



Navigating US Customs

Regulations and Compliances for
First-Time US Importers and their
Foreign Counterparts

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Overview

The importance of understanding US customs regulations and compliance for foreign exporters and US importers

For international exporters sending goods to the US, understanding US customs procedures and compliance is essential. Violations of these rules could result in harsh consequences, such as fines, the seizure of property, and other legal problems. For instance, the US Fish and Wildlife Service forbids the importation of certain wildlife and wildlife goods, including all sea turtle items as well as all ivory from Asian and African elephants. Additionally, because import and export laws and regulations are continually changing, it is crucial for international exporters to stay current with these laws and regulations in order to prevent any potential problems while doing business with the US. To ensure a seamless import procedure, avoid fines, and uphold a positive reputation in the market, international exporters must be aware of and compliant with US customs regulations.

Overview of the US customs clearance process

An essential step in importing products into the US is the customs clearance procedure. There are various steps in the procedure, including providing documentation and paying taxes and customs fees.

The procedure for clearing customs in the US is described as follows:

- 1. Documentation:** Foreign exporters must provide documentation, such as a commercial invoice, a bill of lading, and other necessary documents, in order to import goods into the US. The paperwork give details on the imported items, their country of origin, and their cost.
- 2. Customs Inspection:** The items may be inspected by customs officials to make sure they adhere to US rules and laws. If the items are discovered to be out of compliance, they can be seized and the importer might be fined.
- 3. Duty and Tax Payment:** Depending on the value and classification of the imported products, importers are required to pay customs duties and taxes. Based on the data in the documents, customs authorities will determine the duties and taxes.
- 4. Release of Goods:** The importer or their designated representative will receive the items once they have been released by customs.

Common compliance issues

When navigating US customs laws and compliance requirements, first-time exporters confront a number of difficulties. The following general concerns could come up for first-time exporters:

- 1. Lack of Knowledge:** New exporters might not completely comprehend the US customs clearance procedure, the necessary paperwork, and the compliance requirements. Delays, fines, or even the confiscation of items may result from this.
- 2. Complicated Regulations:** It can be challenging for first-time exporters to stay on top of US customs laws and compliance requirements, which can be complicated and continuously changing. This could lead to non-compliance or failure to follow the rules, which would result in fines and other consequences.
- 3. Tariff Classification:** For novice exporters, figuring out the proper tariff classification for imported goods might be difficult. The wrong classification can result in the wrong duty rates and taxes, which raises prices.
- 4. Respect for Special Programs:** New exporters might not be familiar with special trade programs, such the Generalized System of Preferences (GSP), which can benefit eligible importers. Penalties may apply if the rules of these programs are not followed.
- 5. Locating the Appropriate Importer of Record:** For new exporters, finding the appropriate Importer of Record (IOR) might be difficult. Making the incorrect IOR choice can result in liability and potential legal problems.

Understanding US Customs Regulations

The Customs and Border Protection (CBP) agency's rules and specifications must be followed in order to export products to the US. The following are a few rules and specifications that importers entering the US should be aware of:

1. To ensure compliance with laws and regulations and to safeguard American consumers from hazardous and counterfeit imports, exporters to the USA and their counter-party importers should familiarize themselves with the relevant laws and regulations and cooperate with the CBP Office of Trade.
2. In order to ensure that their products are charged the appropriate import tariffs and taxes, exporters must appropriately classify their products using the Harmonized Tariff Schedule (HTS). They can look up prior ruling requests for guidance using the Customs Rulings Online Search System (CROSS).
3. Exporters to the USA are required to give accurate and complete information on all documentation and papers needed for customs clearance. It is the importer's obligation to make sure that the information provided is accurate and comprehensive, even when the supplier or broker may offer some documentation.
4. Regulatory organizations like the Bureau of Industry and Security (BIS), the Food and Drug Administration (FDA), or the Environmental Protection Agency (EPA) may demand particular licenses or permissions for certain commodities (EPA). When importing certain commodities, the US-based importers must confirm that they have all required licenses or permits and that the exporters products meet certain standards.
5. Foreign exporters and US importers are required to abide by US trade sanctions and embargoes, which forbid the export or import of specific items into particular nations.

Overview of US customs valuation and classification system

An important component of importing products into the US is the US customs valuation and classification system. The Customs and Border Protection (CBP) agency is in charge of it, and its main goal is to make sure that imported items are subjected to the proper charges and taxes. The key points about how commodities are categorized and how to accurately value goods on customs declarations and related paperwork are listed below:

- The "transaction value" of the products, or the price actually paid or due when the commodities are sold for export, serves as the main foundation for determining the customs value of imported goods. Any additions or deductions mandated by the Customs Valuation Agreement must be made to this payment, which may be direct or indirect, as well.
- The Harmonized Tariff Schedule (HTS), which classifies all items that may be imported or exported to the United States, must be used by importers to appropriately classify their products. To prevent fines or delays at customs, importers must make sure their products are classified appropriately in accordance with the HTS, which gives a precise tariff rate for each category.
- The procedure for determining the customs value of imported products is governed by the Customs Valuation Agreement (CVA). The CVA makes sure that the customs value is established based on neutral and consistent standards, such as the transaction worth of the items.
- The bill of lading, business invoice, and packing list are just a few examples of the necessary paperwork that importers need to provide correct and comprehensive information on. Any inaccuracies may result in fines or delays at customs. This information must match the information on the real items.

Understanding duty rates and tariffs

Import duties and tariffs, are fees levied by the government on imported commodities, and likely apply to importers of goods into the USA. Import duties and import tariffs are often used interchangeably to refer to the charges imposed by governments on imported goods. However, technically speaking, there is a difference between the two terms.

- Import duties are levied as taxes on items brought into the nation, and the Harmonized Tariff Schedule (HTS), which lists duty rates for almost every product in existence, determines the rates. Based on the product's country of origin, HTS classification, and declared value on the commercial invoice, the rates are computed. Depending on the assessed value of the imported products, importers are required to pay customs officers duties.
- On the other hand, tariffs are fees that are imposed on goods or services while they are transported from one nation to another, and they are normally imposed by the nation that is importing the commodities. Tariffs safeguard home production economically while also limiting commerce with some nations and bringing in money for the government. Due to governmental laws and international trade agreements, tariffs can be complicated and their rates constantly fluctuate.

Before importing products into the USA, importers should speak with customs brokers or trade specialists to make sure they are aware of the relevant duties and tariffs as well as any additional fees that may be charged.

The Harmonized Tariff Schedule (HTS) and Schedule B classification

The Harmonized Tariff Schedule (HTS) is a guide that lists the duty rates for almost all products. It is used to identify the proper tariff classification for items being imported into the US by importers, exporters, and customs brokers. The HTS is broken up into chapters and headings, with each heading designating a certain category of goods.

For exports from the United States, a subset of the HTS is employed called Schedule B. The US Census Bureau requires this 10-digit identifier, which identifies the commodity being exported, for all commodities leaving the country. In addition to being utilized by other government agencies for a variety of purposes, schedule B codes are used to generate data on US exports.

The HTS and Schedule B classifications can also be used by foreign exporters to identify the correct tariff classification for products they are shipping to the USA. The HTS offers instructions on how to categorize products based on attributes such their composition, function, and intended usage. Foreign exporters sending goods to the USA must choose the relevant heading and subheading in the HTS and apply the corresponding tariff rate to properly categorize a product.

For exporters, incorrect classification of commodities can have serious repercussions, including higher taxes, fees, and penalties. Customs officers may impose additional tariffs or penalties, and the exporter may face fines or even legal action if they classify a product incorrectly. The exporter may incur costs as a result of delays in customs clearance in particular circumstances where improper classification also occurs.

Compliance and Documentation Requirements

Understanding the documentation required for importing goods into the US

When importing goods into the United States, several documents are typically required to be provided to US Customs and Border Protection (CBP) to ensure smooth customs clearance. Here is a list of some of the most common documents required when importing goods into the United States:

- 1. Commercial Invoice:** A legal document issued by the exporter to the importer that provides important information, such as the description of the goods, their value, the terms of sale, and the parties involved in the transaction.
- 2. Bill of Lading:** A document that serves as a contract between the shipper and the carrier and provides details about the shipment, including the type and quantity of goods, the mode of transport, and the port of origin and destination .
- 3. Packing List:** A detailed list of the contents of each package in the shipment, including the type, quantity, and weight of each item.
- 4. Entry Manifest (CBP Form 7533) or Application and Special Permit for Immediate Delivery (CBP Form 3461):** A document that provides information about the shipment, including the importer of record, the consignee, and the port of entry.
- 5. Evidence of Bond:** Proof that the importer has obtained a customs bond, which guarantees that all duties and taxes owed to the US government will be paid.
- 6. Entry Summary (Form 3501):** A document that provides detailed information about the shipment, including the classification of the goods, their value, and the duty rate that applies.
- 7. Importer Security Filing (ISF):** Also known as "10+2," this filing is required by CBP and provides detailed information about the goods being imported, including the name and address of the manufacturer, the consignee, and the seller.
- 8. Certificate of Origin:** A document that identifies the country in which the goods were produced and is used to determine the applicable duty rate.
- 9. Import License or Permit:** Depending on the type of goods being imported, some federal agencies may require an import license, permit, or other certification.

Overview of the import process, including clearance and examination procedures

Customs clearance is the process of getting goods imported into the United States through customs. Here is an overview of the customs clearance process and examination procedures and processes:

Customs Clearance Process:

1. Goods arrive in the U.S. and the importer or their customs broker files an entry with U.S. Customs and Border Protection (CBP) and pays the necessary fees.
2. The goods are inspected and reviewed by CBP for admissibility and compliance with U.S. laws and regulations. This includes checking documentation, verifying the HTS code, and reviewing the country of origin.
3. If the goods are found to be admissible and in compliance with all applicable laws and regulations, the shipment is released and delivered to the importer.
4. If the goods are found to be inadmissible or noncompliant, the importer or their broker will need to take corrective action, which may include additional documentation, re-exportation, or destruction of the goods.

Customs Examination Procedures and Processes:

1. Random inspections: CBP may select a shipment for a random inspection to ensure compliance with U.S. laws and regulations.
2. Document inspections: CBP may examine the documentation provided by the importer to ensure accuracy and completeness.
3. Physical inspections: CBP may conduct a physical inspection of the goods to verify the contents and ensure they match the documentation.
4. X-ray or imaging inspections: CBP may use x-ray or imaging technology to inspect the goods without physically opening the packaging.

It is important to note that incorrect or incomplete documentation can result in customs delays, fines, and even seizure of the shipment. Therefore, it is crucial for importers to work with their freight forwarders or customs brokers to ensure that all necessary documents are properly prepared and submitted to CBP.

The role of US Customs and Border Protection (CBP)

The US Customs and Border Protection (CBP) is a federal law enforcement agency within the Department of Homeland Security that is responsible for securing the US borders against illegal entry of people, weapons, drugs, and contraband. CBP is tasked with collecting customs revenue and enforcing import and export laws to protect US businesses and consumers. The agency also coordinates and supports international initiatives, programs, and activities with external partners worldwide to extend the zone of US border security across the globe.

CBP can inspect goods entering the US, including baggage, parcels, and vehicles, to ensure they comply with US laws and regulations. The agency has broad legal authority to search and seize cargo, as well as conduct interrogations and searches of people and their belongings. However, CBP is not authorized to discriminate against individuals based on race, ethnicity, national origin, religion, gender, or political beliefs. The agency is also not allowed to search electronic devices without a warrant, although it can ask individuals to provide access to their devices voluntarily.

If there is a problem with CBP's actions or an individual believes that their rights have been violated, they can lodge a complaint with CBP's Office of Professional Responsibility (OPR). OPR is responsible for ensuring compliance with CBP-wide programs and policies relating to corruption, misconduct, or mismanagement

and executing CBP's internal security and integrity awareness programs. Individuals can also file a complaint with the DHS Office for Civil Rights and Civil Liberties or the DHS Office of Inspector General if they feel their rights have been violated.

Common compliance issues and how to avoid them

Some common compliance issues for first-time importers and tips on how to avoid them:

Companies sending goods to the USA from overseas are usually responsible for:

- 1.** Ensuring that the goods comply with US customs requirements, such as labeling and marking requirements.
- 2.** Certifying their product, if required, to meet US standards and/or helping the importer to do so.
- 3.** Providing accurate and complete documentation to the importer, including commercial invoices, packing lists, and bills of lading.

The USA-based importers are typically responsible for:

- 1.** Obtaining an Importer of Record (IOR) number from the US Customs and Border Protection (CBP) agency.
- 2.** Filing accurate and complete import documentation, including invoices, bills of lading, and certificates of origin.
- 3.** Declaring the correct value of goods, including freight, insurance, and other charges.
- 4.** Ensuring that the imported goods comply with US laws and regulations, such as safety and labeling standards.

Importers should also work closely with their customs brokers and other partners to stay up to date on any changes to US customs regulations and requirements.

Importer of Record (IOR) Responsibilities

The role and responsibilities of the Importer of Record (IOR)

When importing goods from abroad into the USA, it is important to understand the role of the Importer of Record (IOR) and their responsibilities. The IOR is a legally responsible entity or individual who ensures that all goods being imported are properly documented, valued, and comply with Customs and Border Protection (CBP) requirements. The IOR plays a vital role in the import process and assumes all responsibility related to the importation of goods. Below are some key points regarding the Importer of Record:

The Importer of Record is responsible for the following:

1. Ensuring that all shipments are properly documented and valued in accordance with CBP requirements.
2. Payment of all duties, tariffs, and fees related to the imported shipment.
3. Compliance with all laws and regulations related to the importation of goods into the USA.
4. Providing an established business or legal entity in the USA to act as the IOR.

Taking ownership of the goods during the import process and assume all responsibilities related to importation.

It is important to note that the IOR can appoint a representative through a Power of Attorney to act on their behalf. The appointed representative can act as the IOR and assume all responsibilities related to importation, including payment of all duties, tariffs, and fees.

Liabilities and penalties associated with non-compliance

As the entity responsible for ensuring that all goods imported into the United States are appropriately documented and valued in accordance with Customs and Border Protection (CBP) requirements, the Importer of Record (IOR) holds a significant amount of liability in the event of non-compliance. Non-compliance can result in various penalties, including financial fines and even jail time, depending on the severity of the violation.

Some potential penalties for non-compliance of IOR responsibilities when importing goods into the United States may include:

1. Seizure of goods by CBP.
2. Financial fines and penalties, ranging from hundreds of dollars to millions of dollars depending on the severity of the violation.
3. Jail time, ranging from one year to ten years depending on the severity of the violation.
4. Suspension or revocation of import/export privileges.

In addition to the potential penalties, non-compliance can also result in reputational damage and loss of business. It is essential that importers of record fully understand their responsibilities and ensure compliance to avoid these potentially severe consequences.

To avoid non-compliance and associated penalties, the Importer of Record should ensure that they fulfill their responsibilities, which may include:

1. Accurate and complete documentation and valuation of goods in accordance with CBP requirements.
2. Payment of all duties, tariffs, and other fees related to the imported shipment.

3. Compliance with all applicable laws and regulations.
4. Ensuring the shipment meets all regulatory requirements, such as safety and quality standards.

It is also essential that the company sending the goods to the USA from overseas is aware of their responsibilities, which may include:

1. Providing accurate and complete documentation for the shipment.
2. Ensuring the shipment meets all regulatory requirements, such as safety and quality standards.

Choosing the right IOR

Importers should take the possible IOR's dependability and experience into account when selecting an Importer of Record (IOR). While selecting an IOR, keep the following things in mind:

- Experience importing items into the United States from the IOR.
- The IOR's familiarity with customs laws and requirements.
- The accuracy with which the IOR can document and value imported products.
- Response time of the IOR to questions and issues.
- The IOR's capacity to set fair prices for their services.

In order to make sure that the chosen IOR is performing according to expectations, it is also crucial to monitor their performance. IOR performance can be tracked in the following ways:

- Regular verification of the accuracy and completeness of import documentation.
- Monitoring how quickly the IOR responds to questions and issues.
- Reviewing the IOR's performance on a regular basis and identifying areas for development.
- Keeping abreast of modifications to customs laws and ensuring that the IOR is informed of these changes.

Importers can take into account the following in order to minimize expenses when employing an IOR:

- Pricing discussions with prospective IORs.
- Think about working with a third-party IOR provider, who frequently offers more affordable pricing because of economies of scale.
- Choosing an IOR that appropriately records and values items in order to avoid paying excessive taxes and penalties.

When selecting an IOR, importers should carefully take into account the variables mentioned above and should constantly check on their performance to make sure they are living up to expectations.

Importer Security Filing (ISF)

Overview of the Importer Security Filing (ISF) requirements

An Importer Security Filing (ISF) is a requirement of the U.S. Customs and Border Protection (CBP) for ocean shipments entering the United States, with the aim of enhancing national security and international trade facilitation. The ISF must be submitted to CBP at least 24 hours prior to loading the cargo on a vessel. The filing includes information about the goods being imported, as well as the parties involved in the transaction.

The ISF has been also called “10+2,” since it requires the submission of 10 data elements by the importer and 2 data elements by the carrier. Below are some important requirements of the ISF filing:

- The ISF is required for all ocean shipments entering the United States, except those arriving by air or break bulk cargo.
- The ISF must be filed by the importer of record, who is responsible for submitting the required information in a timely and accurate manner.
- The importer must ensure that all data elements required by the ISF are complete and accurate, and must also provide any additional information required by CBP.
- Failure to comply with the ISF requirements may result in monetary penalties, increased inspections, and shipment delays.
- The data elements required by the ISF filing include information about the importer, supplier, and carrier, as well as details about the goods being imported, such as their value, quantity, and packaging.
- Importers may choose to complete the ISF filing themselves or hire a third-party service provider to handle the filing on their behalf.
- Importers must monitor the status of their ISF filing to ensure that it has been submitted to CBP in a timely and accurate manner. They should also keep a record of their ISF filings for future reference.

Penalties for non-compliance with ISF regulations

The Importer Security Filing (ISF) is a Customs and Border Protection (CBP) requirement for ocean cargo imports into the United States. Failure to comply with the regulations can result in penalties, which can be quite severe. Here are some of the potential penalties associated with failing to comply with the ISF regulations:

- Monetary Penalties: Failure to comply with ISF regulations can result in monetary penalties, which can be substantial. These penalties can range from \$5,000 to \$10,000 per violation.
- Increased Scrutiny: Importers who fail to comply with ISF regulations may face increased scrutiny from Customs and Border Protection officials. This can result in delays, added expenses, and other complications for importers.
- Cargo Seizure: Failure to comply with ISF regulations can result in the seizure of your cargo by Customs and Border Protection officials. This can be a devastating outcome for importers, as it can result in significant financial losses.
- Legal Consequences: Importers who fail to comply with ISF regulations may also face legal consequences, such as fines or even imprisonment. These consequences will depend on the severity of the violation and whether it was intentional or unintentional.

Special Trade Programs

To promote global trade, particularly in poor nations, special trade initiatives have been put in place. By lowering or eliminating taxes on items imported into the US, these programs seek to stimulate commerce and economic growth. The Generalized System of Preferences (GSP) and the North American Free Trade Agreement are two such programs (NAFTA).

These unique trade initiatives are advantageous to US importers of commodities as well as their international counterparts. US importers are able to lower the cost of goods and maintain competitiveness in their respective industries by importing items duty-free. Also, these policies are advantageous to foreign businesses who export goods to the US since they give them a financial incentive to do so, which can help their home nations' economies thrive. To promote global trade, particularly in poor nations, special trade initiatives have been put in place. By lowering or eliminating taxes on items imported into the US, these programs seek to stimulate commerce and economic growth.

Generalized System of Preferences

A program called the Generalized System of Preferences (GSP) allows qualified goods from specified beneficiary nations to be treated duty-free. The Trade Act of 1974 established the program with the goal of fostering economic development in underdeveloped nations. According to the GSP program, these nations can export a limited number of goods to the US duty-free, which gives them an incentive to increase their exports to the US. The GSP program is intended to support these nations' economic growth and improve their involvement in the world trading system. The GSP program currently has 119 beneficiary nations, including Indonesia, Thailand, and India.

Benefits of the Generalized System of Preferences (GSP) for USA Importers:

- Provides duty-free access for eligible products from developing countries.
- Saves on costs as duty-free treatment is given to imports from eligible developing countries.
- Supports the promotion of economic development in developing countries, which can lead to increased trade opportunities.

Benefits of the Generalized System of Preferences (GSP) for Exporters to the USA:

- Provides duty-free treatment for eligible products from developing countries.
- Increases market access for eligible products from developing countries.
- Supports economic development in developing countries, which can lead to increased trade opportunities.

North American Free Trade Agreement

The United States, Canada, and Mexico signed the North American Free Trade Agreement (NAFTA), which came into effect in 1994. The majority of trade restrictions among the three nations were removed by NAFTA, including taxes on commodities exchanged between them. By establishing a unified market for products and services with a shared set of trade regulations, NAFTA sought to enhance commerce and investment between the three nations. NAFTA has been credited with boosting commerce between the US, Canada, and Mexico, but it has also come under fire for being blamed for job losses in several US industries.

Benefits of NAFTA for US importers:

- Increased trade: NAFTA eliminated most tariffs and other trade barriers between the United States, Canada, and Mexico, resulting in increased trade between the three countries.
- Greater economic output: Increased trade led to greater economic output, benefiting US importers by providing access to a wider variety of goods and increased competition.
- Reduced costs: NAFTA reduced or eliminated tariffs and other trade barriers, leading to reduced costs for US importers.
- Greater efficiency: NAFTA streamlined the customs and regulatory procedures for goods traded between the three countries, reducing the time and costs associated with importing goods.
- Increased market access: NAFTA provided US importers with increased market access to Canada and Mexico, two countries that are major trading partners of the United States.

Benefits of NAFTA for Canadian and Mexican exporters:

- Increased market access: NAFTA provided Canadian and Mexican exporters with increased market access to the United States, the world's largest consumer market.
- Reduced costs: NAFTA reduced or eliminated tariffs and other trade barriers, leading to reduced costs for Canadian and Mexican exporters.
- Greater efficiency: NAFTA streamlined the customs and regulatory procedures for goods traded between the three countries, reducing the time and costs associated with exporting goods.
- Greater economic output: Increased trade led to greater economic output, benefiting Canadian and Mexican exporters by providing access to a wider variety of markets and increased competition.
- Investment opportunities: NAFTA provided Canadian and Mexican exporters with increased opportunities for investment in the United States.

Additional Resources

1. [The U.S. Customs and Border Protection \(CBP\) website provides information on customs regulations, import requirements, and trade programs such as the Generalized System of Preferences \(GSP\)](#)
2. [The International Trade Administration \(ITA\) provides resources and services to help US businesses export their goods and navigate foreign markets](#)
3. [The National Customs Brokers and Forwarders Association of America \(NCBFAA\) provides education, advocacy, and networking opportunities for customs brokers and freight forwarders](#)
4. [The Trade Law Center provides legal resources and services related to trade, customs, and import/export regulations](#)
5. [The National Association of Manufacturers \(NAM\) provides resources and advocacy for US manufacturers, including those involved in importing and exporting goods](#)
6. [The Global Trade Professionals Alliance \(GTPA\) provides resources and networking opportunities for trade professionals, including importers and exporters](#)
7. [The American Association of Exporters and Importers \(AAEI\) provides resources, advocacy, and education for US businesses involved in international trade](#)
8. [The U.S. Small Business Administration \(SBA\) provides resources and support for small businesses, including those involved in importing and exporting goods](#)
9. [The U.S. Department of Commerce provides resources and services to help US businesses expand their international trade, including importing and exporting goods](#)
10. [The National Institute of Standards and Technology \(NIST\) provides resources and standards for US businesses, including those involved in importing and exporting goods](#)
11. [The U.S. Department of Agriculture \(USDA\) provides resources and regulations related to importing and exporting agricultural products](#)
12. [The U.S. Department of State provides resources and services related to international trade and diplomacy, including those involved in importing and exporting goods](#)
13. [The U.S. International Trade Commission \(ITC\) provides resources and analysis related to international trade, including import and export regulations](#)
14. [The Bureau of Industry and Security \(BIS\) provides resources and regulations related to exporting goods, including those subject to export controls](#)
15. [The Harmonized Tariff Schedule of the United States provides information on the classification and duty rates for imported goods](#)
16. [The Automated Commercial Environment \(ACE\) is an online system for submitting import data and complying with customs regulations](#)
17. [The Importer Self-Assessment \(ISA\) program allows qualified importers to voluntarily monitor and improve their compliance with customs regulations](#)

About the International Trade Council

The International Trade Council (ITC) is a peak-body trade organization that provides a range of services to help exporters navigate the complex world of international trade. ITC members include startups, mid-to-large sized corporations, government export promotion agencies, and government foreign direct investment promotion agencies.

The ITC provides valuable resources and support to help exporters comply with international trade regulations, find new markets, and connect with potential buyers and partners. Through its programs and services, the ITC helps exporters access trade information, training, and market intelligence, as well as providing networking opportunities and business matchmaking services. The International Trade Council is also home to the [Go Global Awards](#), the [Global Business Confidence Survey](#), the [Quality in Business Certification](#) and a [USA Business Incubation Service](#). By leveraging the ITC's resources and expertise, exporters can increase their chances of success in the global marketplace.

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