



GO GLOBAL





ROADMAP FOR EXPORTING SUCCESS

FOREIGN TRADE DIVISION

The  source for U.S. export and import statistics and responsible for issuing regulations governing the reporting of all export shipments from the United States.

U.S. EXPORTS TO THE WORLD

What was the **dollar value** of the goods and services the U.S. exported in 2012?

A \$500 million

B \$1 billion

C \$500 billion

U.S. EXPORTS TO THE WORLD

The U.S. exported

\$2.2 trillion

in goods and services to
240 markets worldwide in 2012

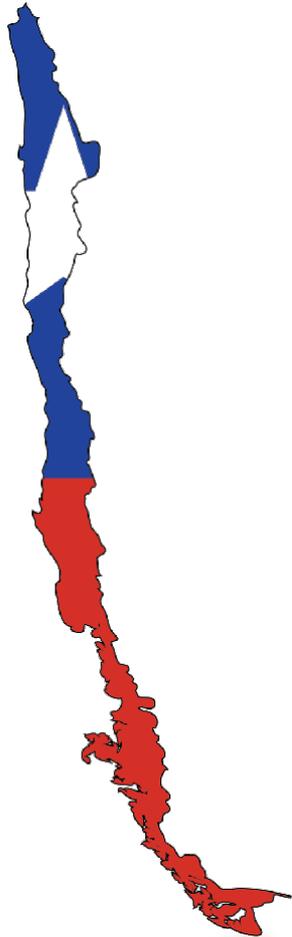


EXPORTS TO CHINA



- In 2012, the U.S. exported \$110.5 billion in goods to China.
- In 2012, Montana exported \$106.0 million in goods to China.
- Between 2008-2012, Montana exports to China grew 72.9%.

EXPORTS TO CHILE



- In 2012, the U.S. exported \$18.8 billion in goods to Chile.
- In 2012, Montana exported \$11.3 million in goods to Chile.
- Between 2008-2012, Montana exports to Chile grew 122.4%.

COMMODITY CLASSIFICATION

- Harmonized System (HS)
 - Schedule B for Export
 - Harmonized Tariff Schedule (HTS) for Import
- North American Industry Classification System (NAICS)
- Standard International Trade Classification (SITC)
- End-Use

FOREIGN TRADE WEBSITE

The screenshot displays the United States Census Bureau's Foreign Trade website. The main navigation bar includes links for People, Business, Geography, Data, Research, and Newsroom. The page title is "Foreign Trade" with sub-navigation for Main, About Foreign Trade, Data, AES, Regulations, Reference, Definitions, Schedule B, and FAQs.

U.S. International Trade Data

Latest U.S. International Trade in Goods and Services Report

The Nation's international trade deficit in goods and services increased to \$38.8 billion in August from \$38.6 billion in July (revised), as exports decreased and imports increased. (October 24, 2013)

[GET EMAIL UPDATES](#)

- [Latest U.S. International Trade in Goods and Services Report—PDF | ZIP \(TXT\) | ZIP \(XLS & DOC\)](#)
- [Summary](#)
- [Previous releases](#)

August 2013 Trade Highlights

- August exports of services (\$58.8 billion) and imports of services (\$37.4 billion) were the highest on record.
- August exports of automotive vehicles, parts, and engines (\$13.1 billion) were the highest on record.
- August imports of capital goods (\$48.3 billion) were the highest since May 2012 (\$48.8 billion).

Interactive Graphs *Visualize Trade*

The graph, titled "U.S. International Trade in Goods and Services," shows Exports, Imports, and Balance from August 2011 to August 2013. A callout box highlights: **AUGUST 2013 TRADE BALANCE - \$38.8 Billion**.

More DATA

- Trade Highlights
- Balance by Partner Country
- Country/Product Trade
- State Data
- Historical Series
- Notices and Corrections
- Related Party Trade
- Other Releases
- Data Products

Important Links

- Global Reach Blog
- Newsletters
- AESDirect
- DropBox
- Guide to Foreign Trade
- Foreign Trade Products
- Download Subscription
- USA Trade Online

Related Sites

- Business and Industry
- Relation Room

August 2013 Trade Numbers

Deficit: \$38.8 Billion
Exports: \$199.2 Billion
Imports: \$228.0 Billion

Next release: November 14, 2013
[Complete Release Schedule](#)

Export Training Videos

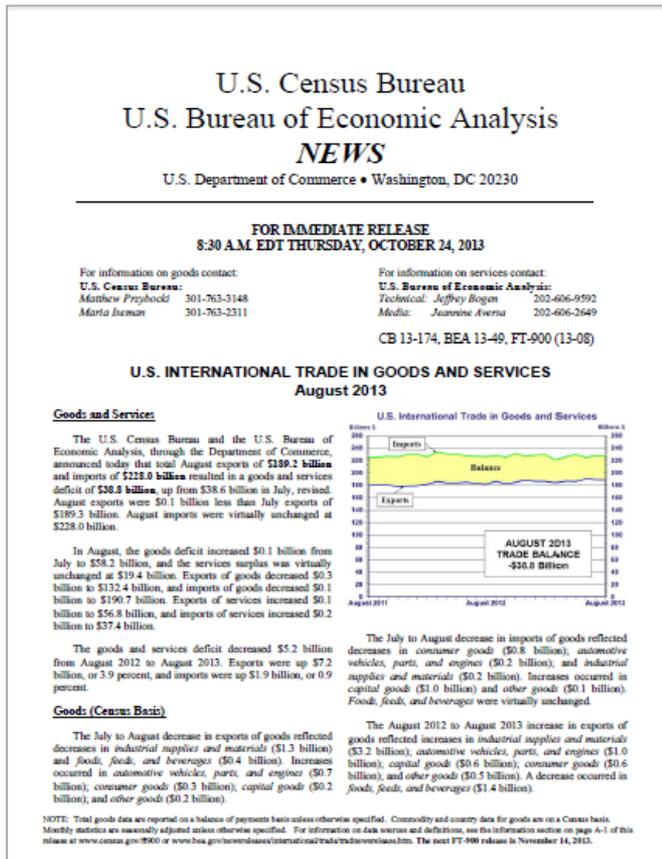
[Collection of videos](#) to enhance export training.

Upcoming Training

[Export Compliance Program](#)

- November 6-7, 2013
Dallas, TX
- December 4-5, 2013
Savannah, GA
- December 16-17, 2013
Milwaukee, WI

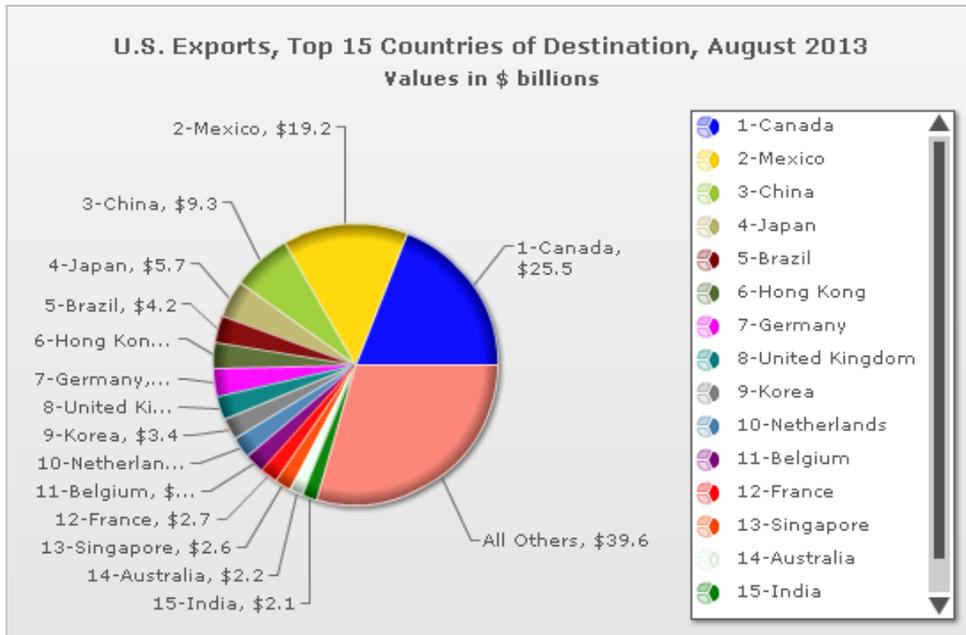
U.S. INTERNATIONAL TRADE IN GOODS AND SERVICES REPORT (FT-900)



- U.S. Exports and Imports
 - Seasonally Adjusted
 - Not Seasonally Adjusted
- Commodity Specific Statistics
- Selected Country and Area
- State Trade Data
 - Manufactured Goods
 - Non-manufactured Goods

VISUALIZE TRADE DATA

- Interactive Graphs



- U.S. Trade in End-Use and Services
- Top Trading Partners
- Graph of the Month

VISUALIZE TRADE DATA

Trade in Goods with Canada

Available years:

- [2013](#) | [2012](#) | [2011](#) | [2010](#) | [2009](#) | [2008](#) | [2007](#) | [2006](#) | [2005](#) | [2004](#) | [2003](#) | [2002](#) | [2001](#) | [2000](#) | [1999](#) | [1998](#) | [1997](#) | [1996](#) | [1995](#) | [1994](#) | [1993](#) | [1992](#) | [1991](#) | [1990](#) | [1989](#) | [1988](#) | [1987](#) | [1986](#) | [1985](#)
- [Notes](#)

2013 : U.S. trade in goods with Canada

NOTE: All figures are in millions of U.S. dollars on a nominal basis, not seasonally adjusted unless otherwise specified. Details may not equal totals due to rounding.

Month	Exports	Imports	Balance
January 2013	23,142.8	27,963.4	-4,820.6
February 2013	23,210.0	25,732.9	-2,522.9
March 2013	25,990.9	28,299.0	-2,308.1
April 2013	26,245.0	28,590.5	-2,345.5
May 2013	26,476.7	28,343.1	-1,866.4
June 2013	25,359.4	27,143.5	-1,784.1
July 2013	23,625.2	26,354.9	-2,729.7
August 2013	25,531.3	27,835.3	-2,304.0
TOTAL 2013	199,581.4	220,262.7	-20,681.3

Interactive Graphs

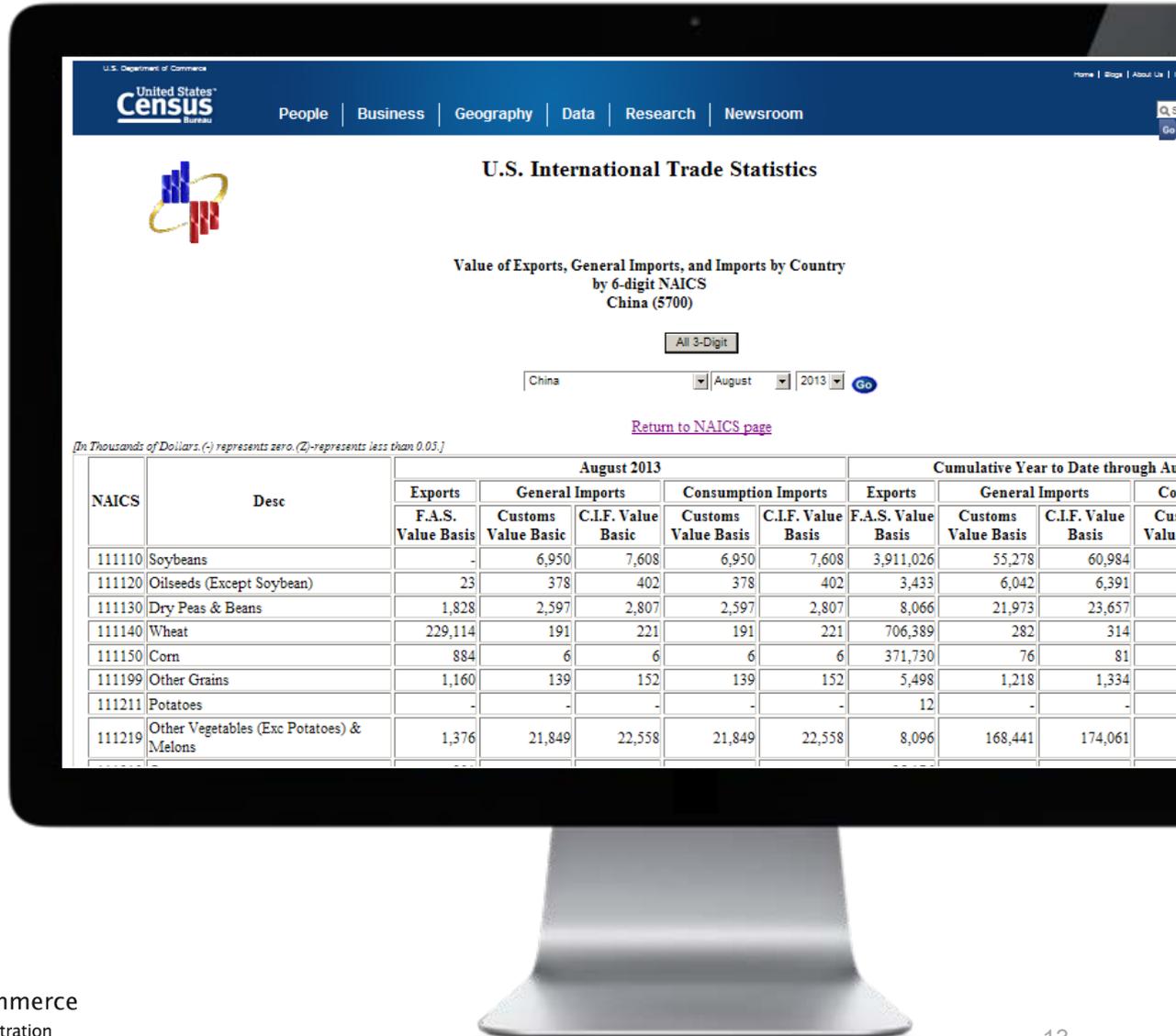
- U.S. Trade in End-Use and Services
- Top Trading Partners
- Graph of the Month

Country Trade Balance

- Country groupings by area
- Trade agreements

PRODUCT DETAIL BY COUNTRY

- NAICS by Country
- Country by NAICS
- SITC
- Exports and Imports Data
 - Monthly
 - Year-to-Date



VISUALIZE TRADE DATA

State Exports for MONTANA

Contents:

- [Top Commodities](#)
- [Top Countries](#)

Total U.S. Exports (Origin of Movement) via MONTANA Top 25 6-digit HS Commodities Based on 2012 Dollar Value

U.S. Exports by Origin State ([Origin of Movement Series](#)). Values in millions of dollars. Percent Cha

Rank	HS Code	Description	2009 Value	2010 Value
---	---	Total MONTANA Exports and % Share of U.S. Total	1,053	1,393
---	---	Total, Top 25 Commodities and % Share of State Total	524	814
1	270119	COAL NESOI, NOT AGGLOMERATED	38	109
2	282550	COPPER OXIDES AND HYDROXIDES	96	150
3	271012	LT OILS, PREPS GT=70% PETROLEUM/BITUM NT BIOD	0	0
4	270112	BITUMINOUS COAL, NOT AGGLOMERATED	0	0
5	848620	MACHINES FOR MAN. SEMICONDUCTOR DEVICES/ELEC I	61	116

- Interactive Graphs
 - U.S. Trade in End-Use and Services
 - Top Trading Partners
 - Graph of the Month
- Country Trade Balance
 - Country groupings by area
 - Trade agreements
- State Data
 - Top 25 HS Commodities

OTHER STATISTICAL RELEASES

U.S. Census Bureau News

U.S. Department of Commerce • Washington, D.C. 20230

FOR IMMEDIATE RELEASE
8:30 A.M. EDT Friday, April 5, 2013

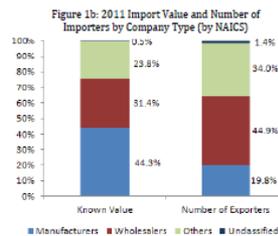
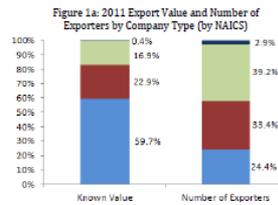
For information contact:
Phone: (301) 763-3629 Email: ftd.profile.list@census.gov
Joe Kafchinski, Joseph DeCampo, Ryan Coleman or Sherri Ewing

CB13-56

A Profile of U.S. Importing and Exporting Companies, 2010 - 2011

The U.S. Census Bureau, Department of Commerce, releases the report, *A Profile of U.S. Importing and Exporting Companies, 2010 - 2011*. It provides information on identified companies and their known export or import value. Identified U.S. companies are defined as companies that can be linked to import or export transactions. The known value is the value of export or import transactions linked to specific companies. The increases in known export and import values correspond with the overall increase of trade in 2011; total export value increased by 15.8 percent and total import value increased by 15.4 percent. The number of identified exporters increased by 2.8 percent in 2011 and the known export value increased by 15.7 percent compared to 2010. The number of identified importers increased by 1.3 percent in 2011 and the known import value increased by 15.8 percent.

In 2011 the identified U.S. exporters accounted for \$1,320 billion in exports or 89.2 percent of the total value of exported goods (\$1,480 billion). In 2011 the number of identified U.S. exporters was 302.3 thousand, up from 294.0 thousand in 2010 (revised). In 2010, the known value was revised to \$1,140 billion.

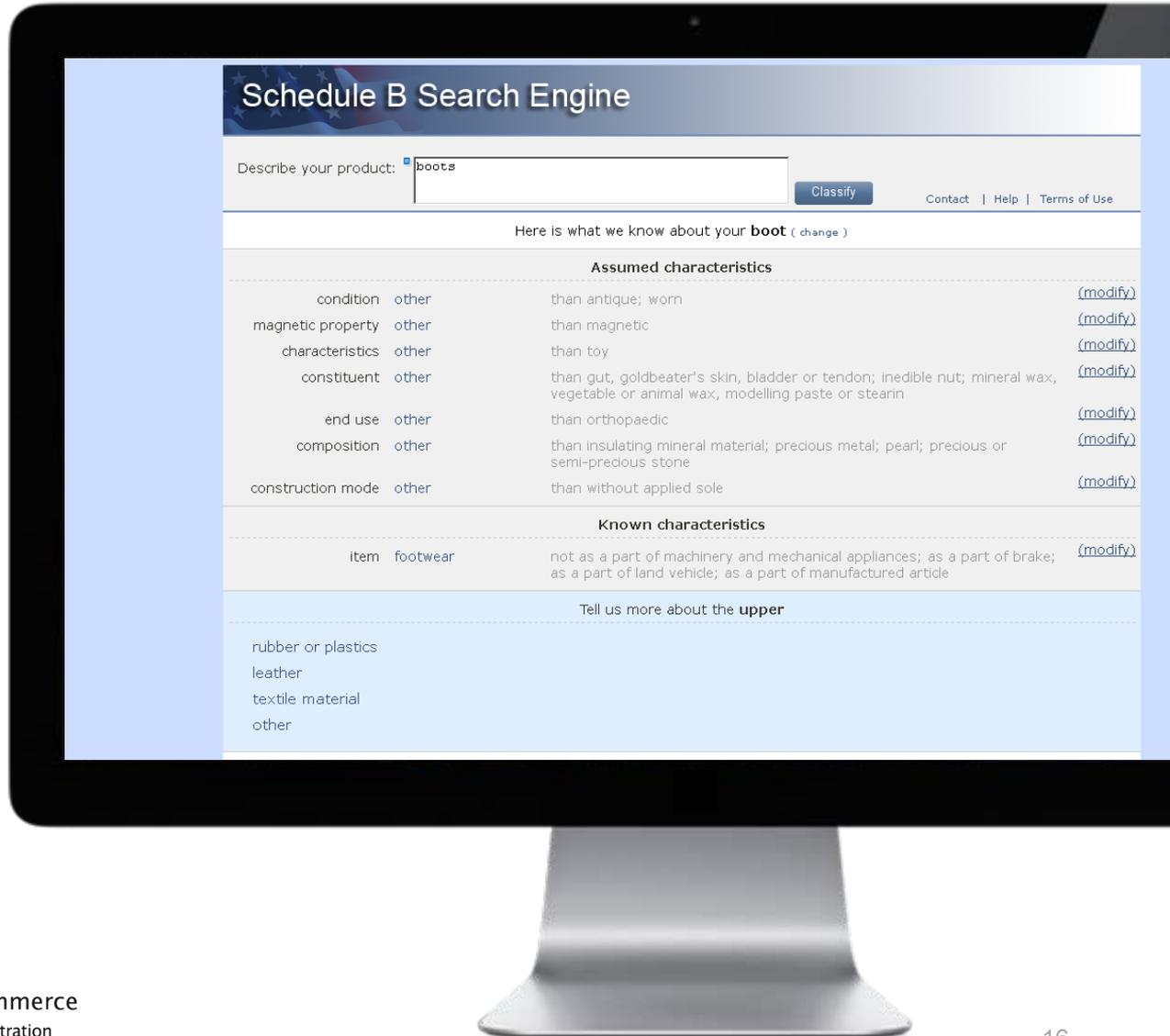


NOTE: All percentages given for company size are based on known value.

- FT-920
 - Merchandise Trade Selected Highlights
- U.S. Imports for Consumption of Steel
- Profile of U.S. Importing and Exporting Companies

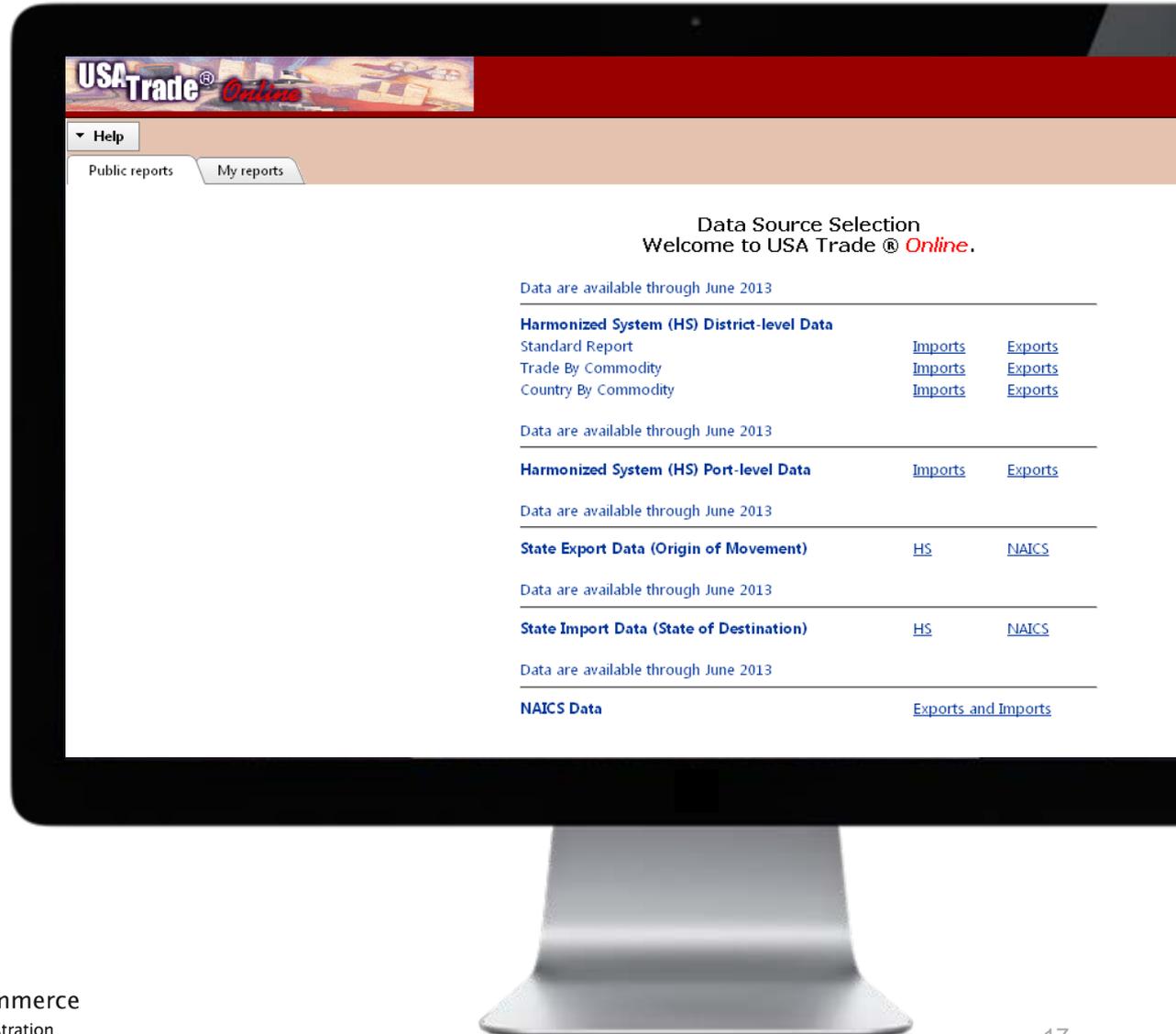
SCHEDULE B SEARCH ENGINE

- Classify Your Products
- Avoid Costly Fines and Penalties



USA TRADE ONLINE

- Current and Historical Data
- Trade Data
 - Product
 - Country
 - District
 - State
 - Port
- HS and NAICS-Based Statistics



BASICS OF EXPORT COMPLIANCE

- Schedule B Product Classification
- Foreign Trade Regulations (FTR)
- Export Filing with Automated Export System (AES)
- Role of Freight Forwarder

FOREIGN TRADE REGULATIONS

15 CFR PART 30

The Foreign Trade Regulations (FTR) set forth roles and responsibilities for all parties involved in the export transaction, including:

- Information to be reported in the Automated Export System
- Definitions of terms
- Penalty provisions
- Reporting requirements based on method of transportation
- Exemptions and exclusions from reporting requirements

Other useful information found in the FTR:

- Sample Power of attorney and written authorization
- Concordance between the existing and previous regulations

AUTOMATED EXPORT SYSTEM

AES is a cross agency collaborative effort between the U.S. Census Bureau, U.S. Customs and Border Protection and other federal agencies to allow for exports to be reported electronically.

Benefits of electronic reporting:

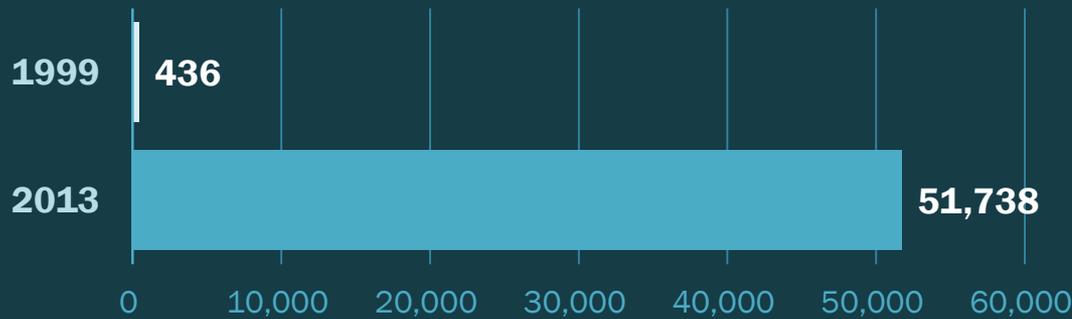
- Improves trade statistics
- Improves compliance for export community
- Response messages returned within minutes
- Reduces reporting burden

AESDirect

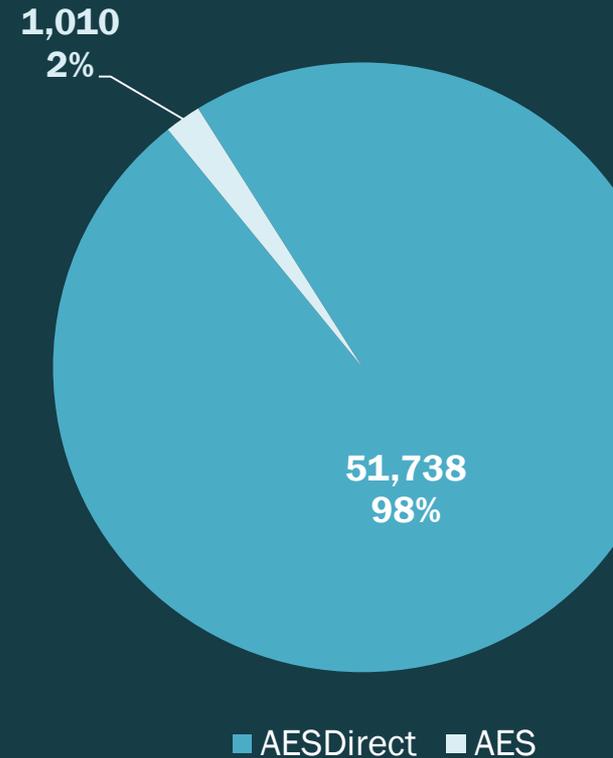
- FREE Service Offered by the Census Bureau implemented in 1999
- Access *AESDirect* at: aesdirect.census.gov
- Available 24 hours a day, 7 days a week and 52 weeks a year
- Allows exporters and forwarders to transmit and receive responses from the AES
- *AESDirect* is secure, encrypted, and paperless

GROWTH IN AES

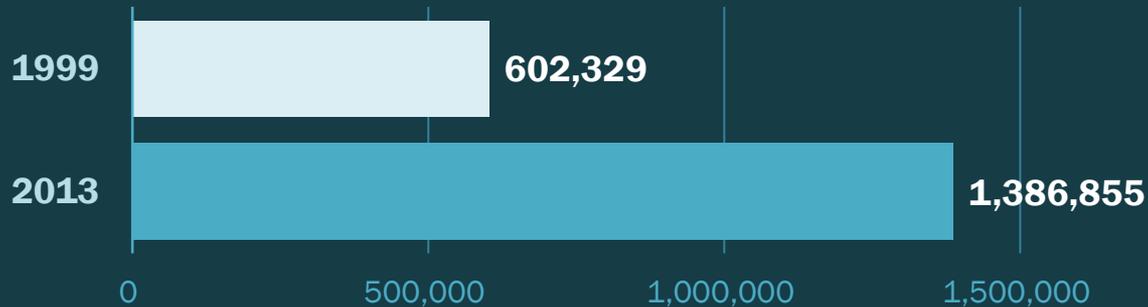
AES Filers



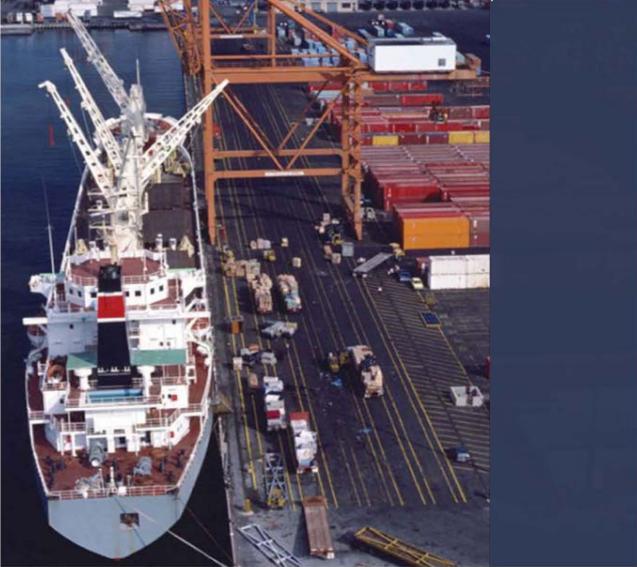
Filing Method



Reported Shipments



FTD COMPLIANCE OUTREACH

Automated Export System	August 2012
<i>Best Practices</i>	
	
U.S. CENSUS BUREAU <i>Helping You Make Informed Decisions</i>	

- AES Compliance Seminars (English and Spanish)
- AES Compliance Review Program
- AES Best Practices Manual
- Company Training
- Webinars

THE ROLE OF FREIGHT FORWARDER

FREIGHT FORWARDER

- Export and shipping documentation preparation
- Help stay in compliance with U.S. export laws and foreign import requirements
- Provide you with tools and resources to identify the costs to ship the goods, HTS numbers, denied parties list access
- Hired to perform task functions for exporters that do not have the resources or training

FTD TRAINING TOOLS



The screenshot shows the top of a blog post from the 'Global Reach' blog. The header includes navigation links: 'Events Calendar', 'Comment Policy', 'Blog Manager Biographies', and 'Home'. The main title is 'GLOBAL REACH' with the subtitle 'The official blog of the U.S. Census Bureau's Foreign Trade Division'. The article title is 'Successfully Sharing Foreign Trade Data', posted on July 11, 2013, by Kristen Nespoli. It features social media sharing buttons for Facebook (3 likes), Twitter (0 tweets), and a general share button (1 share). The article begins with a section titled 'History in the Making' and starts with the text: 'In July 1987, the United States and Canada decided to try something unique and exchange data. Canada would use U.S. imports from Canada as their export data, and the U.S. would use Canadian imports from the U.S. as their export data.'



The image features the NEI (National Export Initiative) logo in the top right corner. A person is shown from the chest up, holding a small globe of the Earth. The text 'Go Global Webinars' is overlaid at the bottom in a white serif font on a dark red background.



The screenshot shows a video player interface with the word 'VIDEOS' in large white letters at the top. Below the player is a list of video titles:

- [The Fundamentals of Exporting Webinars](#)
- [Export Compliance and Regulations](#)
- [Reporting Electronic Export Information](#)
- [Using Trade Data for Export Planning](#)
- [Trade Agreements](#)
- [Mandatory AES](#)

- Export training videos
- Webinars
 - <http://www.census.gov/mso/www/training/>
- Global Reach Blog
 - <http://globalreach.blogs.census.gov>

FOR MORE INFORMATION

- FTD Call Center: 1-800-549-0595
 - Option 1 – AES Assistance
 - Option 2 – Commodity Classification Assistance
 - Option 3 – Regulations Assistance
 - Option 4 – Data Dissemination Branch
- Fax: 301-763-8835
- E-mail:
 - AES: askaes@census.gov
 - Commodity Classification: ftd.scheduleb@census.gov
 - Regulations: ftdregs@census.gov
 - Data: ftd.data.dissemination@census.gov