



January 2010

## Upcoming KWTC Events

### ■ New in 2010: Trade Talks

KWTC is now offering a series of classes designed as tutorials on a variety of condensed topics. These two hour classes are perfect for those interested in to-the-point education on important topics in international trade and will provide attendees with key tools to take back to use at the office.

<b>Trade Talks:</b> How to Conduct International Market Entry Analysis	<b>When:</b> January 7, 2010 7:30-9:30 AM
"How to Conduct International Market Entry Analysis" will teach attendees what factors to consider when taking your business international, how to rank those factors by importance to your company and where to find the information needed to make those decisions. The class will be taught by Libby Pearson , Director of Trade Services, with the KWTC.	<b>Where:</b> KWTC 125 N. Market, Ste. 1260 Wichita KS, 67202
	<b>Cost:</b> \$65.00 Standard \$50.00 Members

<b>Trade Talks:</b> Export Documentation	<b>When:</b> January 21, 2010 3:00-5:00 PM
Export Documentation will teach attendees what documents are needed to ship your goods overseas, where to find the documents and how to obtain the information needed to fill out these documents. The class will be instructed by freight forwarding company, Held & Associates, Inc.	<b>Where:</b> KWTC 125 N. Market, Ste. 1260 Wichita KS, 67202
	<b>Cost:</b> \$65.00 Standard \$50.00 Members

### ■ Training Seminars

<b>Training Seminar:</b> Basics of Export Compliance	<b>When:</b> February 4, 2010
This seminar will cover the information exporters need to know to comply with U.S. export control requirements. Topics covered include: governing regulations -including the Export Administration Regulations (EAR), International Traffic in Arms Regulations (ITAR) and Office of Foreign Assets Control (OFAC) as well as topics such as jurisdiction, classification, enforcement and penalties, structure of the Commerce Controls List, the format of the ECCN, license requirements, the country chart and much more.	<b>Cost:</b> \$200.00 Standard \$160.00 Members
	Location & time to be determined. Registration is currently open for this event.



**Are you an IntelliPORT user?** For a limited time you are eligible for a 10% discount at KWTC Education & Training. For more information or to register for these events, [click here](#) or contact Libby Pearson at [pearson@kansaswtc.org](mailto:pearson@kansaswtc.org).

## Trade News & Alerts

### ▪ **Update: Brazil May Increase Tariffs**

The Brazilian Chamber of Foreign Trade (CAMEX) recently released a list of over 200 U.S. products that may be subject to retaliatory tariff increases of up to 100% starting January 2010. The list includes agricultural and textile, motor vehicle, electronics, cosmetics, medical equipment and pharmaceutical products.

This action stems from the WTO August ruling giving Brazil authority to impose duties as a result of the U.S. failure to comply with previous WTO ruling against U.S. cotton industry subsidies. This ruling gives Brazil the right for an initial retaliation of up to \$800 million in U.S. goods and services.

Submission of comments is currently only open to Brazilian importers. If you have customers or operations in Brazil that import U.S. products provided for on the list of goods, we encourage you to contact them immediately so they may voice their concerns.

#### **Additional Information**

- [List of goods subject to increased duty rates](#)
- [Original resolution \(Portuguese\)](#)
- [Comment Submission Form \(for Brazilian importers\)](#)

### **UPDATE**

The Brazilian Chamber of Foreign Trade (CAMEX) has delayed issuance of the final list of U.S. exports subject to retaliatory duties until February 2010. Officials say an announcement of sanctions that will take effect and the specific value of U.S. goods covered will be released with the final list of goods.

The Brazilian government will consider all public comments on the proposed list of goods when developing the final list. Over 400 comments have reportedly been received - 95% call for the removal of specific products.

### ▪ **Updates to Importer Security Filing (ISF)**

This Federal Register notice clarifies the bond terms applicable to the importer security filing bond as set forth in an Appendix to the Customs and Border Protection bond regulations by adding the liability amounts for a breach of the bond and by adding a paragraph to cover a single transaction.

The interim rule issued on November 25, 2008 requires the submission of an Importer Security Filing (ISF) for cargo arriving in the U.S. by a vessel and a bond to secure compliance with the



requirement. Recent updates clarify the bond terms, specifically on the liability amounts for violation of the importer security filing bond and single ISF transactions. CBP has made corrections to the regulatory text to clarify the bond terms.

**Resources on ISF "10+2"**

- [Original Federal Register Notice](#)
- [Brochure on ISF "10+2"](#)
- [CBP's Website on ISF "10+2"](#)

**Corrections:**

- CBP is revising the Appendix D ISF bond language to add the \$5,000 liquidated damages clause contained in the other bond provisions.
- Appendix D currently states that the bond is effective for one year beginning with the effective date and for each succeeding annual period, or until terminated. The text is being revised to make clear that the Appendix D ISF bond may also be used to cover a single transaction.

▪ **ITA Releases Determination: China Steel Products Sold at Less Than Fair Value**

The International Trade Administration (ITA) recently announced the preliminary determination of pre-stressed concrete steel wire strand (HTSUS 7312.10.3010 and 7312.10.30.12) and certain steel grating (HTSUS 7308.90.7000) sold by Chinese producers/exporters for less than normal value.

Final determination is scheduled to be issued for the PC strand and grating in March and April 2010, respectively.

**ITA Fact Sheets on Determinations**

- [PC Strand](#)
- [Steel Grating](#)

▪ **USTR & Department of Agriculture Release Statement on Potential Beef Ban**

In a joint press release, officials from USTR and the Department of Agriculture express growing concern over certain proposed amendments to Taiwan's Food Sanitation Act. The amendments would bar import of certain U.S. beef and beef products.

Deputy United States Trade Representative Demetrios Marantis and Undersecretary for Farm and Foreign Agricultural Services Jim Miller stated, "The proposed amendment's provisions do not have a basis in science or fact and thus in no way serve to protect Taiwan's food supply."

The release continued by stressing the U.S. commitment and compliance to science-based guidelines to minimize the risk of Bovine Spongiform Encephalopathy (BSE).

**For more information, assistance, or comments on any of the articles in this publication, contact Shailey Innes at [innes@kansaswtc.org](mailto:innes@kansaswtc.org).**



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