

EXPORTS

Questions to Consider

- Do you comply with all current U.S. government regulations?
- Do you understand the ten general prohibitions found in the EAR?
- Do you check government denial lists before exporting?
- Have you updated tariff classifications recently?
- Do you know that the country of origin definition for exports to Canada and Mexico is different than for other countries?
- Do you have problems with export documentation?
- Do you use INCOTERMS of sale?
- Do you have problems with booking ocean freight?
- Do you have pier or CFS delivery problems?
- Are you getting the best service from your freight forwarder?
- Have you evaluated packaging (especially WPM requirements), freight forwarder, drayage, and ocean freight costs recently?
- Is your cargo adequately insured for an international shipment?
- Are you getting the maximum payload on container shipments?

Information Needed for Evaluation

- Average number of container and LCL shipments per month per country
- Freight forwarder invoice, commercial invoice, packing list, certificate of analysis (if applicable), inland bill of lading and ocean bill of lading for shipments to at least four different overseas countries
- Same documentation as above for two shipments to Canada and Mexico (obviously no ocean bill of Lading)
- Quotations to justify pricing on the above shipments
- List of products and tariff classifications

IMPORTS

Questions to Consider

- Do you comply with all current U.S. government regulations?
- Have you updated tariff classifications recently?
- Do you know that the country of origin definition for imports from Canada and Mexico is different than for other countries?
- Do you have import clearance problems?
- Do you use INCOTERMS of sale
- Do you have problems getting cargo off the pier?
- Are you a member of C-TPAT?
- Are you getting the best service from your customs broker?
- Have you evaluated customs broker, drayage, and ocean freight costs recently?
- Is your cargo adequately insured for an international shipment?
- Are you eligible for drawback?
- Are you getting the maximum payload on container shipments?

Information Needed for Evaluation

- Average number of container and LCL import per month per country
- Customs broker invoice, commercial invoice, packing list, certificate of analysis (if applicable), customs entry form 7501, ocean bill of lading, and inland bill of lading for delivery to final destination for imports from at least four different overseas countries
- Same documentation as above for two imports from Canada and Mexico (obviously no ocean bill of lading)
- Quotations to justify pricing on the above shipments
- List of products and tariff classifications

TRAINING

Export

- Overview of U.S. government regulations including reasonable care, denial lists, general prohibitions, export licenses, reporting export shipments, recordkeeping, and enforcement
- Tariff classification rules of interpretation and how to determine a Schedule B Code number and export license requirements
- INCO Terms of Sale
- Letter of Credit and Documentary Collection terms of payment.
- Country of origin
- NAFTA requirements and other U.S. trade agreements
- Export quotation details
- Responsibilities of parties to an export transaction
- Purchase orders and sales order acknowledgements
- Order tracking, documentation/shipping, and filing.

Import

- Overview of U.S. government regulations including reasonable care, import quotas, customs bonds, recordkeeping and enforcement
- HTSUS rules of interpretation and how to determine tariff classifications, duty rates, and quota requirements
- INCO Terms of Sale
- Letter of Credit and Documentary Collection terms of payment
- Country of origin
- NAFTA requirements and other U.S. trade agreements
- Bid request and purchase order details
- Responsibilities of parties to an import transaction
- Order tracking, documentation, customs clearance, and filing.

BRAVID INTERNATIONAL LLC

EXPORT/IMPORT COMPLIANCE AND LOGISTICS SERVICES
338 Bittlewood Avenue // Berlin, NJ 08009



ARE YOUR EXPORTS OR IMPORTS AT RISK?

For imports, U.S. Customs and Border Protection have established security as the primary concern for shipments coming into the USA. For exports, the Bureau of Industry and Security has emphasized the need for more enforcement of export regulations. Civil penalties for violations can result in fines in the six figures.

Reasonable care must be taken to understand current regulations, determine tariff classifications, and meet documentation requirements and recordkeeping. A third party provider can assist, but the exporter or importer is responsible for any violation of regulations. Top management should be aware of procedures for buying and selling internationally and that all departments involved in an international transaction communicate with one another to establish written guidelines which are reviewed a least annually.

I CAN HELP YOU MAKE A SELF ASSESSMENT

215-518-1037
ncbuehler@comcast.net
www.bravid-llc.com

MISSION

To assist exporters and importers in achieving their goals by helping them to avoid violation of government regulations, errors in documentation, shipping or receiving delays, and reduce global supply chain operating costs.

I am committed to providing personal, professional, and courteous service based on the principles of trust, loyalty, and integrity to business owners and executives who recognize the need for improvement.



Norman C. Buehler
President

EXPERIENCE

I have over thirty years "hands on" experience in a manufacturing environment dealing with government compliance issues, interpreting tariff classifications, documentation and shipping problems and payment problems. I have written operating guidelines, negotiated freight rates and warehouse contracts, monitored freight forwarder/customs broker performance and cost, managed export/import government regulation compliance, and controlled the flow of incoming and outgoing goods through the supply chain.

SERVICES

(Free two hour consultation session)

- Evaluate current procedures and provide written comments and recommendations.
- Implement new and updated procedures to ensure compliance with applicable regulations and efficient supply chain management.
- Prepare operating guidelines in CD format
- Drawback
- Assist with C-TPAT application for certification into the program.
- One day workshops providing information to give the novice a working knowledge of the international transaction and to give the experienced individual reinforcement of current procedures and new ideas.