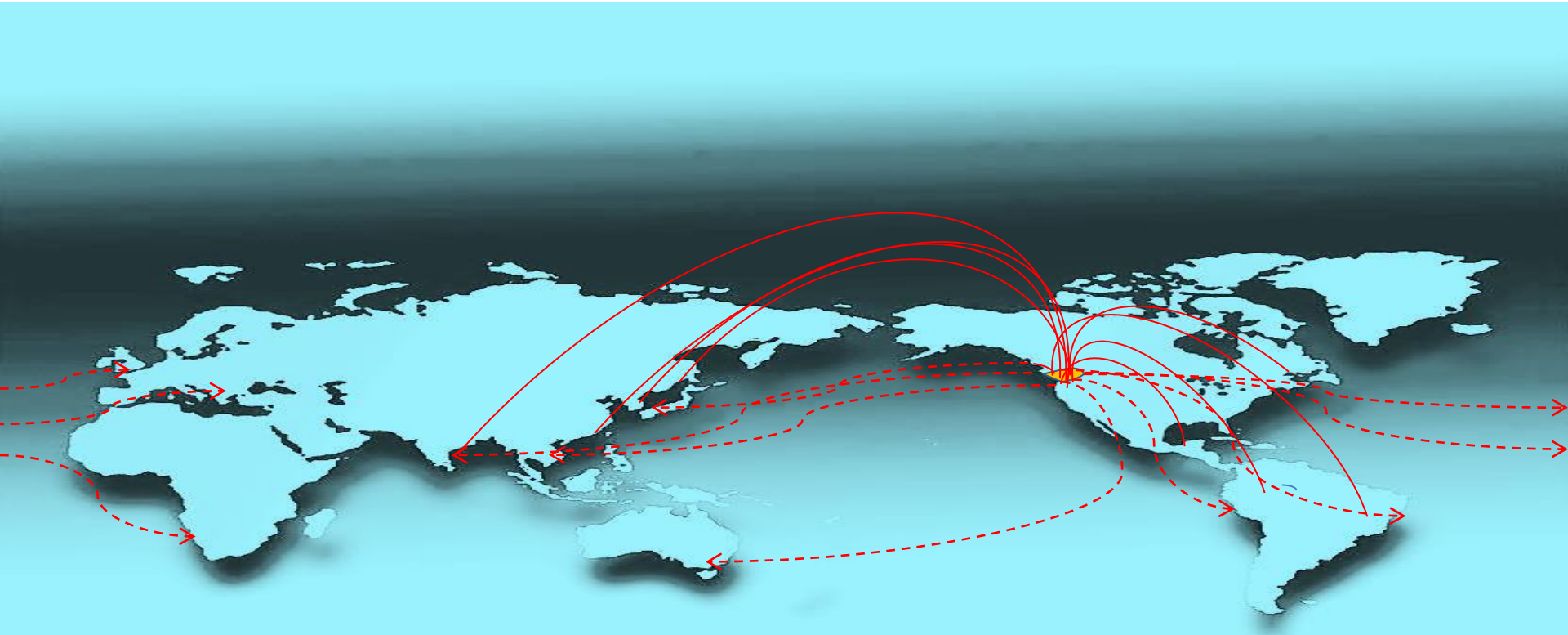




# WASHINGTON STATE SBDC EXPORT READINESS CENTERS

This video was funded by the Washington State Community Economic Revitalization Board (CERB) through a grant from Washington State.



*WSBDC International Trade Specialists Provide Your Business with Export Advising Expertise, Market Research and Market Entry Planning*



# Logistics Providers for International Trade

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**Expeditors International of Washington, Inc.**

Ian Hizzey , Spokane Operations Manager

<http://www.expeditors.com/>



# Start with knowing your Classification

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- HTS – Harmonized Tariff System USHTS – US Tariff Schedule <http://hts.usitc.gov/>
  - Import Tariff Determination
  - 10 digits
- Schedule B  
<http://www.census.gov/foreign-trade/schedules/b/>
  - Export Reporting <http://www.census.gov/foreign-trade/aes/index.html>
  - Census <http://www.census.gov/mso/www/training/>
  - Minimum of 6 digits

# The Freight Forwarder

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- 3<sup>rd</sup> Party Logistic Provider. Acts on your behalf as negotiating agent to get your goods to the buyer by any means of transportation. <http://www.logisticslist.com/>
- A "freight forwarder" is a person engaged in the business of assembling, collection, consolidating, shipping and distributing freight.
- Each is also an agent in the transshipping and clearing of freight to or from foreign countries, including full preparation of documents, arranging for shipping, and warehousing.



# The Customs Broker

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- An individual or company **Licensed** by the Government to conduct Customs Business on behalf of others.
- Activities include: the entry, admissibility, classification, valuation, and payment of duties
  - Calculate duty payments and file entries on your behalf
  - Your advocate with Customs
- Brokers are often Freight Forwarders as well.

[https://help.cbp.gov/app/answers/detail/a\\_id/418/~importers---who-needs-a-customs-broker-to-help-clear-goods-through-cbp](https://help.cbp.gov/app/answers/detail/a_id/418/~importers---who-needs-a-customs-broker-to-help-clear-goods-through-cbp)

# INCOTERMS Categories

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- **"E"-term (EXW)** - the seller only makes the goods available to the buyer at the seller's own premises. It is the only one of that category.
- **"F"-terms (FCA, FAS and FOB)** - the seller is called upon to deliver the goods to a carrier appointed by the buyer.
- **"C"-terms (CFR, CIF, CPT and CIP)** - the seller has to contract for carriage, but without assuming the risk of loss or damage to the goods or additional costs due to events occurring after shipment or dispatch.
- **"D"-terms (DAF, DES, DEQ, DDU and DDP)** - the seller has to bear all costs and risks needed to bring the goods to the place of destination.

**Risk to Seller increases as you progress from "E" to "D" terms.**



# Working with Logistics Service Providers

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1. What do logistics companies do in general?
2. Specific tasks that freight forwarders do on behalf of clients.
3. Any specific red flags or service areas the client should use caution with
4. How to choose a freight forwarder?



## Get the help you need to deal with your Logistics needs!

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- Work with the logistics providers we have talked about to get the help you need.
- Contact a **SBDC Trade Specialist** to get one-on-one, no-cost advising to develop your shipping and logistics system that meets your needs and keeps you in compliance.
- Attend Training: <https://export.wsbdc.org/events>





# International Trade Centers Contact Information

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## Trade Specialist Contacts

[https://export.wsbdc.org/cms/  
contact-and-bios](https://export.wsbdc.org/cms/contact-and-bios)

## Export Web Portal

<https://export.wsbdc.org/>