to a party who is on somebody’s list. So you should not actually engage in business.

 So start there and if you have more questions about end use or end users that is from the regulatory angle then remember that slide (Amare) talked about. Slide Number 6. And call 202-482-4811 that is our outreach and educational services and we will be glad to help you.

 And hope that will give you some guidance. But first thing is what would you want to know to be sure that your goods are going to be delivered to the right place and that you are going to get paid? If you keep that mindset that can overlap into the export controls.

(Andrew): Well I appreciate that. Do you ever use – do you ever advise that you at least get your distributor to complete the end use certificate?

(Sheila): Well usually the end user certificate is pretty much probably coming from more foreign, formal government bodies. If you can trust that they can do that. If there is an end user and end use certificate that is required then that is possible. But you probably want an official body.

 But again call the 4811 number or, you know, regulatory policy is 202-482-2440 and then we can probably talk if you want to do that.

(Andrew): Great thank you.

(Sheila): Then you can give me specifics okay.

Coordinator: The next question comes from (Gohill). Your line is open.

(Gohill): Hello? Can everyone hear me?

Omari Wooden: We can.

(Gohill): Yes I had a question once I know ECCN number for a product that I have export or my customer wants and that product has an ECCN number. How easily – because right now I think I am looking at two, three or sometime four different places to make sure that I can ship it to that particular entity without running into any problem.

 And this is about the product which are not (unintelligible) specific export license not controlled by ITAR. But just ER 99 or other. But is there – ER 99 is less problem but there are some specific numbers where we have to be very careful before exporting.

 So is there any easy place where you know the ECCN number and you know the ultimate consigning information that you just fill in the blanks in that table and you get the answer. Export table, non-export table. Or you need to have a license. Is there any way to make it easy for us?

(Sheila): Well caller thank you for the question. That seems more like one of those, you know, sort of magician questions because no we really don’t have something that does that automatically.

 If you were to look in our 748.3 of the EAR we give you the various ways that you can find out about classification which goes to one (unintelligible).

((Crosstalk))

(Sheila): Right so either someone has shipped that in the past and they are reliable and you can trust that they know what item they have been shipping. Therefore you can get that export control classification number, that ECCN. They may also have other information that will help you.

 But you know you have to make that conform and do the custom made sort of preparation. Your item, your destination, you know, your end user. So go to 748.3.

 Look at the different ways that you can get classification either from, you know, a prior exporter or as they say go to the manufacturer or you come in and ask for a formal classification because we really cannot classify over the phone.

 As far as those end users and those end uses. Again that is back to our colleague and our exporter talking prior to you here was (Andrew). And you want to make sure that you have as much information as you can get which if you were trying to get paid and make sure your business is going straight on and always be profitable that you would be sure that you had.

 But I would suggest that you look at that 748.3 or use the telephone number to contact our outreach colleagues you know in educational services. And counseling and sorry we don’t have, you know, like a wand that I can give you.

 I wish I did. Most exporters do. They wish they had a wand and we could just wave it and you would know it. But we just want to be sure that you have the accurate information. Okay?

(Gohill): Okay thank you very much.

Coordinator: The next question is from (Calissa). Your line is open.

(Calissa): Good morning here in the West Coast and good afternoon on the East Coast. My question is concerning the Ace system. Is there any – Ace. A-C-E.

 And as far as being able to – I want to learn how to correctly insert the data. Is there somewhere on your Web site or somewhere you can direct me to where I can learn how to input data into the Ace system?

Omari Wooden: Yes so one of the trainings. This is (Amare) from Census. One of the trainings that we provide we actually provide AES, A-E-S demonstration walk through. So I will try to go back on the slide deck. But again if you go to census.gov.

 Census.gov/foreign-trade/outreach – hold on. I jumped back to the beginning of the slide deck. Hold on I am actually going to put it up on the screen.

(Calissa): Okay.

Omari Wooden: So right here. The thing that you are looking for is Item Number 3 for Webinars. We actually walked through creating an entire shipment in that demonstration.

 So at the very bottom if you click on census.gov/foreign-trade/outreach go that site, scroll down. Once you find our demonstration we actually walk you through how to create a shipment in Ace.

(Calissa): This has been wonderful. Thank you so much.

Omari Wooden: Oh right you are very welcome.

Coordinator: The next question is from (Crystal). Your line is open.

(Crystal): Hello everyone.

Omari Wooden: Hello.

(Crystal): Can you hear me? Okay good. Thank you so much for this information that you have presented. I actually joined a little bit late so you may have covered this.

 My business is about five years old and I am in just the very beginning stages of sort of investigating or exploring opportunities. However my business is predominantly service oriented. I offer research and evaluation services.

 And most of my learned thus far pertains or at least centers on products. And I am wondering is the information easily transferrable of the sort of regulations that are sort of the recommendations for the most part the same? Or should I be looking somewhere else to find out how to go about exporting services?

Omari Wooden: Well from the Census Bureau’s perspective yes they are very different. So everything that – this is (Amare). That I discuss today in terms of regulations and who you are and the export transaction is relating to the exploitation of physical goods.

 You are exporting services so that would fall under a different type of compliance and requirement. So for the foreign trade regulations it is not covered services.

(Crystal): Okay. And if I may chime in for a minute.

Omari Wooden: Sure.

Dina Molaison: In terms of trying to maybe search for opportunities abroad I would definitely engage with either the Small Business Development Center and/or the local U.S. commercial service where you are because that is what we do.

 I know that it depends on the type of service but if you do want to explore that in another country if you have a few countries in mind or a region. That person can – my counterpart can go ahead and engage that office or offices and describe your service and ask do you see any potential or market viabilities for this service?

 That way you can know if you need to expend your energy in that market or maybe look elsewhere.

(Debbie): And I would just tag onto that. Our foreign colleagues are assigned to portfolio industries but that includes services. So in their markets they know the – whomever you would be searching for is a partner or just sell your services to. They would know about the services also. Service sectors as well as products.

(Crystal): Okay so you said the local SBDC and then the U.S. what service? I missed that.

(Debbie): The U.S. Commercial Service. You can go to export.gov. Export.gov that is our Web site. And find your local office under locations in the drop down bar from the top.

 And you will be able to find. You can use your zip code or look up the nearest city. But that would be yes. There would be specialists in the other countries that we work with that would have services in their portfolio to help you.

(Crystal): Okay thank you so much.

(Sheila): I am sorry, (Crystal) I wasn’t sure about your question but when you talked about regulations. The only thing I would add but not to gum up the good information you got from my colleagues.

 But just from a regulatory side the export administration regulations under BIS, Bureau Industry and Security does not as given the nature of the regulations really address services.

 However, we do have a tendency and we have provisions that talk about certain activities of U.S. persons and certain types of restrictions. And if you are trying to look at that 15 CFR and go to 744.6 that gives you some idea about the activities.

 And then there is a part 736 that has a very creative way of directing you to different parts of the EAR and dividing things so that you can cross reference. But you do have to the state department but they are mostly, they are military items.

 And there are other agencies that have international trade or export jurisdiction like we talked about. Office finance control at treasury, you know, energy. So it depends on what services you have. Those agencies may have more express provisions dealing with services.

 We talk more about activities and likely because of some reform activities or as we call it the U.S. MLCCL that is the United States Munitions List Items. Some of them came over the commerce control which is under the EAR.

 Then there might be some way that we mingle with services but we generally do not have jurisdiction or incorporate provisions that address services. But we do expressly talk about activities.

 So that is just from your, you know, the regulatory side. When you say okay I am going to get – I may get involved with this client, this potential client. Or I have got an old client who is making changes.

 Then when you first start that transaction you want to know what their, you know, what your transaction may involve. And then you want to see which agency might have some, you know, have some jurisdiction that might fall in their backyard. Just to make sure you check that off your list.

 Otherwise most (unintelligible) country don’t have a whole lot of regulatory burden. But you do want to check it. But for us under the EAR we do talk about activities but we really are not a service oriented, you know, sort of set of regulations.

 But hardware, software, technology, some materials. So if that is what you are going to be advising about and you may help facilitate certain things. Then you might want to just at least, you know, peruse our regulations just to see.

(Crystal): Okay thank you so much.

Coordinator: The next question comes from (Larissa). Your line is open.

(Larissa): Thank you. I (unintelligible) how to get on the Web site to get to the custom things for database? I mean I tried to but it is taking me to like to an outside banner. It just says custom things for that (unintelligible) and it is like run by the cart. Is that correct? Or is that (unintelligible).

Dina Molaison: That is it actually. It is run by an outside vendor. I don’t know if you were on the part of the WebEx where I had mentioned it is from an outside vendor but we procure it and pass on the savings to you. You don’t have to procure that database on your own. You can access it via our Website, export.gov.

 And it will take you there to the cart site. Then when you sign up for customs info it will ask you for your name, email and I believe your state. And then when you log in again you just log in with your email address and it will take you right there.

 Did that answer your question or are you still having trouble?

(Larissa): No I just wanted to be sure that it was taking me to a (unintelligible).

((Crosstalk))

(Larissa): (Unintelligible) but once I am in there so I have to run the search. The screen that I saw in the presentation I am not able to see the cart custom info site.

Dina Molaison: If you would like send me an email and I will send you the exact link and then I could walk you through it. It is really intuitive. I think maybe you are just hitting a snag or something with the system.

 But if you send me an email I will get right back with you.

(Larissa): Okay and this is (Debbie) right?

Dina Molaison: (Dina). Sorry it is (Dina).

(Larissa): Hold on let me make sure that I have your information – the email here.

Omari Wooden: I will put it back up on the screen so you will have it.

(Larissa): Okay. So (Dina). Okay perfect. Thanks.

Dina Molaison: Yes. Yes we will get it squared away today for you.

(Larissa): Okay thank you.

Dina Molaison: You’re welcome.

Coordinator: The next question comes from (Marnice). Your line is open.

(Marnice): Thank you. This has been very informative. My little ears popped up when you talked about the barrels and whether it was the charity. If it is something sent for charity do you still have to go through this full tariff thing? Or is there another set of regulations and things for charitable donations being exported?

(Debbie): This is (Debbie). That is a very good question. No you would still need export documentation for anything you are sending even if it is for charity. I think just the difference would be in the value because you are not selling it for profit. You know it is not going to be the same value as something you are selling as a business.

 So and I would be glad to help you offline if you wanted to tell me more about it or we could get you connected with your local office. But yes, donations you still need paperwork to get things in through customs.

 And I would say that especially if it is clothing it can be very difficult because of the origins of clothing. You may have to prove origin with clothing going in so a lot of times that is an issue.

 But I would be glad to speak with you later about that or get you with your local office if you have that situation.

Omari Wooden: Sure. And also to just add on. This is (Omari). (Unintelligible) census as it relates to electronic reporting you would still be required to report it. Assuming that the value of the product is over $2500 per the different classification numbers. You would just flag it in the shipment as goods donated for charity.

 But the fact that it is a physical product leaving the United States there is a good chance we are going to – it will still need to be reported to us. But free tariff card is another component of it yes.

(Marnice): Okay thank you.

Omari Wooden: All right thank you.

Coordinator: The next question is from (Chrissy). Your line is open.

(Chrissy): Hi good afternoon. Thank you. Actually I believe my question was answered. I was also trying to find where the global tariff lookup tool was. Somebody also just recently asked that and I was also looking at on export.gov at the same time trying to find it myself.

 So I will just email (Dina) after this and get the exact links and it is my favorites. I had it once but I have a new computer and so now it is not on my favorites anymore.

Dina Molaison: Yes no worries. Do that. Send me an email and we will get it done today.

(Chrissy): Perfect.

(Debbie): That is another reason I encourage people to work with their local office. There is so much information that it can be kind of daunting. So one of us may know right where to find it.

(Chrissy): Great thank you.

Omari Wooden: Thank you.

Coordinator: Once again for questions please press Star 1. Our next is from (Natale). Your line is open.

(Natale): Hi I was just wondering where we can access the PowerPoint. I think at the beginning of the Webinar it was mentioned that we would be able to view it again after this.

Omari Wooden: Yes so if you go back to the same place where you registered that is where the URL is probably going to be posted. I mean where the transcript, copy of the presentation and the Webinar recording itself will be available.

 So I pulled back up on the screen the URL to sign up for the next Webinar. That will also be the same place where all the previous Webinars are recorded.

(Natale): Great thank you.

Omari Wooden: You’re welcome.

Coordinator: The next question is from (Greg). Your line is open.

(Greg): Hi yes good afternoon. Again thank you very much for this Webinar. It has been incredibly informative and it actually served as just a good refresh on some items that I have used in the past and just forgot export.gov and that Census Bureau had.

 One of the items that I was hoping to get an update on is just where I can find the list of import – sorry export and import documentation requirements per country? It was a section that was available on the export.gov Web site years ago.

 And at some point the export.gov Web site changed and I was no longer able to find it and I kind of just put it to the side and never thought to follow up on it. But I don’t know if there is a section currently that has a list of all those documentation requirements including the attestations that are needed on the (unintelligible) certificates.

Dina Molaison: Right. Thanks (Greg). This is (Dina). I have said at the local offices we have access to it. It is nothing on export.gov but we have something, a data portal that we purchased. So if you were curious about where that is you can go and call your local office and ask what documents are needed by the country.

 But also I do know that some of the carriers put it on their Web site. I want to say UPS and FedEx have it as well. (Debbie) do you know of any others that would have it out there free of charge?

(Debbie): I don’t know how many freight forwarding services (unintelligible) but that is correct (Dina). I know that the big ones do and there are probably many others. But yes I know you can get that from their Web sites too.

(Greg): So I should call my local office and how would I find the number for my local office again?

Dina Molaison: Well when you are on export.gov I believe it says contact us up on the right. And then I don’t have it in front of me but (unintelligible).

(Debbie): Locations at the bottom of that drop down. But the other thing is you can also verify with your customer or your importer to check with your broker to verify what it is going to be coming in. That would be another method. Kind of built into vendors treatment.

(Greg): Sure understood.

Dina Molaison: Under export.gov is just about us. And then if you look down contact us and then it will give you the U.S. office (unintelligible) international. But again I think if you go to UPS, FedEx and the other ones you will see the documents required. I have used it before and I thought it was pretty good.

(Greg): Great thank you.

Dina Molaison: You’re welcome.

Coordinator: And at this time we have no further questions.

Omari Wooden: All right. One other thing I would like to mention very quickly as many of you have asked a lot of different questions especially as it relates to consolidation of information as it relates to compliance. And in some cases the area of a checklist it is something that the government that has created that is called, the consolidated screening list.

 We did not include it in this presentation but I did want to share that information with everyone. So if you literally go to Google.com and then type in consolidated screening and then go to the link under export.gov and Department of Commerce. It will then link you to now a screening list of multiple things that you should be verifying when you are exporting.

 As it relates to denied parties, certain sanctions in countries. So again another resource where the government has now taken a lot of this information and put it into a nice singular form for you to access. I did want to mention that quickly.

 So we are now at the end of our Webinar. And again I would like to thank everyone that logged in. I especially would like to give a special thanks to (Dina) and (Debbie) from U.S. Commercial Service.

 I would to thank (Sheila) from the Bureau of Industry and Security. Jumping in and answering some of those tough export control questions. So we thank you again for their time and expertise.

 Again I will leave up this contact slide. If anyone has any future questions if they feel like they want to touch base with us. And again as I mentioned earlier, today’s Webinar will be recorded and available online at the same place where you went to the Webinar to sign in.

 And it will probably be available within the next couple of days so please be on the lookout. We thank you again and we look forward to seeing you at our next and final Webinar within this series. Thank you very much.

Dina Molaison: Thank you.

Coordinator: Thank you for your participation on today’s conference call. At this time all parties may disconnect.

END