These federal government agency websites focus on exporting, not importing. Information about importing is at the U.S. International Trade Commission website [www.usitc.gov](http://www.usitc.gov) and [Census.gov](http://www.census.gov).

**U.S. International Trade Administration**

The ITA says that they consist of these 3 divisions –

The Global Markets unit combines ITA’s country and regional experts, overseas and domestic field staff, and specific trade promotion programs to provide U.S. firms with the full suite of country-specific export promotion services and market access advocacy, while promoting the United States as an investment destination.

The Industry and Analysis (I&A) unit brings together ITA’s industry, trade, and economic experts to advance the competitiveness of U.S. industries through the development and execution of international trade and investment policies and promotion strategies. I&A will leverage ITA’s relationships with manufacturing and services industries to increase U.S. exports.

The Enforcement and Compliance unit enhances ITA’s responsibilities to enforce U.S. trade laws and ensure compliance with trade agreements negotiated on behalf of U.S. industry.

**Acronyms:** “AD” is Anti-dumping; “CVD” is Countervaling Duties; “ITA” – U.S. International Trade Administration; “MNE” – multinational enterprise; “MOFA” – majority-owned foreign affiliate; “SME” is “Small and Medium Enterprises/Small and Medium Exporters”; “TSE” is TradeStats Express.

**A. TradeStats Express**


TSE contains data for exports, imports, and trade balance, and is much easier to use than *USA Trade Online* and *DataWeb*. But it has much less data than they do. TSE is divided into two groups of 5 datasets. You’ll have different drilldown choices in each of these datasets –

1. National Trade Data
Global Patterns of U.S. Merchandise Trade

**Product:** choose your type of data; click the “Change” in *ITEM* and use its expand tool to find your commodity at 2 to 4 digit levels; these are Schedule B codes maintained by the Census Bureau – Foreign Trade Division and used for exports.

**Table Display:** choose years or year. *In all Table Display datasets you’ll see this icon:* 🔱 Click it to change how the table chart displays data. You can have “dollar change” or “percent change” calculated for years that you choose.

**Map Display:** if you’ve chosen more than one year you can view a map for each year and see how trade patterns have changed. *In all Maps Display datasets you’ll see this icon:* 🔱 Click it to change how the map displays.

The map then displays: your chosen commodity is sorted in descending order. **These tools for all TSE datasets include a legend in the upper right screen, and these tools in a toolbar:** 🔱 zoom in, zoom out, panning, centering, the “i” information button, and the toggle button (these last 2 tools don’t always work well in any browser), and a “zoom map to” drilldown. *You need to remember that color of the box in the sorted list is keyed to the colors of the legend* –
Product Profiles of U.S. Merchandise Trade with a Selected Market

Trade Partner: choose individual countries, geographic regions, or trading and economic regions (such as CAFTA, European Union 28, NAFTA). For all three choices if you don’t know where one of these geos is click the question mark beside the drilldown.

Product: choose your type of data; click the “Change” in ITEM and use its expand tool to find your commodity at 2-digit level only; these are Schedule B codes maintained by the Census Bureau – Foreign Trade Division and used for exports.

Table Display: choose years or year.

Chart Display: if you’ve chosen more than one year you can view a chart for each year and see how trade patterns have changed. In all Chart Display datasets you’ll see this
icon: Click it to change how the chart displays.

2. State Data

**Global Patterns of a State’s Exports**

**State/U.S. Region** – choose state or regions; use the question mark tool here also that you can use to find U.S. regions.

**Product** – click “Change” and use its expand tool to find your commodity at 2 to 3 digit level.

**Table Display** – choose years or year.

**Map Display** – if you’ve chosen more than one year you can view a map for each year and see how patterns have changed.

**State-by-State Exports to a Selected Market**

**Trade Partner** – choose individual countries, geographic regions, or trading and economic regions (such as CAFTA, European Union 28, NAFTA). For all three choices if you don’t know where one of these geos is click the question mark beside the drilldown.

**Product** – click “Change” and use its expand tool to find your commodity at 2 to 3 digit level.

**Table Display** – choose years or year.

**Map Display** – if you’ve chosen more than one year you can view a map for each year and see how trade patterns have changed.
Export Product Profile to a Selected Market

State/U.S. Region – choose state or regions; use the question mark tool here also that you can use to find U.S. regions.

Trade Partner – choose individual countries, geographic regions, or trading and economic regions (such as CAFTA, European Union 28, NAFTA). For all three choices if you don’t know where one of these geos is click the question mark beside the drilldown.

Product – click “Change” and chosen 2 or 3 digit level, then use its expand tool to find your commodity.

Table Display – choose years or year.

Chart Display – if you’ve chose more than one year you can view a chart for each year and see how trade patterns have changed.

B. Data & Analysis - Statistics

IN National U.S. Trade –
TradeStats Express

Trade Policy Information System – no public access to most features (formerly there was no public access to any features here, but now we can access a few files).

Top Trade Partners – summary data for our top 30 trade partners Plus the EU and TPP nations. Notice that this table ranks by exports, but when you look at imports those rankings may not apply; example: for exports our top 3 trading partners were #1 – Canada, #2 – Mexico, and #3 –
China, but for imports were #1 – Canada, #2 – China, and #3 - Mexico.

Free Trade Agreement Trade Tables – data for total goods exports, imports, and trade balance for a) total goods & b) manufactured goods.

U.S. Trade Overview, [year]

U.S. Trade in Services, [year] – the subtitle says it all: “Cross-border services trade and services supplied through affiliates”.

IN Sub-National U.S. Trade – Metropolitan Export Series Database – click on these choices, Choosing either map or chart:

Both maps and charts have options: MAPS -you get the past 10 years of data for metros ranked by the default of the most recent year in “Table Display”; click on the year columns to rank each year; the default geo is counties but you can change it to 3-digit zip codes (when you view the
map you think that you can choose States or Districts also, but you actually can’t). Data is from 2005. You can determine the number of ranges of maps and how they’re computed but need to understand ranging and how range determinations can either help or be hazardous to understanding your data. **CHARTS** – same as above; choice of two types of charts. You can determine the number of ranges of charts and how they’re computed but need to understand ranging and how range determinations can either help or be hazardous to understanding your data. **FOR BOTH MAPS AND CHARTS**: if you want to display just one year of data to match the one year of data you’ve mapped or charted you can do that by choosing “2014” (the latest current year) in the “display years” drilldown, or any choice between 1 and 10 years of data. You can also choose “ascending” data sorting for your table display, but why?

You’ll recognize this as the same software used in TradeStats Express; as in TSE you have chart, map, and table display options. To print any of these click on “Print Preview” and then “Print”. You can click “Download Center” to download everything or just your map or chart.

*State Imports* – links to TradeStats Express.

*State Reports* – 2-page reports by state
Exports from U.S. Metropolitan Areas – fact sheets. Also here is a) Metropolitan Area Overview Report – Oklahomans, note that Tulsa is ranked #14 in the “Top MSA exporters by share of 2014 Total State Exports”; b) Top 50 Metropolitan Area Exporters – click on these rankings to read 2-page summary reports about each top MSA; and c) access the Metropolitan Export Series Database from here.

IN U.S. Exporting Companies – Exporter Database – this is data for SME: Small and Medium Sized Enterprises (aka Small and Medium Sized Exporters) of 500 or fewer employees. Same software as above but with different choices –

Since this tool focuses on the export of manufactured goods, it uses 3-digit NAICS codes, all in the range of 311 – 339.

NAICS codes are here – http://www.census.gov/eos/www/www/naics/
Its drilldown choices are: size of company; and the same map choices we’ve already seen, but it has very different table display and sort choices –

If you check only one “display field” choice you’ll have only one “sort by” choice. But if you choose two or more “display field” choices you can choose which value you by. All the “display fields” you’ve chosen will display in the table with your “sort by” choice highlighted –

**U.S. Exporters in [year] – 2-page factsheet**

*Highlights of U.S. Trading Companies in [year] – 1-page factsheet.*

**IN Jobs Supported by Exports in [year]: Employment and Trade** – several reports on the number of jobs exports
create; national and state data.

**IN FTA Tariff Tool** – click *Launch the FTA Tariff Tool* to begin, then “What’s My Tariff?” –

ITA has made this one of the simplest tariff tools out there. But their sending you to the *Schedule B* tool will only work for numbers up to 6 digits (last 4 digits of a number differentiates imports from exports). So use the *Schedule B* tool for exports, but if you need a 10-digit import code use the HTS for imports – [https://hts.usitc.gov/](https://hts.usitc.gov/). Here’s an example from exports using an HTS code: for FTA Partner, Korea; and for export code from the HTS, 9202902000 –
Next click “View Details” –

<table>
<thead>
<tr>
<th>FTA Tariff Tool Home &gt; Tariff Search &gt; Tariff Search Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Exports to Korea</td>
</tr>
<tr>
<td><strong>FTS Code</strong></td>
</tr>
<tr>
<td><strong>Tariff Line Description</strong></td>
</tr>
<tr>
<td><strong>Subheading Description</strong></td>
</tr>
<tr>
<td><strong>Staging Basket</strong></td>
</tr>
<tr>
<td><strong>Zero Duty As Of</strong></td>
</tr>
<tr>
<td><strong>Base Rates</strong></td>
</tr>
<tr>
<td>Year 1 (2012)</td>
</tr>
<tr>
<td>Year 2 (2013)</td>
</tr>
<tr>
<td>Year 3 (2014)</td>
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<tr>
<td>Year 4 (2015)</td>
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<tr>
<td>Year 5 (2016)</td>
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<tr>
<td>Year 6 (2017)</td>
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<tr>
<td>Year 7 (2018)</td>
</tr>
<tr>
<td>Year 8 (2019)</td>
</tr>
<tr>
<td>Year 9 (2020)</td>
</tr>
<tr>
<td>Year 10 (2021)</td>
</tr>
</tbody>
</table>

**Rule of Origin**

A change to heading 92.01 through 92.08 from any other chapter; or
A change to heading 92.01 through 92.08 from any other heading, provided that there is a regional value content of not less than:
(a) 35 percent under the build-up method, or
(b) 45 percent under the build-down method.

Notes about the above: the search defaulted to the basic 9202 category that includes guitars, violins, and harps; “Staging Basket” means “schedule”. Here is its formal definition –

During the course of free trade agreement negotiations, goods are sorted into various staging “baskets.” These baskets determine the amount of time it takes for the products within the basket to go duty-free under the agreement. For example, for all goods in the 10-Year basket will become duty-free ten years after the FTA enters into force.

Here’s an example from imports using Schedule B: for FTA Partner, Vietnam; and for import code from Schedule B, 920290 that includes guitars–

<table>
<thead>
<tr>
<th>FTA Tariff Tool Home &gt; Tariff Search &gt; Tariff Search Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Imports from Vietnam</td>
</tr>
<tr>
<td>You searched using HS Code “9202000”. This search returned 3 results.</td>
</tr>
<tr>
<td><strong>Code</strong></td>
</tr>
<tr>
<td>-------------------------------</td>
</tr>
<tr>
<td>92029020</td>
</tr>
<tr>
<td>92029040</td>
</tr>
<tr>
<td>92029000</td>
</tr>
</tbody>
</table>
Next click “View Details” for the first item –

![Image](above column continues through Year 30; Vietnam is a TPP nation, and the TPP is not yet approved)

C. Trade Topics - selections
Subject approach to the website. Suggested links –

**IN** “About Trade” –
*Intellectual Property Rights* – links to the *StopFakes* metasite that’s the product of 15 federal agencies.

*Steel* – links to the *Steel Import Monitoring and Analysis System* website. Our steel industry is protected from imports by high tariffs on imported steel commodities and protection against unfair competition.
IN “Exporting” –
*General Export Assistance* – a starting point for those considering exporting and those already exporters that suggests how to use this website.

*Local Export Assistance* – use this tool to find local ITA offices listed by state; can also search by zipcode. *You should know where you state’s offices are.*

*Trade Agreements* – this is their “Trade and Related Agreements” database. The left screen is all about trade barriers that other countries create/”let happen” that create unfair impediments for U.S. exporters. Recommended: “Foreign Trade Barrier Examples” to help you understand the types of barriers; “Review Foreign Technical Requirements” is the *Notify U.S.* database that lists foreign technical regulations that can affect their exports and may constitute trade barriers; users can comment on proposed foreign government regulations just they do for many Federal Register notifications; you have to register to use it, free. The stated purpose of this website is: “The purpose of *Notify U.S.* is to collect and fulfill user requests for information on *World Trade Organization (WTO)* Agreements relating to *Technical Barriers to Trade (TBT).*”

*Tariffs* – still not sure what tariffs are? This explains them, but also links to the tariff schedules of these countries: Canada, Mexico, China, European Union, India, the U.S.
territories, and the WTO Tariff Database and several others.

Often some of these links to foreign sources don’t work.

**IN** “Compliance” –
*Import Monitoring Programs* – 5 are currently in effect

*Trade Compliance Center* – almost the same as the *Trade Agreements* database above.

**IN** “Enforcement” –

*Anti-Dumping/Countervailing Duties* (acronyms: AD and CVD) – titled “An Introduction to U.S. Trade Remedies,” read this to understand what AD and CVD are and how the ITC fights unfair imports.

*Laws and Regulations* – lists the laws and regulations that the ITA enforces with links to their full texts. Highly recommended.

*Trade Compliance Filing* – how-to guide for filing an unfair trade complaint.

**IN** “Events” – trade shows, in-person training seminars, trade missions, webinars. Includes domestic and foreign opportunities for exporters. Click “Trade Missions” and then “Learn More About Certified Trade Missions” to find out how they can help exporters contact potential customers –
D. Services – selections

Advocacy – the ITA’s Advocacy Center helps U.S. businesses bid on public sector contracts in other countries.

Gold Key Matching – U.S. Commercial Service program that links U.S. businesses to potential foreign customers or partners. Note: the U.S. Commercial Service is part of the ITA.

International Buyer Program – ITA brings foreign buyers to U.S. trade shows.

International Company Profile – U.S. Commercial Service program that evaluates foreign companies.

International Partner Search - U.S. Commercial Services program that helps exporters find foreign partners.

E. Programs

F. Publications

The holy scriptures of foreign trade are here: A Basic Guide to Exporting, 2016, 239 pages. Read it! Memorize it! The latest version will always be available here online.
Export Programs Guide – 100 programs offered by 20 federal agencies. Last published in 2009 parts of it may now be outdated.

Top Markets Series – there are 19 recent reports here that ITA claims will give insights to potential exporters about future markets, in for example, “Oil and Gas” 54 pages, “Health IT” 63 pages, and “Smart Grid” 53 pages.

Trade Finance Guide

International Trade Update – is a monthly online newsletter than you can either access here or subscribe to; archive back to 2006.

G. Press – in addition to the expected press releases this has speeches by ITA “senior staff” from 2010, and Congressional testimonies from 2010.

H. Other homepage features – sign up to get the International Trade Update online newsletter here also, Tradeology - the ITA Blog, big news features such as the TPP.
Export.gov
www.export.gov

Export.gov is our national portal for exporters and includes links from some of the agencies we’ve already explored in our three previous webinars. But this web page is the work of the U.S. International Trade Administration, especially its trade promotion branch, the U.S. Commercial Service; more of their work shows up on Export.gov than on the ITA’s homepage of www.Trade.gov. Remember that there’s no “Import.gov” or even an “Import.com”.

This website has recently been revised; some parts of it aren’t finished yet. There are some features of the old Export.gov website that aren’t available, and the new website sometimes can be slow and clunky. If it stalls while loading on your computer you can usually find the same information on Trade.gov. The contents of the Basic Guide to Exporting, Export Education, and Export.gov are essentially the same texts served in three different ways: book in print or book online, web page files, or website. Learn one of them and you’ll know the other two.

How to Export
eCommerce – links to their “eCommerce Exports Resource Center” is a list of staff who can help you; “Preparing your business for global eCommerce” has lists of what you should do as prep work; “Virtual product pitch” is a sales advocacy program.
Export education - “A Basic guide to exporting”; “Export education”; “Export planning” with a sample plan.

Finding foreign markets – “Finding buyers”; “Sales Channels” has the four basic ways of exporting.

Legal considerations – “Consolidated screening list” searches 11 “Do not sell to” lists at the same time; “Export Control reform” examines efforts at making the export process easier than it is; “U.S. Regulations” is all about legal export compliance; “Intellectual Property” is about what exporters can do to limit the risk of their products being pirated.

Logistics – “Shipping” how-to’s; “Documentation” how-to’s.

Financial considerations – “Trade Finance Guide” (not available here, also not available at Trade.gov, Oct. 20); “Export Financing”; “Pricing”; “Methods of payment”; “Risk management”. Currently these topics all link to what’s in A Basic Guide to Exporting.


Customized Services
Services for U.S. Exporters – “U.S Commercial Service”; “Ex-Im Bank”; “SBA Trade Financing”; “Services for Agricultural Exporters”. Use these links for services and
financing for your exports.

*Plan and assess* – “Initial Market Check”; “International Company Profile”. Get your business ready to export before you contact ITA for these services because they’re not free.

*Promote and expand* – “International Partner Search” U.S. Commercial Service offices in other countries provide reputable local contacts; “Gold Key Service” is the gold standard of their assistance programs; “Single Company Promotion”; “Featured U.S. Export Directory (FUSE). All of these programs will cost you.

*Locations* – directory information for “Local Offices” and “International Offices”. Know your local office.

*Market Intelligence*

*Find market intelligence* – “Country Commercial Guides” are key resources that you need to understand how to do business in other countries”; “Top Markets” analyze 19 key overseas markets such as “Oil and Gas” and “Smart Grid”; “Create Your Own Market Report” tells you how to create your own “Boards” which are actually bookmarks that you create, organize, and save using intel from the entire Export.gov website; “Industry Solutions” are 22 industry sector web pages and 1 web page about franchising.

*Export guides* – “Basic Guide to Exporting”; “Guide to Global eCommerce” (not populated on Oct. 20); “Trade Finance Guide” (not available here, also not available at
Trade.gov, Oct. 20).

Trade leads – this is what was once known as the “Trade Leads Database”. Formerly you had to register to use it, but not anymore. Search by phrase, country, region, or industry.

Trade data and analysis – “TradeStats Express”; “Trade Policy Information System” used to have few files that the public could access, but this new version has 10 –

<table>
<thead>
<tr>
<th>Country Pages</th>
<th>Product Pages</th>
<th>States in USA</th>
</tr>
</thead>
<tbody>
<tr>
<td>TPIS Country Report</td>
<td>U.N. Top Products By Reporter and Partner</td>
<td>State Reports (pdfs)</td>
</tr>
<tr>
<td>Country Search and Analytics</td>
<td>U.S. Top Products By Country</td>
<td>Top States By Product/Country</td>
</tr>
<tr>
<td>U.S. Top Partners by Product</td>
<td>By State -- Top Partners</td>
<td></td>
</tr>
</tbody>
</table>

“State Reports” are 2-page glossy handouts; “Metropolitan Area Exports Database” (name varies between Trade.gov and Export.gov); “Analysis: Metro Area Exports” are the top 50 metro exporters (name also varies between the two websites); ‘Metro Area Export OM-ZIP” is origin-of-movement data by zip codes; “U.S. Exporting Companies” is an annual product of ITA and the Census Bureau; “Jobs Supported by Export and [foreign direct] Investment”; “FTA Tariff Tool” is the simplest tariff tool on the Internet and now includes what tariffs would be in the TPP.

Trans-Pacific Partnership (TPP)

Events

Events and trade missions – search by phrase, country, region, or industry; lists of trade missions, the annual “Discover Global Markets” conference, a list of agricultural
trade shows from USDA, a list of textile and apparel trade shows.

Webinars – useful list of archived webinars you can watch anytime; you can sign up to view upcoming webinars.

Trade Problems
Get help with trade problems – “Report a trade barrier,” “Advocacy Center,” “Commercial diplomacy”.

Report a foreign trade barrier – “How to file a complaint” is an online fill-in form.

Foreign trade remedies – contact ITA Trade Remedy Compliance Staff who will work directly with you.

Foreign safeguard activity involving U.S. Exports – view the “Foreign Safeguard Actions List” which lists actions by other countries that limit our exports to them.

U.S. products subject to AD/CVD measures – view U.S. products that are subject to Anti-dumping & Countervailing duties measures that limit our exports to them –
FAQs

**Boards** – this isn’t what you think it is: “Boards” are actually bookmarks that you create, organize, and save using intel from the entire Export.gov website.

**About Us**

*Intl. Trade Administration* – links to Trade.gov

*Federal trade partners* – this lists just a few of the other federal agencies that work with foreign trade.

*Programs for trade promotion* – links to 5 programs.

*Trade initiatives* – most important link is about the TPP.

*Contact us* – this is the most useful intel here –
U.S. Trade Representative

www.ustr.gov

*Trade Agreements* – contains the texts of the bilateral Free Trade agreements, NAFTA, CAFTA, Trans-Pacific Partnership; TIFA forums (*Trade and Investment Framework Agreements*); Bilateral Investment Agreements; in “Other Initiatives” agreements for APEC and ASEAN.

*Countries and Regions* – links to 7 regional trade offices webpages at the USTR, and also by country in an A-Z list. You need to know your countries.

*Issue Areas* – there are currently links to 14 trade subject areas that give basic information about them. For example when you click “Industry & manufacturing” you’ll get information on industrial competitiveness, industrial tariffs, industry initiatives, non-agricultural market access, and non-tariff barriers on left screen.

*Bottom of web page* – blog, press releases, fact sheets, speeches and remarks, reports; and all the USTR *initiatives* in one place, each of which is well-populated.
U.S. Bureau of Economic Analysis International Services
http://bea.gov/iTable/index_ita.cfm

This is the easiest to use tool that reports trade in services for imports and exports. Its geography is national.

Example: click **Begin Using the Data** then “International Services,” then *U.S. trade in services by type of service*. Data is available from 1999- for types of services, such as “Financial services,” “Charges for the use of intellectual property,” Construction abroad,” and “Information Services”.

There is also this supplementary data –

<table>
<thead>
<tr>
<th>Exports of services by affiliation:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unaffiliated</td>
</tr>
<tr>
<td>Affiliated</td>
</tr>
<tr>
<td>U.S. parents' exports to their foreign affiliates</td>
</tr>
<tr>
<td>U.S. affiliates' exports to their foreign parent groups</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Imports of services by affiliation:</th>
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<tbody>
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<td>Unaffiliated</td>
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</tr>
<tr>
<td>U.S. parents' imports from their foreign affiliates</td>
</tr>
<tr>
<td>U.S. affiliates' imports from their foreign parent groups</td>
</tr>
</tbody>
</table>

There is also data in the section titled *Services Supplied Through Affiliates* on imported and exported services supplied by Multinational Enterprises (MNEs) through their “Majority-owned foreign affiliates” (MOFAs).

Options in this data: click “Modify” for display options of year and service choices, using *Shift* and *Control* keys to make multiple choices. Learn more about this data at –
International trade and investment country facts

Select a country via a map or drilldown to get this data about that country: an overview of our trade with it, current and historic trade data for goods and services, direct investment of U.S. businesses in that country, and data for the activities of U.S.-based multinational enterprises in that country.

U.S. Customs and Border Protection: Trade

Basic Import and Export – basic information on the how-to’s of importing and exporting, including “Tips for New Importers and Exporters” and the “CBP Info Center” that lets you ask questions to get online answers.

ACE and automated systems – about the “Single Window” automated systems of reporting imports and exports that all importers and exporters are required to use.

Programs and administration – customs brokers, importer self-assessment, penalties, quotas.

Priority trade issues - (quote:) “Priority Trade Issues (PTIs) represent high-risk areas that can cause significant revenue loss, harm the U.S. economy, or threaten the health and safety of the American people.” Find out what these are.
Rulings and legal decisions – CBP decisions and rulings, directives and handbooks, CROSS (Customs Rulings Online Search System), Informed Compliance Publications (each of these is a monograph about the trade of one commodity or about an issue; examples: “Classification and entry requirements of alcoholic beverages and spirits,” “Ball bearings,” “Classification of tires,” “Granite,” “Mushrooms”.

U.S. Foreign-Trade Zones Board
http://enforcement.trade.gov/ftzpage
NOTE: I’ve included snips here from the website because unless you work in foreign trade the details about Foreign-Trade Zones are probably unknown to you.

New to FTZs? – all about FTZs. There are 250 general purpose zones, called “magnet sites,” and 500+ subzones in the U.S. –

- **Magnet Sites** are usually located at ports or industrial parks. They are open to multiple zone users.
- **Subzones/Usage-driven sites** are approved for a specific company/use.

These are the benefits to companies that use FTZs –

- **Duty Exemption.** No duties on or quota charges on re-exports.
- **Duty Deferral.** Customs duties and federal excise tax deferred on imports.
- **Inverted Tariff.** In situations where zone production results in a finished product that has a lower duty rate than the rates on foreign inputs (inverted tariff), the finished products may be entered at the duty rate that applies to its condition as it leaves the zone (requires prior authorization).
- **Logistical Benefits.** Companies using FTZ procedures may have access to streamlined customs procedures (e.g. "weekly entry" or "direct delivery").
- **Other Benefits.** Foreign goods and domestic goods held for export are exempt from state/local inventory taxes. FTZ status may also make a site eligible for state/local benefits which are unrelated to the FTZ Act.
What can be done within FTZs? -

- Merchandise in a zone may be assembled, exhibited, cleaned, manipulated, manufactured, mixed, processed, relabeled, repackaged, repaired, salvaged, sampled, stored, tested, displayed and destroyed.

- Production activity must be specifically authorized by the FTZ Board. (Production activity is defined as activity involving the substantial transformation of a foreign article or activity involving a change in the condition of the article which results in a change in the customs classification of the article or in its eligibility for entry for consumption.)

- Retail trade is prohibited in zones.

List of FTZs – includes “Subzones” (company adjuncts of existing FTZs, one enterprise per subzone). Oklahoma has 4 magnet sites and 6 subzones. There are links here to the FTZ’ websites.

How to apply – FTZ accepts only electronic forms.

Already in a zone? – FTZ operators must submit an electronic annual report via a link here; there’s an information page for grantees; an oil refinery subzone page; and a list of subzones by company, and lists of lapsed magnet zones and subzones.

FTZ Production Center – how-to info for companies considering locating to and FTZ or creating an FTZ subzone.

Here is the reason companies can choose to operate in an FTZ –

Why would I want to consider operating in a FTZ?

When you operate under FTZ procedures, your company is treated (for purposes of customs duties) like it’s located outside the United States. That can mean that U.S. import duties don’t have to be paid on imported components coming to your factory. If your finished product is ultimately shipped to the U.S. market, you may have the option of paying the finished product duty rate rather than the component duty rate. (Many finished products have lower duty rates – or are duty-free – than their components.) And if you re-export the finished product, you don’t ever pay duties on the component materials. There are other potential savings, too, like avoiding duties on imported materials that become scrap, and possible administrative savings and efficiencies.
Reading Room – Federal Register notices from 1980 –, List of FTZ Board Orders by Zone (in effect these are a thumbnail administrative histories of zones). Three examples from FTZ Board Actions show the differences between minor and major zones –

FTZ 53 TULSA, OKLAHOMA
#151 -- established zone (12/7/79)
#264 -- Subzone 53A, GM (auto) (7/26/84) (Doc. 45-83)
#392 -- transfer 53A to 106A (3/15/88)
#655 -- zone exp and mfg for Mercury Marine (9/18/93) (Doc. 30-92)
#950 -- Subzone 53B, TEPPCP Crude Pipeline LP (approved as ARCO Pipe Line), Lincoln County (1/23/98) (Doc. 18-97)
#1785 -- ASF reorg (9/30/2011) (Doc. 8-2011)

FTZ 202 LOS ANGELES, CALIFORNIA
#693 -- established zone (7/14/94) (Doc. 42-93)
#842 -- zone exp (18/26/96) (Doc. 66-95)
#916 -- Subzone 202A, Minnesota Mining & Manufacturing (3M) (8/20/97) (Doc. 41-95)
#939 -- Subzone 202B, Chevron, El Segundo (3/6/98) [PF; T(9/30/00)] (Doc. 25-97)
#1032 -- Subzone 202C, Phillips 66 Company (approved as Tosco Refining Company) (3/19/99) [PF; T(9/30/00)] (Doc. 37-98)
#1043 -- zone exp (7/19/99) [AC] (Doc. 42-98)
#1058 -- exp mfg authority for SZ 202A (9/13/99) (Doc. 2-99)
#1116 -- ext of non-privileged status auth, SZ 202B (8/24/00) (Doc. 41-99)
#1311 -- zone exp/reorganization (4/30/04) [TI(7/1-09) for Site 1(Howard Hartry); Site 2(Excel Global); Site 9; Sites 12-14, Sites 16-22] (Doc. 54-2002, amended)
#1420 -- Subzone 202D, IKEA Wholesale, Inc. (11/17/05) (Doc. 6-2005) (Transferred to FTZ 276, 1/9/2010)
#1426 -- ext of non-privileged status auth, SZ 202C (12/9/05) (Doc. 54-2004)
#1450 -- mfg for Citizen Watch Company (watches) within Site 7 (5/15/06) (Doc. 51-2005)
#1491 -- Subzone 202E, Sony Electronics, Inc. (11/21/06) (Doc. 16-2006)
#1521 -- Subzone not approved (8/23/07) (Doc. 8-2006)
#1549 -- zone exp (2/27/08) [AC; T(Site 23-3/31/2013)] (Doc. 44-2006)
#1616 -- zone reg/exp (4/24/09) [AC; T(Site 5-4/30/2014)] (Doc. 52-2007)
#1732 -- zone exp (12/20/2010) [AC; T(Site 11, 16, 27 - 12/31/2013); T(Site 22 - 12/31/2015)] (Doc. 57-2009)
#1779 -- zone exp 8/22/11)] [AC; T(Site 25 - 8/30/2016)] (Doc. 47-2010)
#1764 -- ASF reorg (7/5/2012) (Doc. 9-2012)
Online FTZ Information Center –
http://ita-web.ita.doc.gov/FTZ/OFISLogin.nsf
There are also links on left homepage and within “Reading Room”. This is an ITA web page. When you click on Zone and Site Information you’ll get a guide that you can sort by using sort buttons for: Zone, Grantee, Location, State, Service Area, and Port of Entry. You sort these columns to get the type of listing you need.

When you enter a Zone # into the Summary Site Information you get detail about the port. Federal Register notices are included in these listings.
http://www.bls.gov/data/ then click the International link and within “Import/Export Price Indexes” click One-Screen Data Search; if One-Screen doesn’t work, Multi-Screen Data Search will.

a) in #1 select an index type  
b) in #2 select one or commodities by drilling down or searching; use Shift or Control keys for multiple selections  
c) click “Get Data”

USDA Economic Research Service: Foreign Agricultural Trade of the U.S. (FATUS)  
http://www.ers.usda.gov Then do a search for “FATUS”  
Agricultural foreign trade data by HTS (Harmonized Tariff Schedule) 10-digit codes. This data is in Excel in four data tables in “Overview”. Here’s an example of an Overview table –

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. agricultural exports, year-to-date and current months</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Agricultural export value</td>
<td>10,655</td>
<td>10,314</td>
<td>-3</td>
<td>78,971</td>
<td>67,329</td>
</tr>
<tr>
<td>Major bulk products</td>
<td>3,811</td>
<td>3,029</td>
<td>-21</td>
<td>30,527</td>
<td>24,166</td>
</tr>
<tr>
<td>High-value products</td>
<td>6,844</td>
<td>7,284</td>
<td>6</td>
<td>48,444</td>
<td>43,164</td>
</tr>
</tbody>
</table>

Values

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Live animals</td>
<td>32</td>
<td>38</td>
<td>18</td>
<td>425</td>
<td>340</td>
</tr>
<tr>
<td>Red meats &amp; products</td>
<td>989</td>
<td>1,001</td>
<td>13</td>
<td>6,834</td>
<td>5,910</td>
</tr>
<tr>
<td>Poultry meats &amp; products</td>
<td>345</td>
<td>365</td>
<td>6</td>
<td>2,949</td>
<td>2,086</td>
</tr>
<tr>
<td>Dairy products</td>
<td>383</td>
<td>365</td>
<td>1</td>
<td>2,915</td>
<td>2,327</td>
</tr>
<tr>
<td>Hides &amp; skins</td>
<td>153</td>
<td>187</td>
<td>22</td>
<td>1,282</td>
<td>945</td>
</tr>
<tr>
<td>Grains and feeds</td>
<td>2,154</td>
<td>2,537</td>
<td>19</td>
<td>15,117</td>
<td>13,197</td>
</tr>
<tr>
<td>Wheat</td>
<td>363</td>
<td>407</td>
<td>12</td>
<td>2,845</td>
<td>2,190</td>
</tr>
<tr>
<td>Rice</td>
<td>129</td>
<td>166</td>
<td>44</td>
<td>1,050</td>
<td>926</td>
</tr>
<tr>
<td>Corn</td>
<td>594</td>
<td>763</td>
<td>28</td>
<td>3,998</td>
<td>3,140</td>
</tr>
<tr>
<td>Other grain products</td>
<td>969</td>
<td>397</td>
<td>0</td>
<td>2,435</td>
<td>2,293</td>
</tr>
</tbody>
</table>
One of the focuses of the Commission is trade, particularly in their *Trade Bulletins* along with occasional notices in *Weekly News* and *Events* and *Highlights* and major chapters within their *Annual Reports*. Look at their word cloud: the term “Trade Data” is usually #1, which tells us that this website is being accessed primarily for its trade data. You can also get their *Annual Reports* from 2002-, three categories of *research papers*, their own *hearings* (these are *not* Congressional hearings) from 2001-, *testimonies* (before Congressional committees) and speeches, and press releases.

Here’s an example of a research paper –

**CHINA’S DEVELOPMENT FINANCE: OUTBOUND, INBOUND, AND FUTURE TRENDS IN FINANCIAL STATECRAFT**

Despite China’s rapidly growing overseas engagement and recent multilateral initiatives, the country still receives development finance from a variety of governments and institutions. From a development perspective, China thus challenges convention and, like other middle-income countries, straddles the divide between a developing nation requiring external assistance and an emerging power assuming global leadership roles. This report examines China’s concurrent positions as a recipient and a provider of development finance, evaluating the objectives driving global finance flows, and assessing the impact of these flows on U.S. economic and diplomatic interests.

12/16/2015

**Federal Register**

The Federal Register is the main tool by which federal agencies that work in foreign trade post regulatory notices for the public and industry to review and comment upon and then comply with. It’s published every federal workday. Here’s an example from just one issue of the Federal Register –
There are three ways to hook up with the FR –

1) Table-of-contents listserv access (recommended)
http://listserv.access.gpo.gov/cgi-bin/wa.exe?A0=FEDREGTOC-L
Operated by the U.S. Government Publishing Office, you register to get each FR’s table-of-contents sent to you via e-mail with each notice linked. There’s no quicker and easier way to get Federal Register notices. Click “Subscribe or Unsubscribe” on right screen and fill out this online form –

Your e-mail address: 
Your name: 
Select a list: FEDREGTOC-L Federal Register Table of Contents
Join the list  Leave the list  Leave all the lists

2) GovInfo website access
https://www.govinfo.gov/
Click on the “A – Z” box and then in “F” find “Federal Register, 1994 to present ” and use its expand buttons to select issues; or select “Federal Register 2.0” and at top
screen click *Current Issue* at left screen or click *Browse this and other dates* at right screen.

3) Office of the Federal Register access
https://www.federalregister.gov/
Goes directly to Federal Register 2.0.

**U.S. – Mexico Cross-Border Trucking Pilot Program**
https://www.fmcsa.dot.gov/international-programs/mexico-cross-border-trucking-pilot-program

This pilot program ran from 2011 to 2014 as a component of NAFTA in which truck drivers from Mexico worked “beyond the municipalities and commercial zones along the U.S.-Mexico border”. U.S. truckers had reciprocal rights to work in Mexico during the same time. 15 Mexican carriers crossed the border 28,225 times, driving 1,519,022 miles. Oklahoma: 12,871 miles. This pilot program appears to have resulted in a permanent cross-border program for both Mexican and U.S. carriers when the U.S. Supreme Court on January 13, 2014 denied petitions to review the program. If there are other pending legal actions to this program I haven’t found them, so this program may now be permanent.

Steve Beleu, Oklahoma Dept. of Libraries, November 9/10, 2016
steve.beleu@libraries.ok.gov