



# Global Trade Solutions

## ***Services Summary***

*What distinguishes GTS from others is our ability to identify your business needs, customize a practical solution and take the action steps necessary to implement that solution.*

*Our practice includes a diverse group of individuals whose specialties include customs compliance, import, export and global business expertise. Our team of talented professionals provides the following key services and products:*

### **GLOBAL BUSINESS CONSULTING**

Global business solutions and training  
Export management solutions  
International trade and customs offshore strategic planning  
Global Customs valuation reviews  
First sale for export-customs valuation  
Global logistics programs  
International trade development  
Instruments of International Traffic  
Foreign market entry plans

### **GLOBAL TRADE PROGRAM SERVICES**

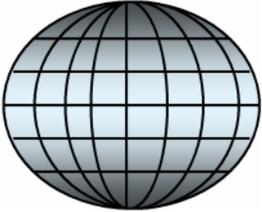
NAFTA certification – development and review  
NAFTA verification review programs  
Generalized System of Preferences  
MERCOSUR compliance and cost minimization  
European Union compliance and cost minimization  
World Trade Organization issues  
Bi-Lateral / Multi Lateral Trade Agreements

### **TRADITIONAL CUSTOMS SERVICES**

Customs Mod Act planning and compliance consulting  
C-TPAT Qualification and Application  
Importer Self Assessment (ISA)  
Duty deferral, minimization and avoidance programs  
Customs defense  
Customs training  
Tariff classification  
Contract management- - Outsourcing  
Customs Valuation of merchandise  
Foreign Trade Zone application and activation  
Foreign Trade Zone cost/benefit analysis  
Policy and procedure manuals  
Bonded Warehouse Application and Implementation  
Review of import fees and taxes  
Research of customs technical issues  
Drawback services  
Import / Export business process reviews and reengineering  
Recordkeeping  
Country of origin marking and certification issues  
Assistance with U.S. Customs Service issues



# Global Trade Solutions



## **The Global Trade Solutions Difference**

### **Global Solutions - Local Resources**

For companies participating in the international marketplace, proper customs planning is as essential as proper tax planning. Accordingly, companies must develop comprehensive strategies for minimizing worldwide customs duties and value-added taxes. This requires understanding the impact such strategies have on all countries and regions in which a company conducts business.

Global Trade Solutions provides you with highly qualified global trade and customs professionals with a broad range of backgrounds. Our professionals combine the unique insights gained from critical study of Customs processes as well as practical experience in developing and implementing trade programs for clients in a variety of industries.

This combined technical and business experience allows you to effectively manage expenses while utilizing local resources.

### **More than Customs Consultants - Business Advisors**

Developing a customs strategy involves more than quoting customs and trade laws. To develop a customs strategy consistent with your overall business strategy requires an understanding of your organization and its business needs.

This level of involvement demands more than consultants. It requires Global Business Advisors - professionals who establish a long-term relationship with you and who come to know your organization and its business needs. Only then can insightful and profitable strategies be developed which minimize your customs and tax liabilities while integrating the process into your overall operations.

### **We Develop Global Trade Strategies - Then Make Them Happen**

As your import / export business advisors, we will develop and implement creative, cost efficient strategies consistent with your financial and business plans.



# Global Trade Solutions



## **Integrated FTZ Strategies**

*What distinguishes Global Trade Solutions from others is our ability to develop an integrated approach to fulfilling your FTZ needs from start to finish.*

*As your Import / Export Business Advisor, we can deliver a full range of services from cost/benefit analysis to compliance reviews of your FTZ.*

*Our knowledge of customs rules and FTZ's combined with our experience in business processes provide you with comprehensive FTZ solutions.*

## **Value-Added Foreign Trade Zone (FTZ) Services**

Our Global Trade Solutions professionals have the full service experience necessary to deliver the FTZ services you require to improve your business performance. Our service offerings include:

### **Cost Benefit Analyses**

We prepare a comprehensive analysis identifying FTZ benefits that apply to your operations. These benefits may include inverted tariff relief, duty deferral, duty avoidance, MPF reduction, and state and local tax avoidance. We take into account the impact of NAFTA and the WTO Uruguay Round staged tariff reductions, as well as implementation and operating costs, to determine the net benefit of utilizing a FTZ.

### **Applications for FTZ status**

We organize and manage the entire application process, from drafting the application to guiding it through review and approval by the sponsoring general purpose FTZ and the Foreign Trade Zones Board.

### **FTZ Inventory Systems**

We work with you to determine systems requirements, develop in-house systems design specifications or assist in vendor software selection and final system integration. We also help clients to develop and document the operating procedures needed to effectively manage FTZ operations and compliance.

### **FTZ Activation**

We prepare U.S. Customs' required procedures manual and obtain all necessary waivers and authorizations from the U.S. Customs Service to allow FTZ operations to begin. We work directly with Customs officials and client representatives to insure that all parties understand how the company will meet its compliance obligations.

### **Contract Management**

We process all FTZ paperwork and transactions, and then prepare required reports and documents on your behalf for filing with Customs. Our objective is to maintain a strong compliance environment, while eliminating administrative distractions that take attention away from your core business.

### **Compliance Reviews**

We review your FTZ operations to assess your compliance with current rules and regulations. We identify opportunities to improve performance by recommending the latest business process and information technology solutions



# Global Trade Solutions

## Integrated Drawback Strategies

*What distinguishes Global Trade Solutions from others is our ability to develop an integrated approach to fulfilling your Drawback needs from start to finish.*

*As your Import / Export Business Advisor, we can deliver a full range of services from cost/benefit analysis to compliance reviews of your Drawback program.*

*Our knowledge of customs rules and Drawback combined with our experience in business processes provides you with comprehensive Drawback solutions.*

## Meeting All Your Drawback Needs

Whatever your Drawback needs may be Global Trade Solutions provides the services and solutions you need to improve your company's bottom line.

- **Understanding Drawback:** We conduct comprehensive seminars on your premises to provide you with information on the impact of Drawback to your business operations.
- **Cost/Benefit Analysis:** We perform a comprehensive analysis of issues assessing the impact of Drawback on your products and operations. We will determine the anticipated duty savings, which may be available through Drawback.
- **Drawback Contract Filing:** We work with you to collect the information necessary to prepare the drawback contract and assist in filing the contract with U.S. Customs and obtaining requisite approvals.
- **Engineering your Drawback Business Process:** We develop and implement procedures, which provide you with a cost effective Drawback program, which meets your business needs including self-administered programs to outsourced programs. We work with your personnel regarding recordkeeping requirements and documentation procedures for Drawback.
- **Claiming Drawback Refunds:** We work with you to prepare and support claims for duty refunds under Drawback. A complete and properly prepared Drawback claim expedites the refund process and reduces the risk of unnecessary delays or disputes.
- **Drawback Compliance Reviews:** We review your operations in order to continue to apply newly developed efficiencies and technologies to your Drawback process while ensuring continued compliance with a myriad of rules and regulations.
- **Drawback Regulation Updates:** We provide timely updates on the impact of new developments in Drawback, which may affect your business decisions and operations.



# Global Trade Solutions

## Export Control Business Solutions

**Global Trade Solutions helps you achieve effective export compliance that is transparent to business operations:**

### *Global Export Compliance Reviews*

We provide multi-location, multi-jurisdictional export compliance reviews to determine “as is” compliance, assess and resolve risks, and implement effective and compliant process improvement procedures. Review techniques include process mapping, transactional sampling using audit methodologies, and interviews with personnel affecting export compliance. We can perform reviews on site at locations around the world in a cost-effective manner, and advise on local export controls as well as U.S. standards.

### *Export Process Engineering*

A key element in successfully managing your export control compliance is having a clear understanding of which individuals and departments have responsibility for each part of the business process. Whether alone or as part of a compliance review, we develop customized training sessions, export control compliance manuals, process maps, and comprehensive, integrated business processes and procedures to assure export control issues will be properly considered in making decisions and compliance responsibilities are met.

### *Software Selection*

Companies are moving towards globalization and automation of compliance procedures throughout the supply chain. This trend has increased the supply of software tools to help automate and improve export control compliance. We assist you in selecting the best solution for your business needs by analyzing the current market offerings and how they will integrate with your business operations and information technology systems.

### *Software Integration and Implementation*

We assist clients with implementing software solutions into current processes and revise procedures to accommodate newly automated functions. We also assist with ERP implementations, in ensuring that the data fields will be sufficient to address export control issues should the company later decide to automate the export control function.

### *Classification Services*

We provide ECCN, Schedule B, and HTS classifications, including BIS commodity classification and jurisdiction requests.

### *Operational Export Consulting Advice*

We help clients determine and fulfill their regulatory obligations, including licensing requirements, embargoes, deemed export regulations and intangible export controls.

### *Experienced Professionals*

Global Trade Solutions is dedicated to providing integrated global trade management services to small and mid size multinational companies. Our professionals have over 25 years experience of export controls in many countries, exploring planning opportunities, developing strategies, and implementing procedures to minimize international trade costs, while assuring compliance with applicable governmental regulations. This experience has been gained through hands-on management of export operations, compliance reviews, and global trade strategies.



# Global Trade Solutions

## **Integrated NAFTA Strategies**

*What distinguishes Global Trade Solutions from others is our ability to develop an integrated approach to fulfilling your NAFTA needs from start to finish.*

*As your Import / Export Business Advisor, we can deliver a full range of services from cost/benefit analysis to compliance reviews of your NAFTA program.*

*Our knowledge of customs rules and NAFTA combined with our experience in business processes provides you with comprehensive NAFTA solutions.*

## **Value-Added NAFTA Services**

Whatever your NAFTA needs may be Global Trade Solutions stands ready to provide the services you need to improve your company's financial performance.

**Understanding NAFTA:** We conduct comprehensive seminars on your premises to provide you with information regarding the impact NAFTA has on your industry and your business.

**Cost/Benefit Analysis:** We perform a comprehensive analysis of issues, assessing the impact the NAFTA legislation has on your products and operations. We will determine the anticipated duty savings, which may be available through NAFTA.

**Engineering your NAFTA Business Process:** We develop and implement procedures by which you will be self-sufficient in administering your NAFTA program. We work with your personnel regarding NAFTA origin rules, recordkeeping requirements and documentation procedures.

**Claiming your NAFTA Refunds:** We work with you to prepare and support claims for duty refunds under NAFTA. A complete and properly prepared NAFTA claim expedites the refund process and reduces the risk of unnecessary delays or disputes.

**NAFTA Compliance Reviews:** We review your operations in order to continue to apply newly developed efficiencies and technology to your NAFTA process while ensuring continued compliance with a myriad of rules and regulations.

**NAFTA Legislation Updates:** We provide timely updates on new developments in NAFTA, which may affect your business decisions and operations.



# Global Trade Solutions

## **Integrated Customs Strategies**

*What distinguishes Global Trade Solutions from others is our ability to develop an integrated approach to fulfilling your Customs needs from start to finish.*

*As your Import / Export Business Advisor, we can deliver a full range of services from cost/benefit analysis to compliance reviews of your Customs function.*

*Our knowledge of customs rules and procedures combined with our experience in business processes provides you with comprehensive solutions.*

Global Trade Solutions' professionals provide the following services designed to improve your company's financial performance:

**Tariff Classification:** Tariff classification determines the duty rate for imported products, eligibility for trade preference agreements and whether or not the product is admissible, subject to import quotas or other government agency requirements. We review the tariff classifications of your products to determine which classifications are correct and the most advantageous.

**Valuation of Merchandise:** We work with you to determine the proper customs value of merchandise by assuring all required adjustments (both additions and deductions such as assists, royalties, license fees, assembly and construction costs in the country of importation, etc.) to the invoice price are properly considered.

**Preferential Trade Agreements:** We help you identify opportunities to use preferential trade agreements such as the NAFTA, GSP, CBI, U.S. Goods Assembled Abroad, Mercosur, and various Multi-lateral & Bi-lateral trade agreements to lower your customs duty liability when making decisions as to plant locations, sourcing of materials and capital expenditures. In addition, we provide the hands-on experience in managing these programs and complying with Customs requirements.

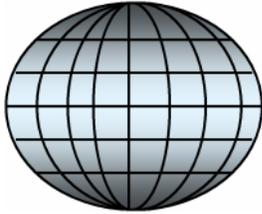
**Engineering the Customs Business Process:** We help you develop a comprehensive, integrated business process which assures customs planning issues will be properly considered in making decisions and compliance responsibilities are met.

**Duty Avoidance/Minimization/Deferral/Recovery:** We develop strategies utilizing tools such as foreign trade zones, bonded warehouses, and special tariff provisions such as U.S. Goods Returned and Temporary Importation Bonds to avoid/defer/minimize duty costs. We also identify opportunities for duty refunds where available under Customs drawback statute and regulations. When merchandise is imported and later exported in an unused condition or as part of another product, 99% of the import duty paid may qualify for refund.

**Customs Compliance:** Customs due diligence is in a companies best interest. Therefore companies involved in international trade should perform periodic compliance reviews. These reviews are designed to ensure that systems and procedures are operating as planned and meet the customs recordkeeping and other compliance requirements while operating in an efficient and cost effective manner. In addition, we can assist in preparing for and managing customs Focused Assessment audits.



# Global Trade Solutions



## Integrated Compliance Strategies

*What distinguishes Global Trade Solutions LLC from others is our ability to develop an integrated approach to fulfilling your Customs needs from start to finish.*

*As your Import / Export Business Advisor, we can deliver a full range of services from cost/benefit analysis to compliance reviews of your Customs function.*

*Our knowledge of Customs rules and procedures combined with our experience in business processes provide you with comprehensive solutions.*

## Meeting All of Your Compliance Needs

### A Comprehensive Approach to Meeting Customs Compliance Requirements

The passage of the Customs Modernization and Informed Compliance Act (Mod Act) implemented many new regulations for importers. The Mod Act assigns Customs the responsibility for clearly defining and communicating these regulations to the trade community. The Mod Act also requires the trade community to act with *Reasonable Care* in meeting those obligations and responsibilities, of which there are severe penalties for non-compliance.

Internal Compliance Reviews prepare companies for the new Customs Informed Compliance environment and are recommended by Customs as an indication of exercising the new *Reasonable Care* standard. In addition, a thorough assessment of a company's customs function often reveals latent opportunities for customs duty savings.

### What are the new responsibilities of the Importer?

**Reasonable Care:** Importers now have a regulatory responsibility to exercise *Reasonable Care* when: classifying merchandise, establishing the value of imported merchandise (using one of the Customs approved methods), determining country of origin, determining marking requirements, maintaining an accurate recordkeeping system, and following all other provisions of the Customs Regulations. Importers can continue to use a Customs Broker to assist in the above obligations, but no longer can importers rely solely on the Customs Broker to ensure compliance. The importer is now ultimately responsible.

**Statutory and Regulatory Changes:** The Mod Act shifts the burden of knowledge of the regulations directly to the importer. Importers are now directly responsible for self-education and compliance with Customs laws.

**Customs Business Process:** The customs function should be clearly defined through solid written procedures. These procedures must be maintained and internal controls must be in place to ensure the continued reliability of the system. Recordkeeping must be coordinated among all departments that affect the customs function.

**Compliance Assessments:** Customs is currently conducting Focused Assessment Reviews on importers. Companies that fail to meet compliance standards are required to initiate compliance improvement plans, which can be time consuming, resource consuming, and the reviews can result in severe penalty assessment. We perform compliance reviews for our clients as well as assist them through the formal Focused Assessment process.