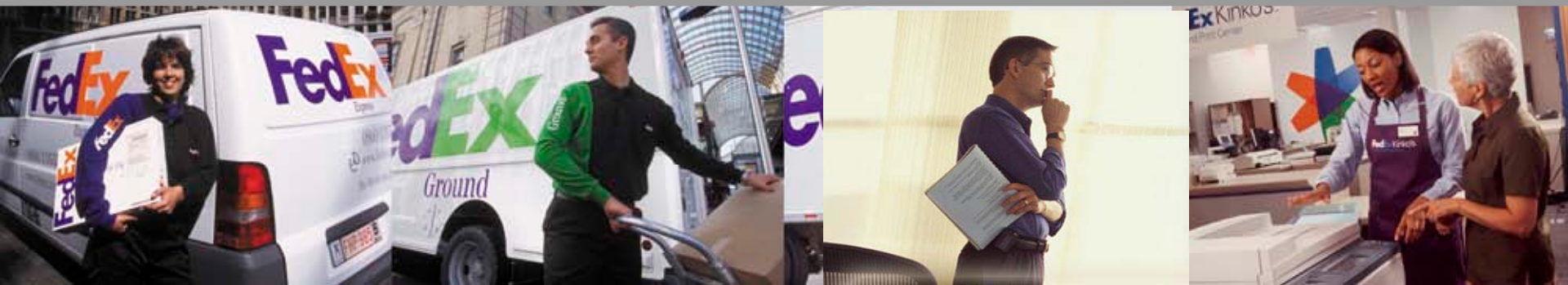




Stephen Mitchell FedEx Services Sr. Executive

Global Movement of the Supply Chain



Global logistics today

“By 2025 80% of goods traded will be produced in countries different than where they are consumed.”



McKinsey and Company

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Your Supply Chain

What are your needs?



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Fast-cycle logistics

- About 40 percent of U.S. economic activity is conducted on a fast-cycle basis
- Express air cargo has grown an average of 16% annually over the last decade

•*Source: Boeing World Air Cargo Forecast



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US Export Shipping Documentation

US Required Export Documentation

Shippers Export Declaration – Required on-line filing. Required whenever a single Schedule B commodity exceeds \$2,500.00, if on any export license, or if any commodity is subject to the International Traffic in Arms Regulations (ITAR), but exempt from ITAR licensing requirements

Carrier of Choice Documentation

The Air Waybill, or Waybill, Bill of Lading

Customs Documentation

Commercial Invoice, Packing List

Certificate of Origin, NAFTA Certificate of Origin

Canada Customs Invoice

Regulatory Agency Documentation

Packaging Certifications ie Wood Certs, CCC Certs., Recyclable packaging

FDA, Agricultural



The Commercial Invoice

A full, comprehensive description of the goods will ensure smooth clearance

- ✓ Computer parts - know exactly what type of computer part (is it a router, keyboard, computer screen etc)
- ✓ Garments - What type of clothing is it? What is made of? Is it woven or knitted? Gender?
- ✓ Nuts, bolts - What kind of metal are they made of? What is their size?
- ✓ The quantities of each item
- ✓ The unit prices of the goods
- ✓ The country of origin of the goods
- ✓ Are the goods are FOB, CIF or C&F

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Export Shipping Documentation

Shippers Export Declaration (SED)

Online filing via AES Direct



 **AESDirect** 
Reduce Exporting Stress with AES

AESDirect Newsflash AESDirect Application Enhancements Coming Jan 28, 2008

Welcome to **AESDirect**

Use AESDirect to file your Shipper's Export Declaration (SED) to the Automated Export System (AES)

New to AESDirect?	Already Registered?	Need Training?
<ul style="list-style-type: none">Get Registration HelpRegister	<ul style="list-style-type: none">Log InTake Certification Quiz	<ul style="list-style-type: none">AESDirect TutorialUser GuideOnline TrainingIn-person Training

AESDirect Products
AES Direct Products

AESDirect -- Online Internet Filing System

- FREE -- At No Cost to Users
- Allows users to file SEDs one-at-a-time on the Internet
- No software or hardware investment
- Check [Minimum System Requirements](#)

AESPcLink -- PC-based Filing Software

- FREE -- At No Cost to Users
- A software component of AESDirect
- Allows you to key and save SEDs without being connected to the Internet
- Software installs directly to your PC or your Network Server
- Automatically links to a company's AESDirect Filing Account on the Internet
- Two editions of AESPcLink are available. Check [About AESPcLink](#)

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Documentation Delivery

- **Modes of Documentation Delivery**
 - Electronic
 - Faxes
 - Upon arrival attached to shipment
- **Timing of Documentation Delivery**
 - Advance arrival provides for pre clearance activities
 - Upon arrival
- **Originals vs Copies**
 - Some commodities require an signed original. i.e. Quota Statement for Garments

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Common Reasons for Delays

- Documentation: missing, incorrect or improperly completed documents
 - Tax Identification Number
 - Consignee contact information
- Duties and taxes: missing, understated declared value
- Compliance with regulations and laws

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Customs Manifest

AB#	Commodity description	Value	Wgt	Sch B#
123123456	Fuel pump, new, 3-ton truck	200	12	845644.3452
963654123	Manual, automobile repair	2	3	
123412565	Sample of demonstration	100	5	
412652412	P/t #1A576	2000	15	
412123357	See invoice	529	50	
412566541	Aircraft parts	35159	75	453454.2343
459566211	Computer cable, 6 ft.	5	2	854645.4534

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E-Commerce Enablers

Online tools and resources to help you

- Find the required international documents for your shipment
- International Resource Center with current information on international trade
- Estimate duties and taxes
- Denied party screening
- Visibility on the movement of shipments
- Proactive notification
- Reporting

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Tips - Choosing a Provider

Air vs. Ground vs. Ocean

Choice factors

- Carrier reputation
- Speed
- Destination
- Customer needs
- Cost
- Shipment visibility

Shipment handling

Origin, destination. What logistics options are available?

Clearance options

Carrier-supplied broker vs. consignee's own broker



Get in the Game: *Why US Exports Matter*

- Exporting is what growing companies do
- Higher margins, less competition, economies of scale
- Specific opportunities
- Exposure to new designs, technologies, and trends before they hit home
- Stability and growth in market diversity

95% of customers are beyond our borders!



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Resources for Assistance

- www.fedex.com/gtm/international- *Private carrier websites*
- www.trade.gov/td/tic- *Int'l Trade Info Center*
- www.trade.gov.td.tic- *Int'l Trade Info Center*
- www.buyusa.gov- *US Commercial Service*
- www.bxa.doc.gov- *Bureau of Industry & Security*
- www.customs.ustreas.gov- *Customs/Treasury*
- www.dot.gov- *Dept. of Transportation*
- www.babelaltavista.com- *Translation website*
- www.aphis.usda.gov- *Wood Packing Requirements*
- www.trade.gov.td/tic/tariff/index.html- *Duty/Tax info*



Thank You !



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