

# EGI Global Trade Solutions

## PROVIDING SOLUTIONS

EGI Global Trade Solutions provides a unique blend of international trade related services specializing in solving international trade problems, overcoming obstacles with the government and other barriers to trade, providing supply chain solutions, educating the international trade community regarding Foreign Trade Zones and expediting international cargo through the U.S. ports of entry for importation and exportation.

Our approach is to become an extension of your business by knowing your industry, anticipating your requirements and acting with urgency. Moving cargo from origin to final destination is our specialty. Our integrated services are designed to turn your logistics into a competitive advantage.

EGI Global Trade Solutions delivers decades of combined real world experience in international trade and customs compliance.



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International Trade  
Customs and Compliance  
Foreign Trade Zone  
Logistical Solutions

## Our Focus

EGI Global Trade Solutions offers a full range of services from cost/benefit analysis to compliance reviews of your customs functions. Our knowledge of customs rules and procedures combined with our experience in business processes provides you with comprehensive trade solutions



### Integrated Customs Strategies

**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.

### NAFTA/CAFTA Services

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

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

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

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

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

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

For companies participating in the international marketplace, proper customs planning is as essential as proper tax planning. Companies must develop comprehensive strategies for minimizing worldwide customs duties and value-added taxes

The **Foreign Trade Zone Program** was created by the United States government in the 1930's to facilitate international trade, increase the global competitiveness of U.S.-based companies and stimulate domestic economic development. The program continues to thrive and change to better meet the needs of American companies in the global economy

## Foreign Trade Zone (FTZ) Services

### 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.

## What can you do in a FTZ?

Manufacture	Assemble	Repackage
Relabel	Display	Store
Test	Repair	Process
Manipulate	Salvage	Destroy

## How Can You Benefit from the FTZ?

### Defer Duties

Customs duties are paid only when and if goods are transferred into U.S. Customs territory. The savings allow you to keep critical funds accessible for operating needs. There is no limit on the length of time items can remain in the zone.

### Reduce Duties

With zone status, you may be allowed to pay lower duties on goods and products assembled or manufactured within the zone. If the duty rate on a finished product is lower than the rate on the components, you pay the lower rate.

### Eliminate Duties

Customs duties are eliminated on merchandise exported from the zone. No duties are paid on labor, overhead, or profit attributed to production operations in the zone. Duty is not paid on in-bond, zone-to-zone transfers of goods and products. And generally, duties are also eliminated for material scrapped, destroyed or consumed in the zone.

### Improve Profits

A key benefit of the FTZ program is improving cash-flow by deferring, reducing and eliminating customs duties. There are many other advantages to doing business in the zone. Almost any business that imports and/or exports goods and products can benefit.