

Jumping the Export Compliance Hurdles

Getting Your Goods Out of The U.S.











Panel of Experts

- Jerome M. Greenwell, Chief, Regulation, Outreach & Education Branch, Foreign Trade Division, U.S. Census Bureau
- Robert Schaak, North America Customs Manager, Hewlett Packard
- Ikue Duncan, Manager, Export Controls, Toyota Motor Sales
- Beth Peterson, President, BPE, Inc



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AES Filing Options

- Self-filing
 - AES
 - AES Direct
 - 3rd Party Software
 - Build you own software
- Authorized agent

Authorized Agent

- Negotiate fees.
- Execute Power of Attorney (POA).
- Provide export product matrix.
- Establish standard operating procedures.

Mandatory AES Requirements

- Complete and accurate information.
- Timely manner.
- Responding to fatal errors and warnings.
- Providing carrier with exemption statements or citations.
- Transmitting corrections or cancellations.
- Maintaining all necessary documentation related to the AES export transaction.

U.S. DEPARTMENT OF COMMERCE -- U.S. CENSUS BUREAU - Economics and Statistics Administration -- BUREAU OF EXPORT ADMINISTRATION FORM **7525-V** (7-26-2000) SHIPPER'S EXPORT DECLARATION 1a. U.S. PRINCIPAL PARTY IN INTEREST (USPPI) (Complete name and address) ZIP CODE 2. DATE OF EXPORTATION 3. TRANSPORTATION REFERENCE NO. b. USPPI EIN (IRS) OR ID NO. c. PARTIES TO TRANSACTION Non-related Related 4a. ULTIMATE CONSIGNEE (Complete name and address) b. INTERMEDIATE CONSIGNEE (Complete name and address) 5. FORWARDING AGENT (Complete name and address) 6. POINT (STATE) OF ORIGIN OR FTZ NO. 7. COUNTRY OF ULTIMATE DESTINATION 8. LOADING PIER (Vessel only) 9. METHOD OF TRANSPORTATION (Specify) 14. CARRIER IDENTIFICATION CODE 15. SHIPMENT REFERENCE NO. 17. HAZARDOUS MATERIALS 10. EXPORTING CARRIER 16. ENTRY NUMBER 11. PORT OF EXPORT 12. PORT OF UNLOADING (Vessel and air only) 13. CONTAINERIZED (Vessel only) 18. IN BOND CODE 19. ROUTED EXPORT TRANSACTION __Yes 20. SCHEDULE B DESCRIPTION OF COMMODITIES (Use columns 22-24) VALUE (U.S. dollars. VIN/PRODUCT NUMBER/ VEHICLE TITLE NUMBER ornit cents) (Selling price or cost if not sold) QUANTITY -SCHEDULE B UNIT(S) SHIPPING WEIGHT (Kilograms) DIF or M SCHEDULE B NUMBER (21) (26) (22) (23) (24) (25) 27. LICENSE NO./LICENSE EXCEPTION SYMBOL/AUTHORIZATION 28. ECCN (When required) 29. Duly authorized officer or employee

The USPP authorizes the forwarder named above to act as forwarding agent for export control and couldn't purpose.

30. It certify that all statements made and all information contained herein are true and correct and that I have read and understand the instructions for preparation of this document, set forth in the "Correct Way to FRI Out the Shipper's Export Declaration." I understand that civil and criminal penalties, including forfeiture and sale, may be imposed for making false or finadulete statements herein, failing to provide the requested information or for violation of U.S.C. Sec. 1001: 50 U.S.C. Sec. 1001: 50 U.S.C. App. 2410.

Signsture Signature Confidential - For use solely for official purposes authorized by the Secretary of Commerce (13 U.S.C. 301 igf.

Title

SED Audit

- Are the parties to the transaction correct?
 - USPPI
 - EIN numbers
 - Related parties
- Trackable shipment reference number?
- Are the HTS/ECCN classifications accurate?

Timely Filing

- Some exporters are qualified for Post Departure filing.
- Most must file a specific number of hours prior to departure:

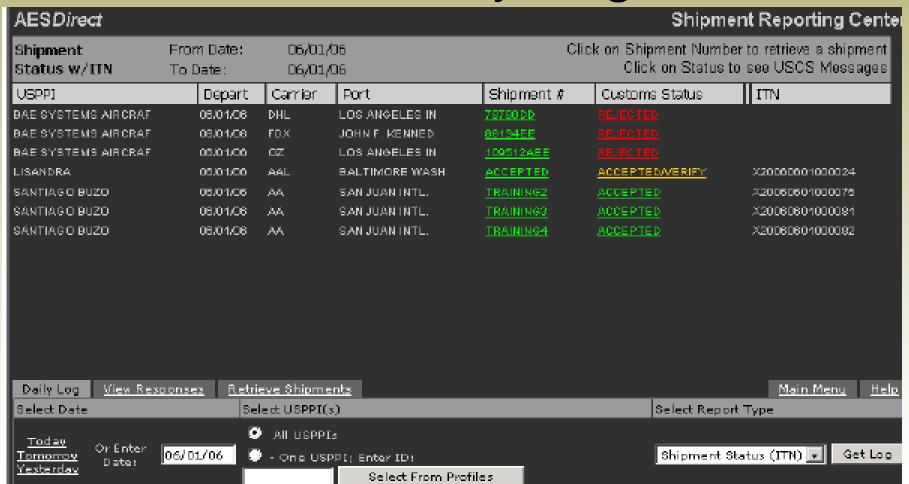
Vessel	24 hours (before lading)
Air	4 hours Wheels up from NAFTA and Central and South America above the equator
Rail	2 hours
Truck	1 hour non-Free and Secure Trade (FAST) 30 minutes FAST

ITN Numbers

 ITN provides a link to a create date and time for the record in AES to verify compliance with pre-departure filing requirements.



AES Daily Log



Authorized Agent Best Practices

- Transmit or provide your service provider with all of the AES information for each shipment:
 - EDI
 - -SLI
- Request a copy of the AES filing for each shipment.
- Audit the service provider filings and review the findings with them.

Routed Transactions

- Written agreement/expressly assumes responsibility:
 - Terms and Conditions.
 - Contractual agreement.
- Responsibilities under Routed Transactions.

FOIA Requests

- First year of data is FREE. Every month after is \$125/mo.
 - EIN
 - Reason for Request
 - Time period requested
 - Agreement to pay the \$125/mo of data requested in excess of 1 year
- Excel file with all data (every data element in AES or SED).