

A stack of colorful shipping containers in shades of blue, green, yellow, and red, arranged in a stepped pattern. The containers are stacked on top of each other, with the tallest stack in the center and shorter stacks on either side.

INTERNATIONAL TRADE STATISTICS

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Entering the World of International Trade – Compliance and Data

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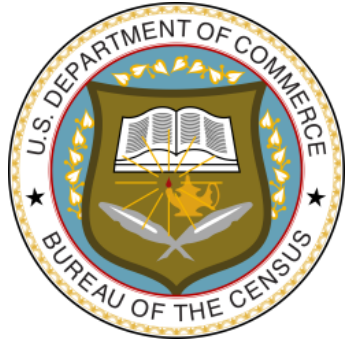
Today's Topics

- Legal Requirements
- Parties to an Export Shipment
- Filing Requirements
- Best practices in compliance
- Classification Tools
- Global Market Finder



Legal Requirements

Statistical



U.S. Census Bureau

Foreign Trade Regulations
Title 15 Code of Federal
Regulations, Part 30

Enforcement



Bureau of Industry and Security
Export Administration Regulations (EAR)



U.S. Customs and Border Protection
Customs Regulations

Parties to an Export Shipment

Domestic Parties:

- U.S. Principal Party in Interest
- U.S. Authorized Agent
- Carrier

Foreign Parties:

- Foreign Principal Party in Interest
- Ultimate Consignee

U.S. Principal Party in Interest [FTR 30.3]

The U.S. Principal Party in Interest is the:

- U.S. Person or Entity
- Primary Beneficiary of Export Shipment

Generally that person can be the:

- U.S. Seller
- U.S. Manufacturer
- U.S. Order Party
- U.S. Customs Broker
- Foreign Entity

U.S. Authorized Agent [FTR 30.1]

Who is the U.S. Authorized Agent?

A party physically located in the U.S. that obtains a *power of attorney (POA)* or *written authorization* from a USPPI or FPPI to prepare and file the electronic export information (EEI).



Foreign Principal Party in Interest (FPPI) [FTR 30.1]

A party abroad who purchases the goods for export or to whom final delivery or end-use of the goods will be made.

Example:

The ultimate consignee may be the FPPI, however this is not always the case.

Ultimate Consignee [FTR 30.1]

Who is the Ultimate Consignee?

The person, party, or designee that is located abroad and actually receives the export shipment. This party may be the end user or the FPPI.



What is a Shipment? [FTR 30.1]

Tip: The **ONE** Rule

- **ONE** U.S. Principal Party in Interest shipping their merchandise, to
- **ONE** Foreign consignee, on
- **ONE** Carrier moving the product out of the U.S., on
- **ONE** day, and over \$2,500 per Schedule B number or requires a license

Filing Requirements



When is EEI required? [FTR 30.2(a)(1)(iv)]

- Shipment licensed by government agencies
- ITAR controlled items
- Sanctioned by the Office of Foreign Asset Control
- Rough diamonds
- Used self-propelled vehicles
- Items identified in “600 Series”, in paragraphs .a through .x

When is EEI Not Required? - Exemptions [FTR 30.2(a)(1)(iv)]

- Country of ultimate destination is Canada [30.36(a)]
- \$2,500 or less per Schedule B number [30.37(a)]
- Tools of Trade: hand-carried, personal or company use, not for sale, not shipped as cargo, returned within 1 year [30.37(b)]
- Temporary exports that are exported from and returned to the US in less than one year
- Goods previously imported under a TIB for return in the same condition as when imported

Export Transactions



Standard Export Transaction [FTR 30.3]

The USPPI files the Electronic Export Information (EEI) or authorizes a U.S. agent to file on its behalf.



Standard Export: USPPI [FTR 30.3(c)(1)]

Responsibilities:

- Licensing determination
- Provide the U.S. agent with POA or written authorization
- Provide the U.S. agent with timely export information

Standard Export: Authorized Agent

[FTR 30.3(c)(2)]

Responsibilities:

- Obtain POA or written authorization from USPPI
- Upon request, provide the USPPI with a copy of the export information

Routed Export Transaction

[FTR 30.3(e)]

FPPI authorizes a U.S. agent to facilitate the export shipment from the U.S. and to prepare and file the EEI

Example:

A customer in Japan places an order for pencils and asks the U.S. manufacturer to send them to his U.S. agent in N.J. for export.

Routed Export: Authorized Agent [FTR 30.3(e)(2)]

Responsibilities:

- Obtain POA or written authorization from the FPPI
- Prepare and file EEI
- Provide filing citation or exemption legend
- Upon request, provide the USPPI with data elements
- Upon request, provide the USPPI with a copy of the POA or written authorization received from the FPPI

Routed Export: USPPI [FTR 30.3(e)(1)]

Responsibilities:

- Provide data & licensing information
- If filing, obtain POA from FPPI to complete and file the EEI
- May request copy of the POA or written authorization from the authorized agent
- May request a copy of the data elements

Compliance, Best Practices & Training



Implement Best Practices

Document!!! Document!!! Document!!!

Correct information as soon as possible

Maintain compliance

- Education & cross training
- Automation & Procedures
- Perform regular audits

Attend Seminars & Workshops



Penalties

[FTR 30.71]

Criminal Penalties

- U.S. exporters, agents, or carriers who knowingly fail to file, file false or misleading information, or continue to participate in illegal activities
- Penalty can be up to \$10,000 per violation and/or imprisonment for no more than five years

Civil Penalties

- U.S. exporters, agents, or carriers who report incorrect information or report export information late
- Penalty can be up to \$10,000 per violation or \$1,100 per each day of delinquency

Voluntary Self Disclosure (VSD) [FTR 30.74]

Submit a letter detailing:

- Type of violation
- When & how the violations occurred
- All parties (foreign & domestic) related to the violations
- Any mitigating circumstances
- Number & value of shipments affected
- Corrective measures
- Corrected or filed shipments

Mail on company letterhead to:



Sample VSD:

[census.gov/foreign-trade/regulations/sample_vsd.pdf](https://www.census.gov/foreign-trade/regulations/sample_vsd.pdf)

Archived Training

Webinars:

- Advanced ACE Export Reports
- Exporting Vehicles to Canada
- ACE AESDirect Demonstration
- Roadmap to Successful Voluntary Self-Disclosure
- AES – Focus on Fatal Errors
- Federal Government Resources for exporting
- Partner agencies: SBA, Ex-Im Bank, Directorate of Defense Trade Controls (DDTC), Bureau of Industry and Security (BIS)

To learn more, visit:

<https://www.census.gov/foreign-trade/outreach/index.html>

International Trade Data Interactive Tool for U.S. Exporters

Presented by Tea Muslic
International Trade Program
U.S. Census Bureau

Agenda

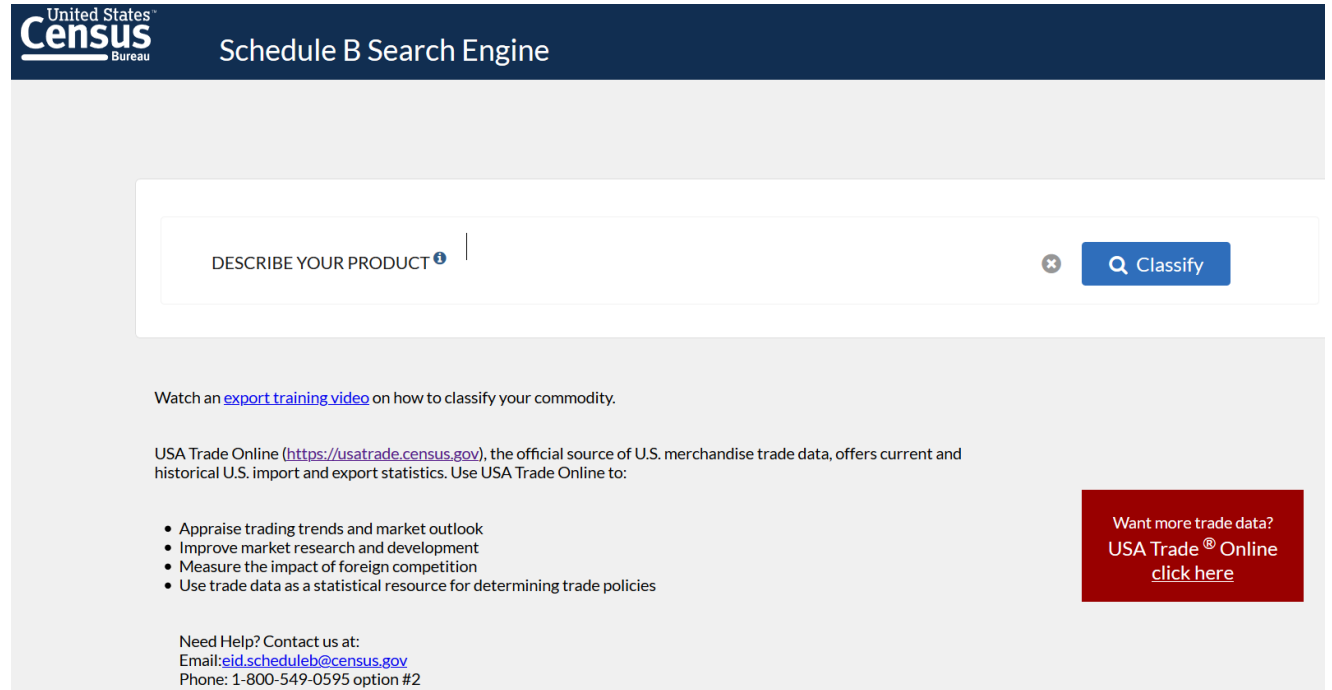
Schedule B

Global Market Finder

Additional Data & Q&A

What is Schedule B?

- U.S. export commodities are organized in Schedule B
- Schedule B Search Engine can be used to find export commodities
- There are more than 9,000 export commodity codes
- <https://www.census.gov/library/visualizations/interactive/export-markets.html>



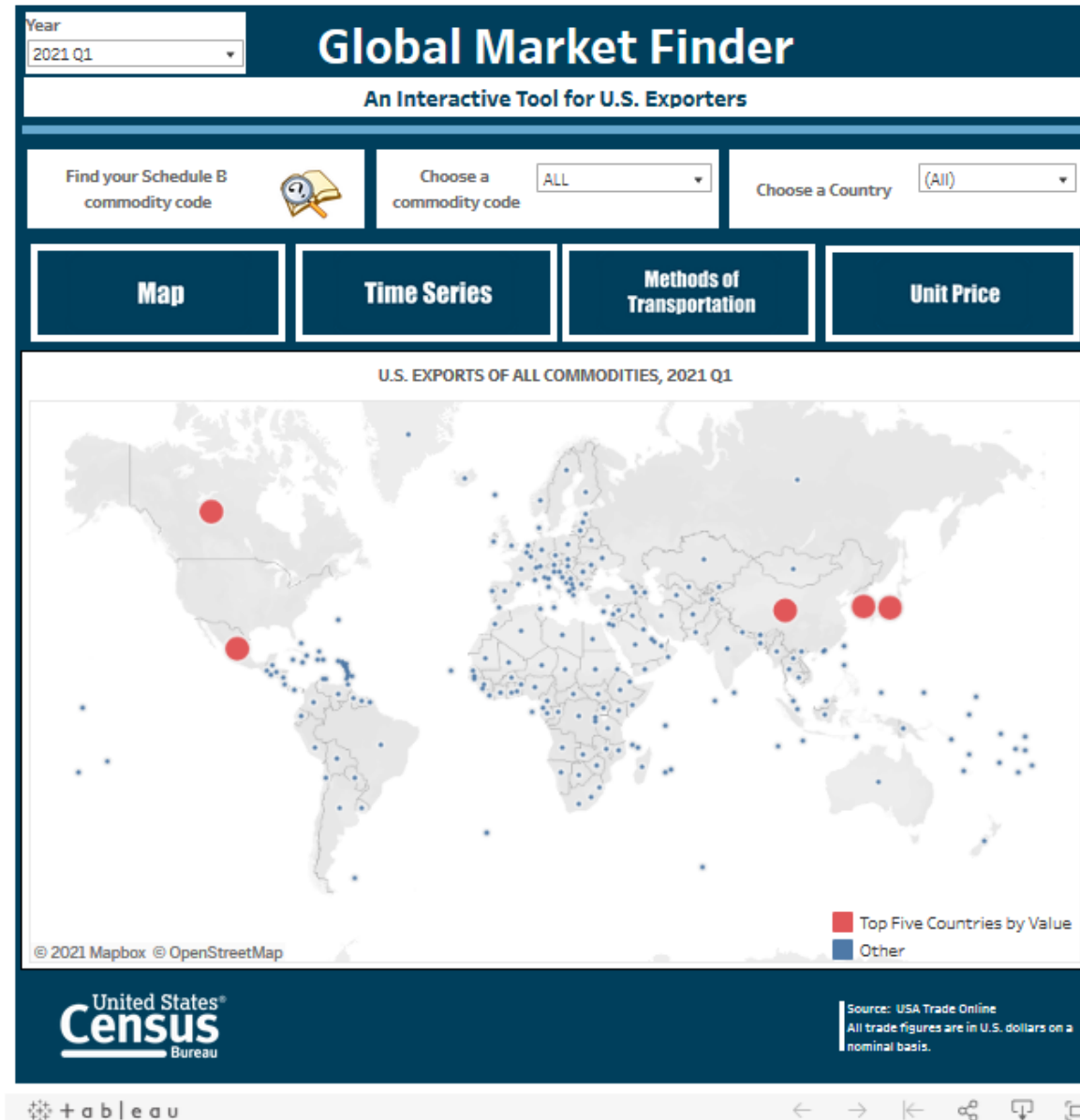
The screenshot shows the 'Schedule B Search Engine' interface. At the top left is the 'United States Census Bureau' logo. The main heading is 'Schedule B Search Engine'. Below this is a search bar with the placeholder text 'DESCRIBE YOUR PRODUCT' and a 'Classify' button. Underneath the search bar, there is a link to an 'export training video'. A paragraph of text describes 'USA Trade Online' as the official source of U.S. merchandise trade data. A bulleted list of benefits is provided, including appraising trading trends, improving market research, measuring the impact of foreign competition, and using trade data as a statistical resource. At the bottom left, there is contact information for 'Need Help? Contact us at: Email: eid.scheduleb@census.gov Phone: 1-800-549-0595 option #2'. On the right side, there is a red button that says 'Want more trade data? USA Trade® Online [click here](#)'.

What is the Global Market Finder?

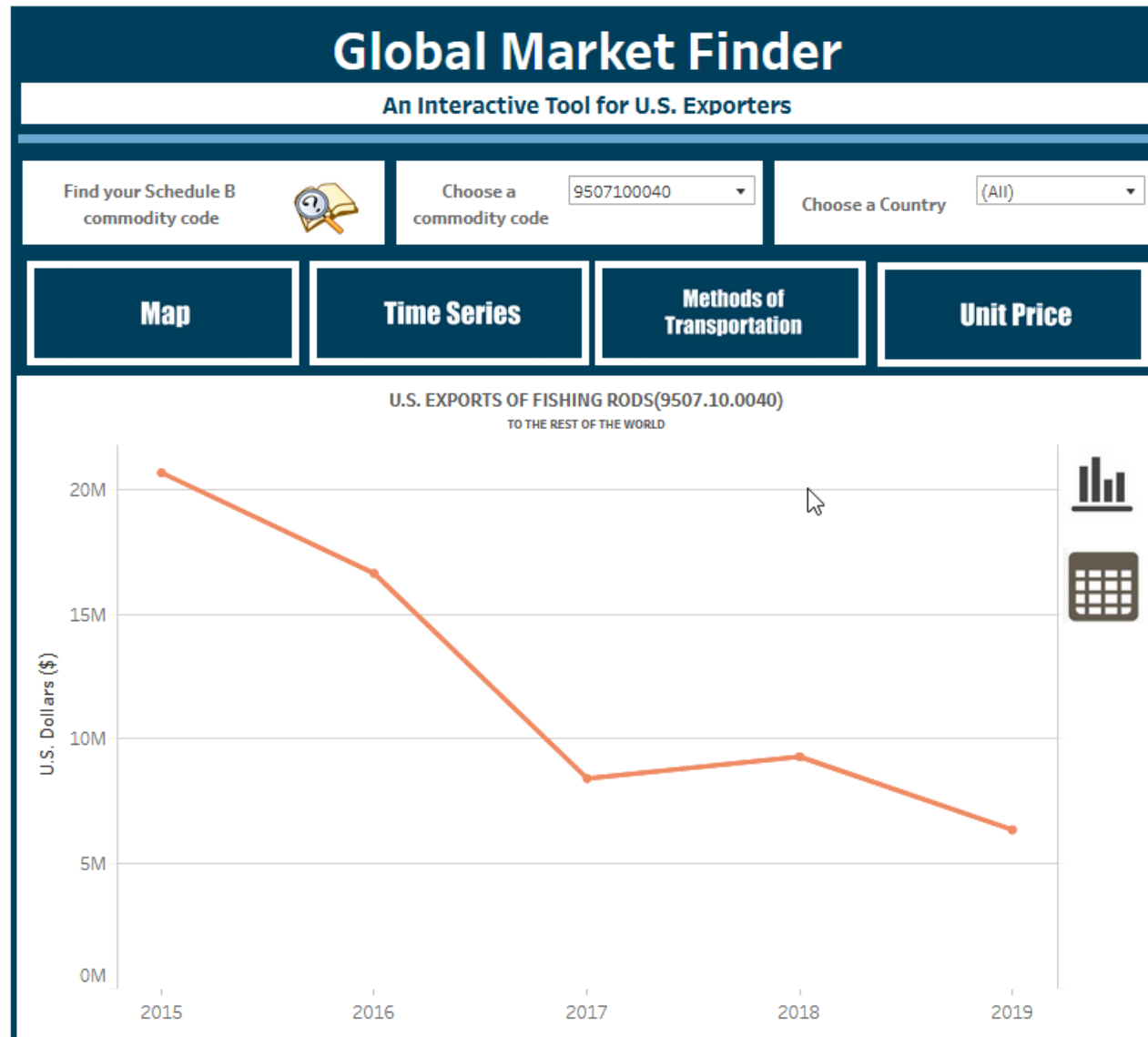
- Global Market Finder is an interactive data tool for U.S. exporters that is free and open to the public
- It provides annual & most recent quarter's U.S. export data at the commodity level
 - ✓ Value USD
 - ✓ Quantity
 - ✓ Unit price
 - ✓ Country of destination
 - ✓ Method of transportation
- Manufacturers and other businesses wishing to expand their business globally can use it to identify potential markets and compare existing markets



View Data on a Map



View Data as a Time Series



View Data in a Table



View Unit Price Data

Year
2021

Global Market Finder

An Interactive Tool for U.S. Exporters

Find your Schedule B commodity code

Choose a commodity code

Choose a Country

Map

Time Series

Methods of Transportation

Unit Price

Will not draw if 'All Commodities' is Selected

U.S. EXPORTS OF CHERRIES, OTHER THAN SOUR, CERTIFIED ORGANIC,FRESH(0809.29.0010), 2021

Quantity 1: KG Quantity 2: Null

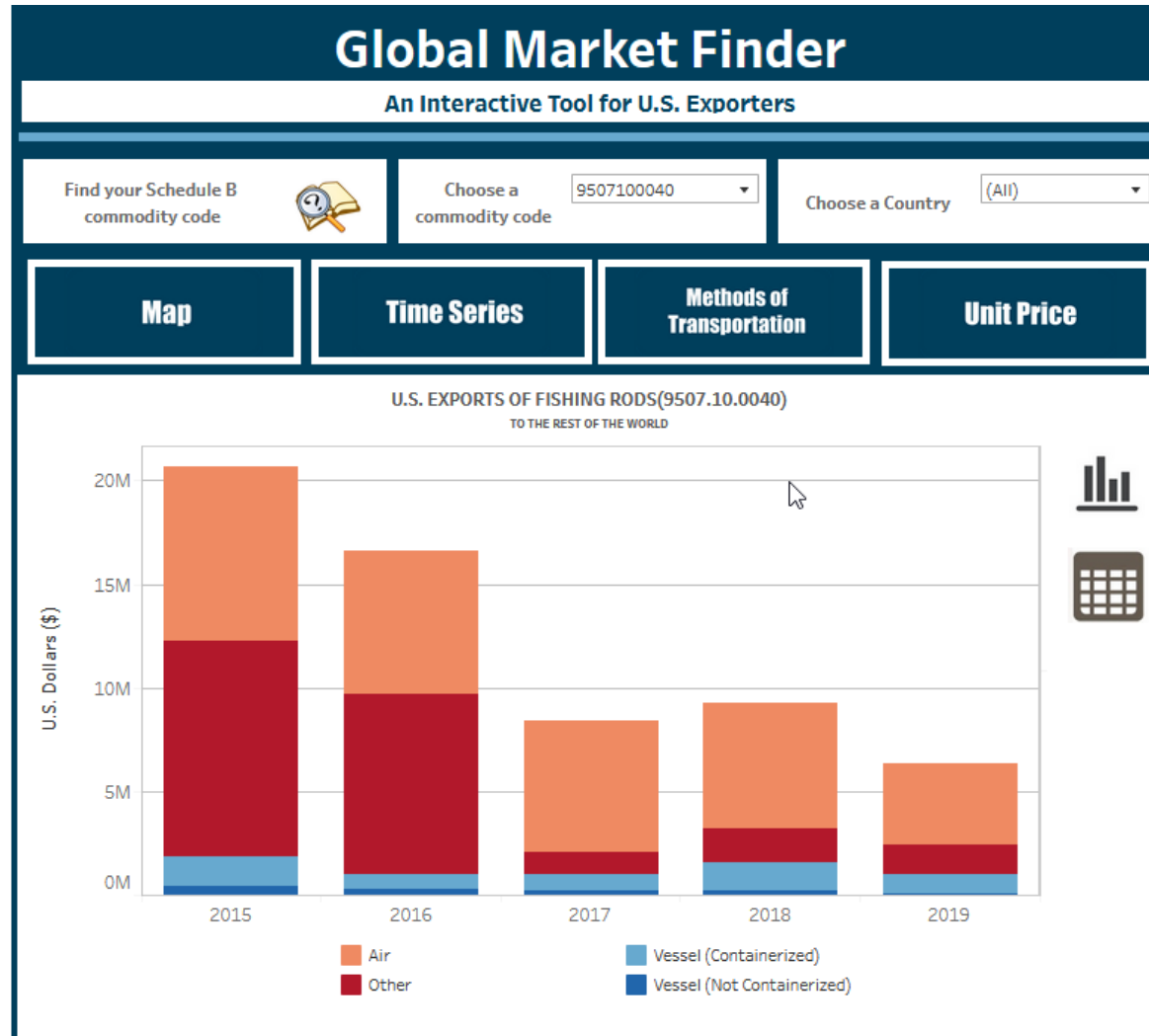
Country	Value	Quantity 1	Quantity 2	Avg. Unit Price
ARUBA	\$17,700	2,060	0	\$8.59
AUSTRALIA	\$17,280	4,320	0	\$4.00
BARBADOS	\$18,170	1,896	0	\$9.58
BRAZIL	\$125,338	18,997	0	\$6.60
CAMBODIA	\$9,600	3,695	0	\$2.60
CANADA	\$4,321,673	552,439	0	\$7.82
CHINA	\$298,465	46,899	0	\$6.36
DOMINICAN REPUBLIC	\$4,625	1,737	0	\$2.66
HONG KONG	\$31,440	4,440	0	\$7.08
JAMAICA	\$15,139	1,704	0	\$8.88
JAPAN	\$1,048,243	116,066	0	\$9.03
KOREA, SOUTH	\$231,165	39,740	0	\$5.82
MALAYSIA	\$6,300	731	0	\$8.62
MEXICO	\$2,693,517	728,917	0	\$3.70
NEW ZEALAND	\$39,536	6,259	0	\$6.32
PANAMA	\$3,253	500	0	\$6.51
SAUDI ARABIA	\$165,000	24,783	0	\$6.66
TAIWAN	\$118,400	19,394	0	\$6.10

Source: USA Trade Online

All trade figures are in U.S. dollars on a nominal basis.

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View Exports MOT



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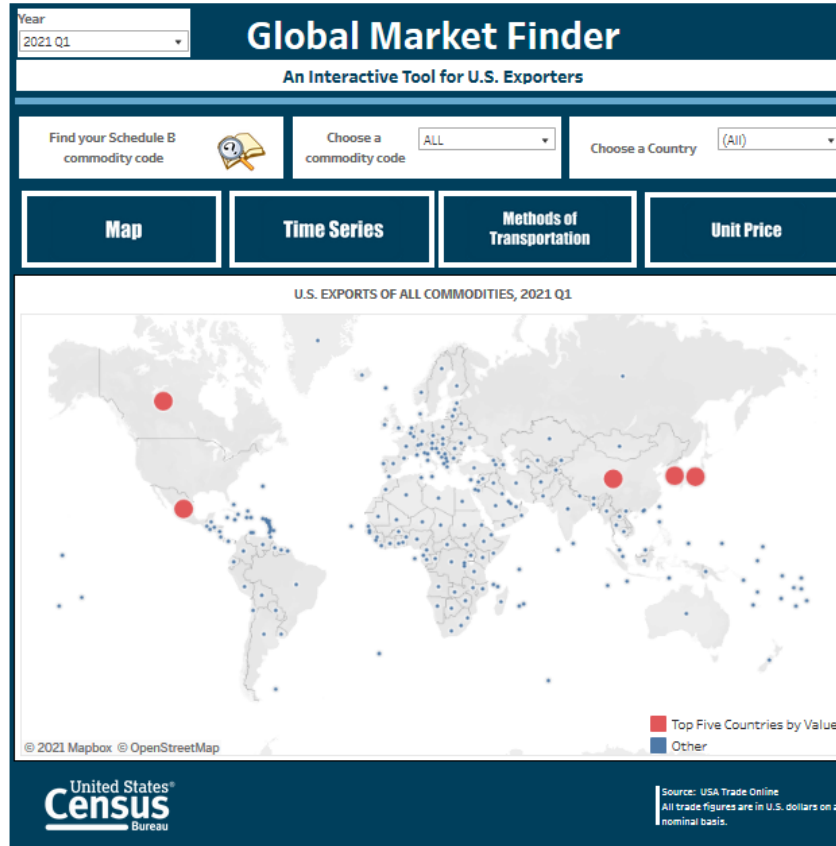
< Back to Census Interactive Gallery



Global Market Finder: An Interactive Tool for U.S. Exporters



JULY 02, 2021



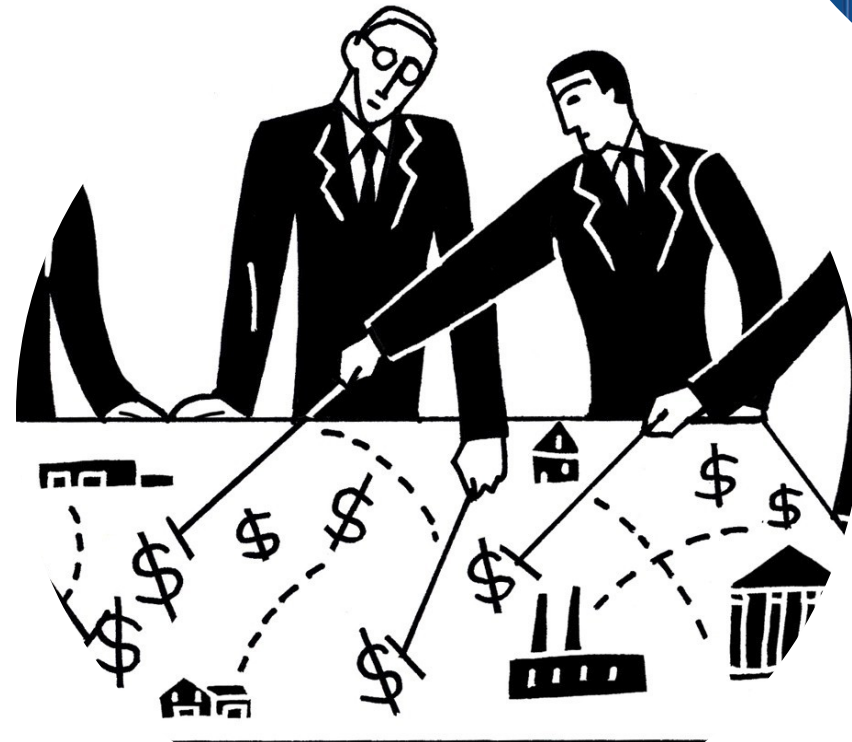
Global Market Finder main website

<https://www.census.gov/library/visualizations/interactive/export-markets.html>

Additional Data Source

USA Trade Online

- USA Trade Online is an online database that is free and open to the public
- It provides monthly and annual U.S. export and import data at the commodity level
 - ✓ Commodity (HS and NAICS codes)
 - ✓ Measure (\$ value, quantity, unit value, air/vessel \$ value and shipping weight)
 - ✓ Country, geographic region, trade agreement, international organization
 - ✓ State
 - ✓ District
 - ✓ Port
 - ✓ Time
- It is updated monthly





Contact us:

✉ eid.international.trade.data@census.gov

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