



# Understanding International Trade Conference

Wednesday, November 14, 2018  
8:30 a.m. – 3:30 p.m.

# International Trade Overview

**Mala Kline**

International Trade Macro Analysis Branch

International Trade Conference

November 14, 2018

# U.S. Census Bureau



The **U.S. Census Bureau** is the official source for U.S. export and import goods statistics and is responsible for issuing regulations governing the reporting of all export shipments from the United States.

# U.S. International Trade in Goods and Services

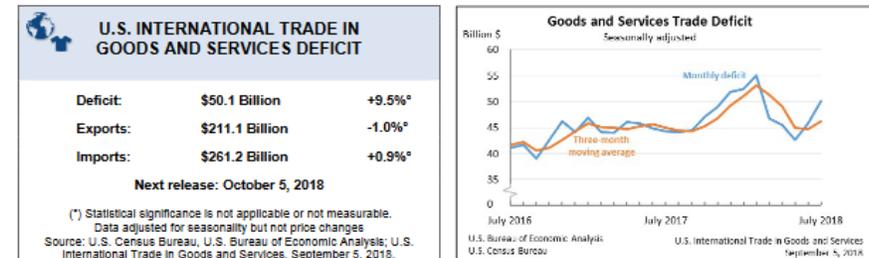
- Joint Release
  - Census Bureau: Goods
  - Bureau of Economic Analysis (BEA): Services and Balance of Payments adjustments
- Principle Economic Indicator
- Provides a high-level picture of international trade
- Available 34 – 36 days after the end of the reference month

FOR RELEASE AT 8:30 AM EDT, WEDNESDAY, SEPTEMBER 5, 2018

## MONTHLY U.S. INTERNATIONAL TRADE IN GOODS AND SERVICES, JULY 2018

Release Number: CB 18-129, BEA 18-45

**SEPTEMBER 5, 2018** — The U.S. Census Bureau and the U.S. Bureau of Economic Analysis announced today that the goods and services deficit was \$50.1 billion in July, up \$4.3 billion from \$45.7 billion in June, revised.



### Exports, Imports, and Balance (Exhibit 1)

July exports were \$211.1 billion, \$2.1 billion less than June exports. July imports were \$261.2 billion, \$2.2 billion more than June imports.

The July increase in the goods and services deficit reflected an increase in the goods deficit of \$4.2 billion to \$73.1 billion and a decrease in the services surplus of \$0.1 billion to \$23.1 billion.

Year-to-date, the goods and services deficit increased \$22.0 billion, or 7.0 percent, from the same period in 2017. Exports increased \$115.7 billion or 8.6 percent. Imports increased \$137.7 billion or 8.3 percent.

### Three-Month Moving Averages (Exhibit 2)

The average goods and services deficit increased \$1.5 billion to \$46.1 billion for the three months ending in July.

- Average exports increased \$0.2 billion to \$213.0 billion in July.
- Average imports increased \$1.7 billion to \$259.1 billion in July.

Year-over-year, the average goods and services deficit increased \$1.2 billion from the three months ending in July 2017.

- Average exports increased \$18.7 billion from July 2017.
- Average imports increased \$19.9 billion from July 2017.

# How Does It All Come Together

## Census Bureau

- Economic Indicators Division
- Economic Applications Division
- Economic Statistical Methods Division
- Governments and Trade Management Division

## Other Government Agencies

- Bureau of Economic Analysis
- Statistics Canada
- Customs and Border Protection



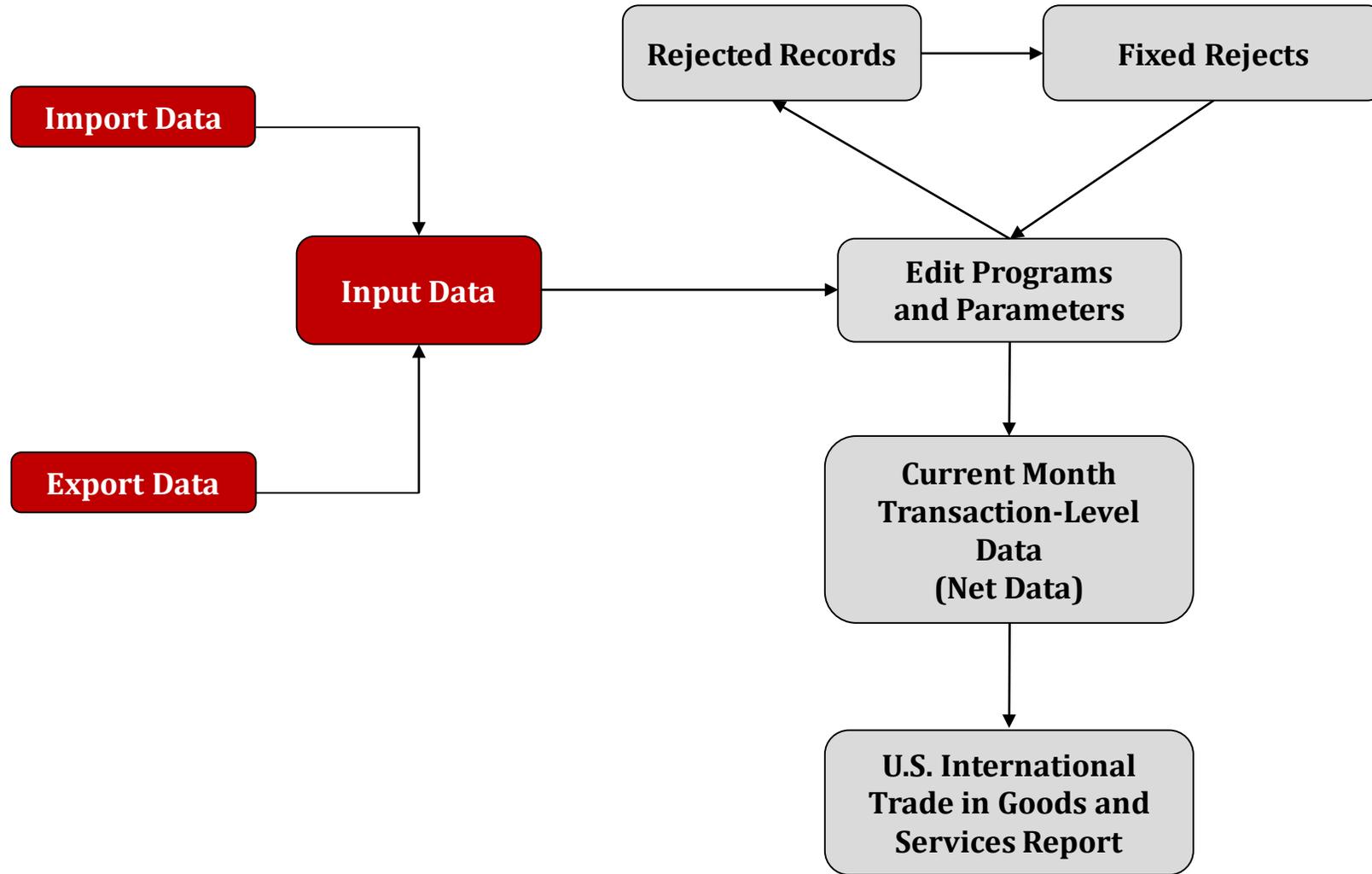
Statistics  
Canada

Statistique  
Canada



U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU  
[census.gov](https://www.census.gov)

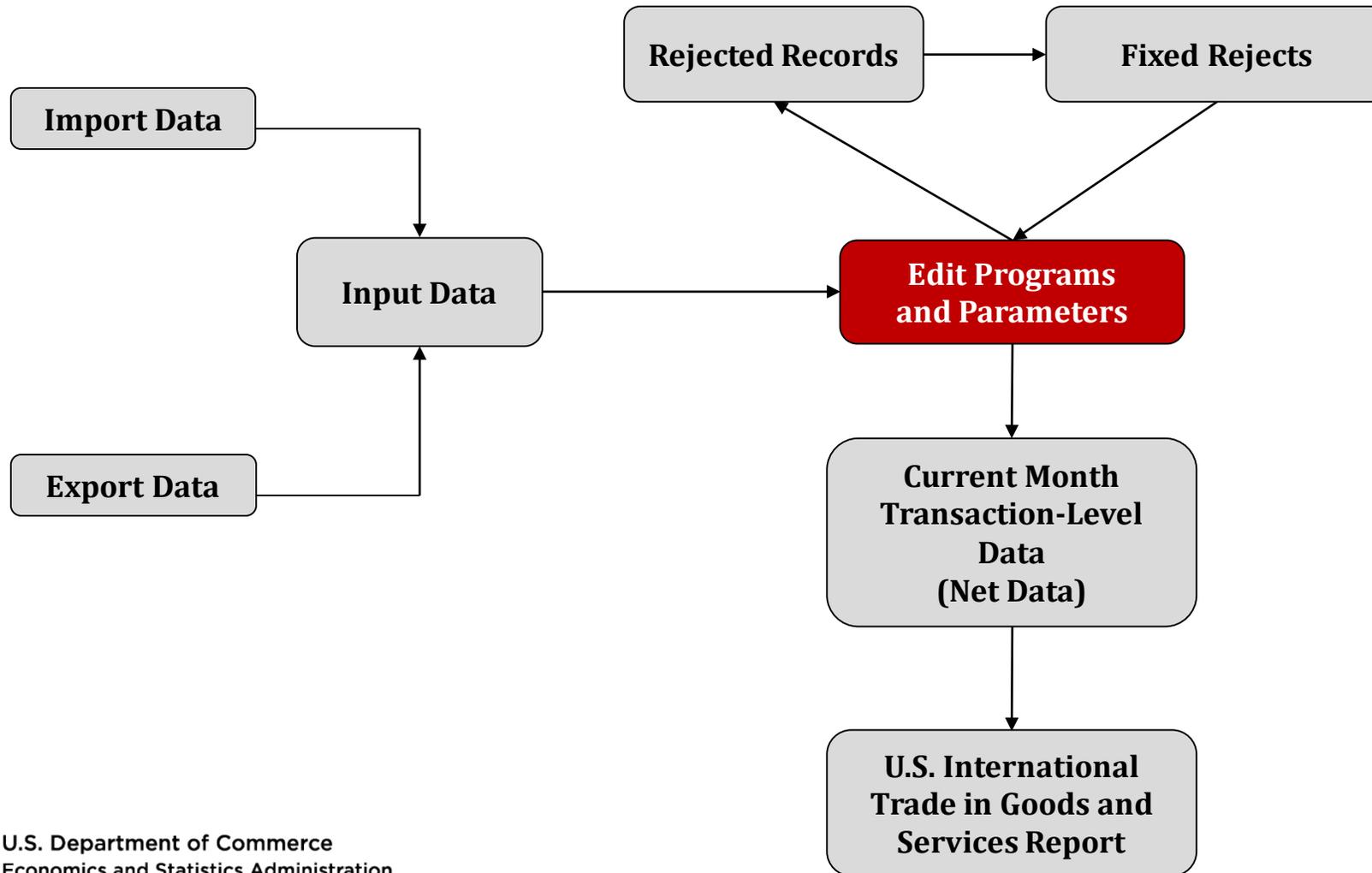
# International Trade Indicator Processing



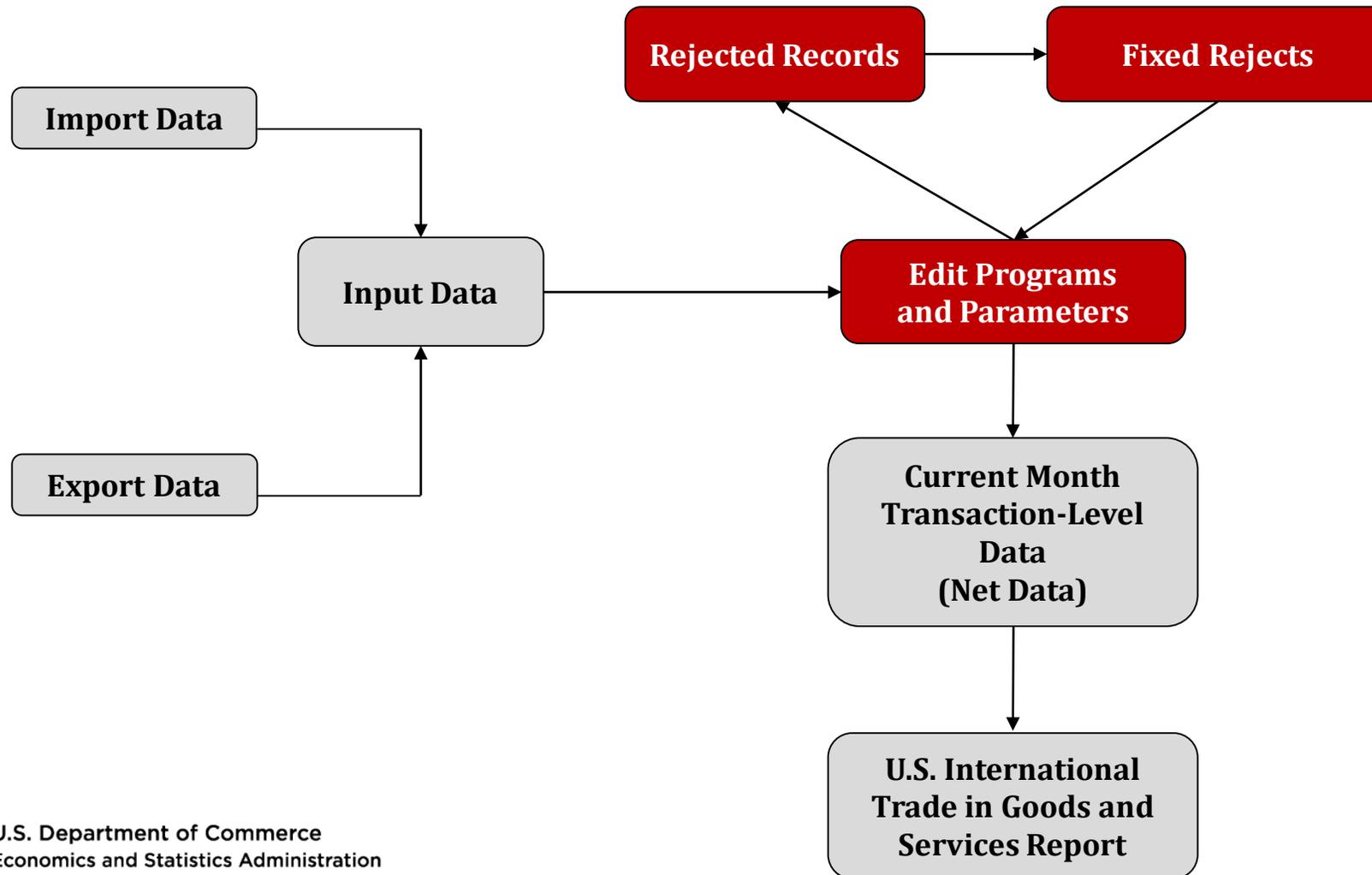
# Sources of the Data



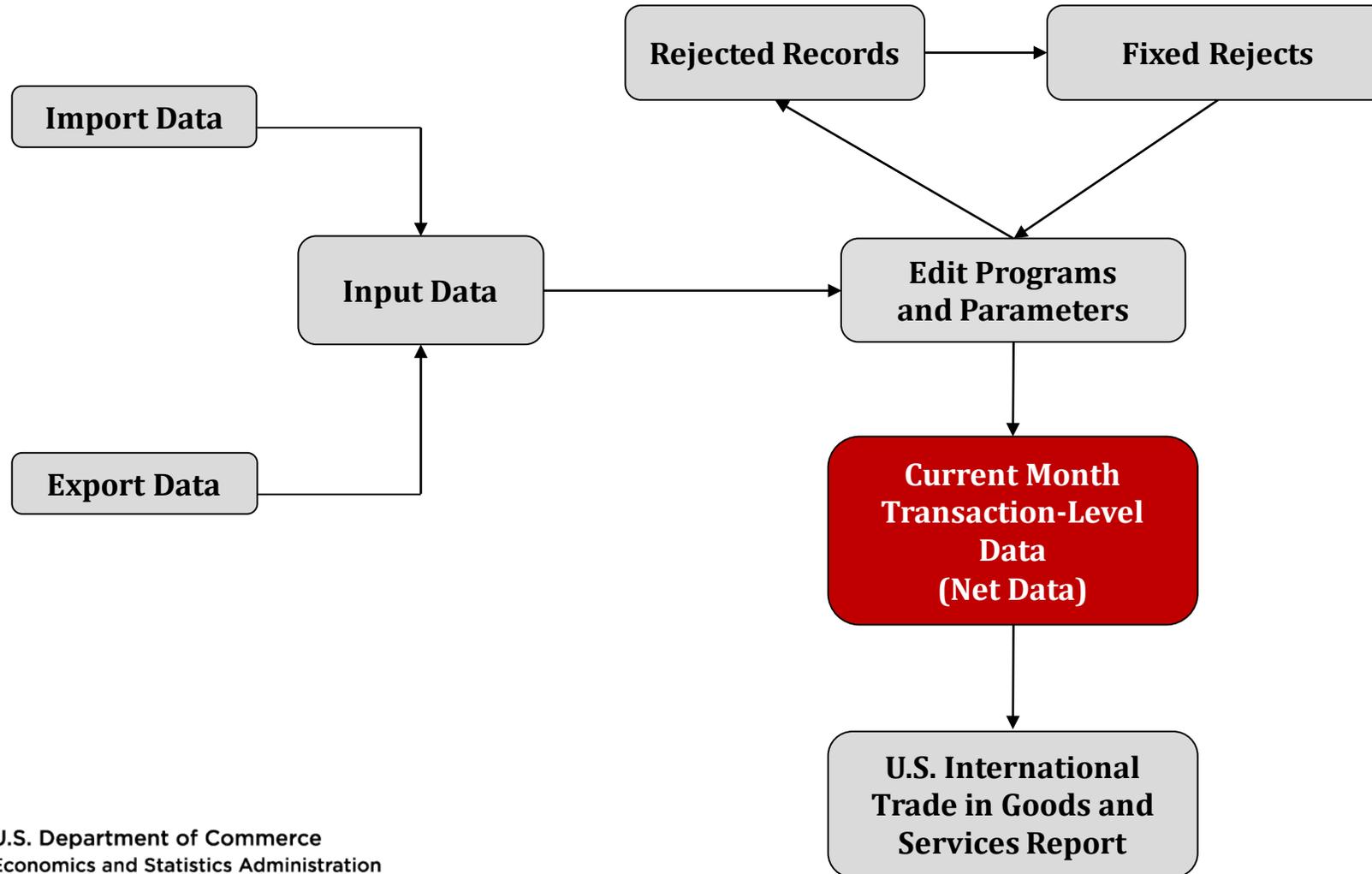
# International Trade Indicator Processing



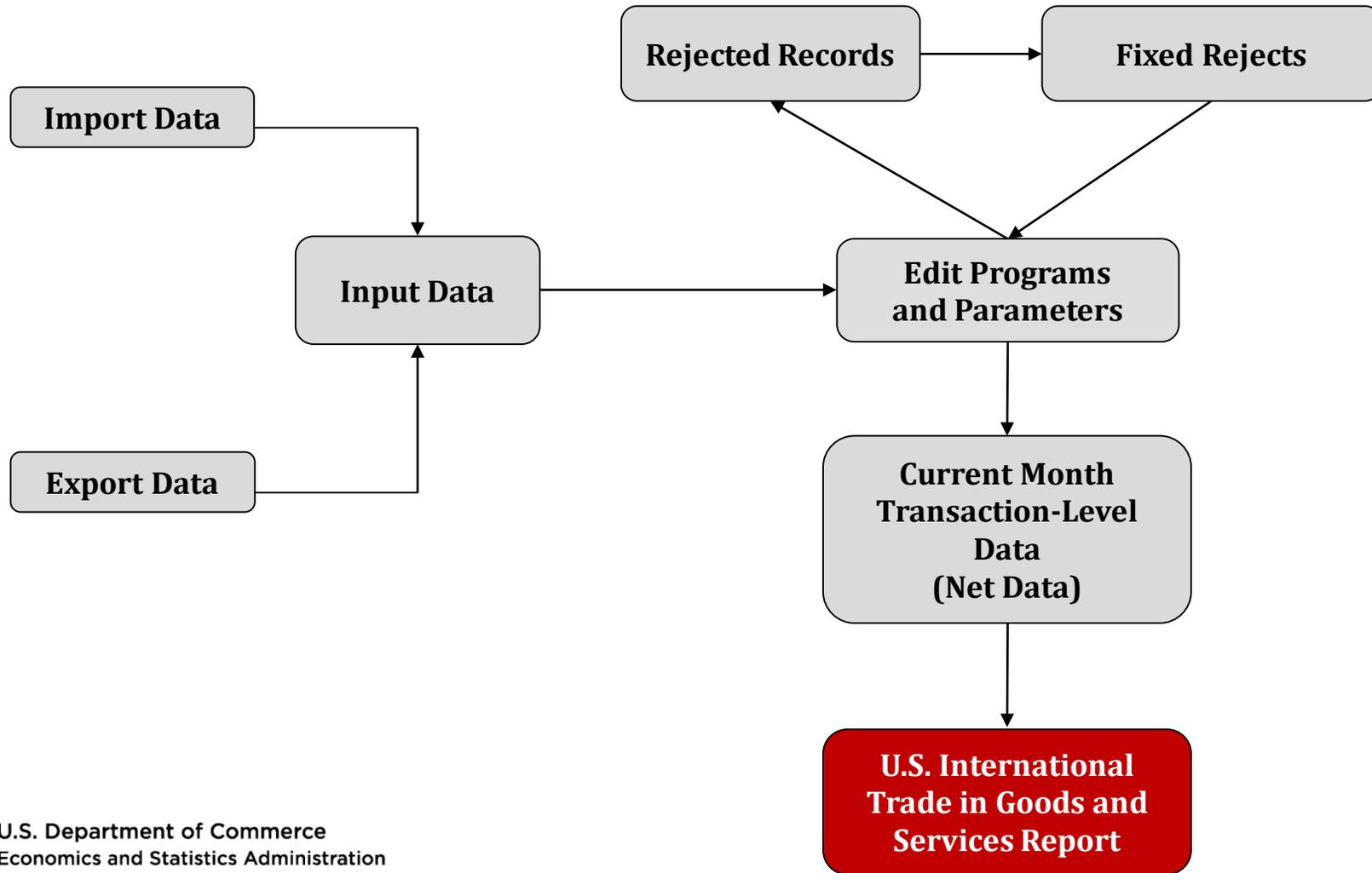
# International Trade Indicator Processing



# International Trade Indicator Processing



# International Trade Indicator Processing



# Additional Monthly Releases

- Advance Economic Indicators Report
- FT920: U.S. Merchandise Trade Selected Highlights
- U.S. Imports for Consumption of Steel (Preliminary and Final)

FOR RELEASE AT 8:30 AM EDT, FRIDAY, AUGUST 26, 2016

## MONTHLY ADVANCE ECONOMIC INDICATORS REPORT, JULY 2016

Release Number: CB16-144

**August 26, 2016** — The U.S. Census Bureau announced the following international trade, wholesale inventories, and retail inventories advance statistics for July 2016:

	 ADVANCE INTERNATIONAL TRADE: GOODS DEFICIT	 ADVANCE WHOLESALE INVENTORIES	 ADVANCE RETAIL INVENTORIES
JULY 2016	\$59.3 Billion -8.1%*	\$590.2 Billion 0.0%*	\$600.6 Billion -0.4%
JUNE 2016	\$64.5 Billion	\$590.3 Billion (R)	\$602.9 Billion (R)

Next Advance Indicator Release: September 29, 2016.  
Source: U.S. Census Bureau, U.S. International Trade in Goods, Monthly Wholesale Trade Survey, Monthly Retail Trade Survey. All data adjusted for seasonal variation but not for price changes. \*The 50 percent confidence interval includes zero. †Statistical significance is not applicable or not measurable.

### Advance International Trade in Goods

The international trade deficit was \$59.3 billion in July, down \$5.2 billion from \$64.5 billion in June. Exports of goods for July were \$122.8 billion, \$2.9 billion more than June exports. Imports of goods for July were \$182.1 billion, \$2.4 billion less than June imports.

### Advance Wholesale Inventories

Wholesale inventories for July, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$590.2 billion, virtually unchanged (±0.2 percent)\* from June 2016, and were up 0.3 percent (±1.8 percent)\* from July 2015. The May 2016 to June 2016 percentage change was revised from up 0.3 percent (±0.2%) to up 0.2 percent (±0.2%)\*.

### Advance Retail Inventories

Retail inventories for July, adjusted for seasonal variations but not for price changes, were estimated at an end-of-month level of \$600.6 billion, a decrease of 0.4 percent (±0.2 percent) from June 2016, and were up 4.2 percent (±0.7 percent) from July 2015. The May 2016 to June 2016 percentage change was revised from up 0.5 percent (±0.2 percent) to up 0.3 percent (±0.2 percent).

Next release: September 29, 2016. View the full schedule in the Economic Briefing Room:

[www.census.gov/economic-indicators/](http://www.census.gov/economic-indicators/)

## EXPLANATORY NOTES

### International Trade in Goods

#### Goods (Census Basis)

Data for goods on a Census basis are compiled from the documents collected by the U.S. Customs and Border Protection and reflect the movement of goods between foreign countries and the 50 states, the

#### Data Inquiries

International Trade Indicator Branch: 301-763-2311 [eid.international.trade.data@census.gov](mailto:eid.international.trade.data@census.gov)

Retail Indicator Branch: 301-763-2713 [eid.retail.indicator.branch@census.gov](mailto:eid.retail.indicator.branch@census.gov)

Wholesale Indicator Branch: 301-763-6856 [eid.wholesale.indicator.branch@census.gov](mailto:eid.wholesale.indicator.branch@census.gov)

#### Media Inquiries

Public Information Office

301-763-3030

[pio@census.gov](mailto:pio@census.gov)

# Annual and Quarterly Releases

- U.S. Exports by Metropolitan Area
- Profile of U.S. Importing and Exporting Companies
- Related Party Trade
- U.S. Trade with Puerto Rico and U.S. Possessions (FT-895)
- Manufacturing and International Trade Report



U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU  
[census.gov](https://www.census.gov)

**U.S. Exports by Metropolitan Area**  
in millions of U.S. dollars, not seasonally adjusted

	2018 Q2	2018 Q1	2017 Q4	2017 Q3	2017 Q2	2018 Jan-Jun	2017 Jan-Jun
<b>Total Exports</b>	<b>427,358</b>	<b>402,510</b>	<b>407,690</b>	<b>381,604</b>	<b>384,365</b>	<b>829,868</b>	<b>756,980</b>
<b>All Metropolitan (1)</b>	<b>372,835</b>	<b>351,821</b>	<b>357,927</b>	<b>333,611</b>	<b>334,497</b>	<b>724,656</b>	<b>658,719</b>
<b>Selected Northeast Total</b>	<b>51,146</b>	<b>50,306</b>	<b>48,892</b>	<b>46,680</b>	<b>45,853</b>	<b>101,453</b>	<b>91,382</b>
New York-Newark-Jersey City, NY-NJ-PA	25,359	27,063	24,746	22,332	22,983	52,422	46,293
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD (2)	5,993	5,422	5,270	5,731	5,545	11,416	10,707
Boston-Cambridge-Newton, MA-NH	6,169	5,866	6,402	6,081	5,457	12,036	10,615
Hartford-West Hartford-East Hartford, CT	3,541	2,680	2,882	3,247	2,366	6,222	4,601
Bridgeport-Stamford-Norwalk, CT	2,179	2,040	1,988	2,006	1,943	4,220	4,216
Pittsburgh, PA	2,673	2,439	2,477	2,205	2,351	5,112	4,632
Providence-Warwick, RI-MA	1,759	1,510	1,694	1,855	1,767	3,269	3,577
Buffalo-Cheektowaga-Niagara Falls, NY	1,376	1,312	1,271	1,249	1,287	2,688	2,506
Rochester, NY	1,228	1,152	1,226	1,097	1,264	2,380	2,397
Allentown-Bethlehem-Easton, PA-NJ	867	822	936	877	889	1,689	1,838
<b>Selected Midwest Total</b>	<b>46,263</b>	<b>43,167</b>	<b>43,576</b>	<b>42,418</b>	<b>42,783</b>	<b>89,430</b>	<b>83,595</b>
Chicago-Naperville-Elgin, IL-IN-WI	12,419	11,596	11,894	11,391	11,672	24,015	22,856
Detroit-Warren-Dearborn, MI	12,088	11,082	11,373	11,216	11,834	23,170	22,934
Minneapolis-St. Paul-Bloomington, MN-WI	5,234	4,835	4,949	4,925	4,615	10,069	9,171
Indianapolis-Carmel-Anderson, IN	2,839	2,788	2,694	2,605	2,806	5,627	5,188
Cleveland-Elyria, OH	2,511	2,249	2,276	2,227	2,280	4,760	4,473
St. Louis, MO-IL	2,717	2,885	2,449	2,602	2,338	5,603	4,613
Peoria, IL	2,636	2,364	2,653	2,420	2,311	5,000	4,359
Milwaukee-Waukesha-West Allis, WI	1,912	1,808	1,872	1,792	1,841	3,719	3,624
Kansas City, MO-KS	2,008	1,756	1,696	1,818	1,863	3,764	3,530
Columbus, OH	1,899	1,803	1,722	1,422	1,422	3,703	2,846
<b>Selected South Total</b>	<b>89,342</b>	<b>82,813</b>	<b>83,424</b>	<b>74,712</b>	<b>74,771</b>	<b>172,155</b>	<b>149,314</b>
Houston-The Woodlands-Sugar Land, TX	31,187	27,028	26,741	22,536	22,951	58,216	46,466
Miami-Fort Lauderdale-West Palm Beach, FL	9,030	8,839	9,622	8,506	8,139	17,869	16,664
New Orleans-Metairie, LA	8,218	8,435	9,279	7,840	6,611	16,653	14,617
Dallas-Fort Worth-Arlington, TX	9,247	8,304	7,808	7,410	7,927	17,551	15,036
El Paso, TX	7,837	6,859	6,714	6,164	6,626	14,696	12,976
Cincinnati, OH-KY-IN (2)	6,899	7,352	7,512	7,086	7,032	14,251	13,897
Atlanta-Sandy Springs-Roswell, GA	6,094	5,652	5,673	5,829	5,245	11,746	10,252
Greenville-Anderson-Mauldin, SC	3,407	3,673	3,152	2,954	3,608	7,080	6,843
Washington-Arlington-Alexandria, DC-VA-MD-WV	3,660	3,206	3,500	3,000	3,264	6,866	6,219
Charlotte-Concord-Gastonia, NC-SC	3,763	3,465	3,423	3,388	3,368	7,228	6,345
<b>Selected West Total</b>	<b>64,078</b>	<b>62,065</b>	<b>64,467</b>	<b>62,744</b>	<b>62,657</b>	<b>126,143</b>	<b>122,168</b>
Seattle-Tacoma-Bellevue, WA	14,643	13,517	16,174	15,555	14,945	28,160	27,287
Los Angeles-Long Beach-Anaheim, CA	16,432	16,183	15,938	15,501	15,937	32,615	32,407
San Francisco-Oakland-Hayward, CA	7,335	7,717	7,686	7,136	7,043	15,052	14,455
San Jose-Sunnyvale-Santa Clara, CA	5,639	5,475	5,680	5,587	5,190	11,113	10,198
Portland-Vancouver-Hillsboro, OR-WA	5,200	5,190	5,267	5,179	5,167	10,390	10,303
San Diego-Carlsbad, CA	5,056	4,789	4,849	4,897	4,603	9,845	8,875
Phoenix-Mesa-Scottsdale, AZ	3,337	3,335	3,449	3,299	3,306	6,671	6,451
Riverside-San Bernardino-Ontario, CA	2,451	2,395	2,325	2,213	2,120	4,846	4,205
Salt Lake City, UT	2,567	2,066	1,379	1,825	2,619	4,633	4,708
Sacramento-Roseville-Arden-Arcade, CA	1,419	1,398	1,721	1,552	1,728	2,817	3,277
<b>Other (3)</b>	<b>54,522</b>	<b>50,689</b>	<b>49,763</b>	<b>47,992</b>	<b>49,868</b>	<b>105,211</b>	<b>98,261</b>

(1) Metropolitan Statistical Area is a geographic entity delineated by the Office of Management and Budget for use by federal statistical agencies. Metropolitan statistical areas consist of the county or counties (or equivalent entities) associated with at least one urbanized area of at least 50,000 population, plus adjacent counties having a high degree of social and economic integration with the core as measured through commuting ties.  
(2) Metropolitan Areas that overlap multiple regions were assigned one region based on majority export value in 2016.  
(3) Contains micropolitan areas and ZIP codes that do not match to metropolitan or micropolitan areas. "Other" equals "Total Exports"

# International Trade Website

## Foreign Trade

[Main](#) [About](#) [Data](#) [Outreach](#) [AES](#) [Regulations](#) [Reference](#) [Definitions](#) [Schedule B](#) [FAQs](#)

### Important Links

- [Global Reach Blog](#)
- [Newsletters](#)
- [ACE AESDirect](#)
- [DropBox](#)
- [Guide to Foreign Trade](#)
- [Foreign Trade Products](#)
- [Download Subscription](#)
- [USA Trade Online](#)

### Related Sites

- [Business and Industry](#)
- [Briefing Room](#)
- [North American Industry Classification System \(NAICS\)](#)

[Economic Indicator Database](#)

FOREIGN TRADE is the official source for U.S. export and import statistics and responsible for issuing regulations governing the reporting of all export shipments from the United States. If you're searching for import or export statistics, information on export regulations, commodity classifications, or a host of other trade related topics, this is the place to get the information you need.

### News

- [Global Market Finder: An interactive tool for U.S. exporters](#)  
The Census Bureau has created a data visualization tool that will help users find detailed international trade in goods statistics for specific commodity codes, countries of destination, and modes of transportation.
- [The U.S. International Trade in Goods and Services Deficit Increased in September 2018](#)  
The nation's international trade deficit in goods and services increased to \$54.0 billion in September from \$53.3 billion in August (revised), as imports increased more than exports. (November 2, 2018)
- [The Advance International Trade in Goods Deficit Increased in September 2018](#)  
The nation's international advance trade in goods deficit increased to \$76.0 billion in September from \$75.5 billion in August as imports increased more than exports. (October 25, 2018)
- [Effects of Atlantic Hurricanes on U.S. International Trade](#)  
The Census Bureau reports on trade through Atlantic ports in 2018
- [Preliminary Profile of U.S. Exporting Companies, 2017](#)  
The Department of Commerce released the report, A Preliminary Profile of U.S. Exporting Companies, 2017. It provides information on identified companies and their known export value. (October 5, 2018)

### [September 2018 Trade in Goods and Services](#)

Deficit: \$54.0 Billion  
Exports: \$212.6 Billion  
Imports: \$266.6 Billion

*Next release: December 6, 2018*

[Complete Release Schedule](#)

### Export Training

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

[2018 International Trade Webinars](#)

[2017 Features of ACE Exports Archive](#)

[2016 Trade Webinars Archive](#)

[2015 Trade University](#)

# Major Stakeholders

- Federal Government Agencies
- Businesses
- Academics
- Congress
- Policymakers
- Journalists
- Local and State Governments



# QUESTIONS?



# Trade Regulations

**Omari Wooden**

Economic Outreach and Regulations

International Trade Conference

November 14, 2018

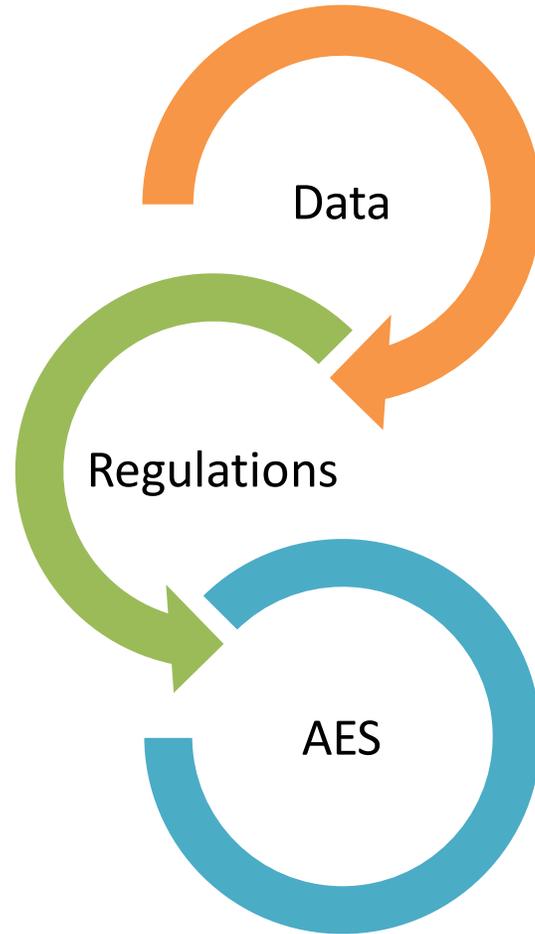
# Did you know?

The U.S. exported **\$795.9** million in toys, games, & sporting equipment in **October 2017**.

Within this category **video game consoles** had the highest export value (**\$235.8 million**).



# International Trade Data



# Foreign Trade Regulations

## Title 15 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

# Legal Requirements

## Statistical



### U.S. Census Bureau

Foreign Trade Regulations  
Title 15 Code of Federal Regulations,  
Part 30

## Enforcement



**Bureau of Industry and Security**  
Export Administration Regulations (EAR)



**U.S. Customs and Border Protection &  
Bureau of Immigration and Customs Enforcement**  
Customs Regulations

# Information Sharing

## International Trade Data System

- Executive Order 13659: Streamlining the Export/Import Process for America's Businesses (February 19, 2014)
- The trade community is now able to submit export and import information through a "Single Window"
- Automated Commercial Environment (ACE) Reports



# U.S. Principal Party in Interest

## FTR 30.3

### The U.S. Principal Party in Interest is the:

- U.S. Person or Entity
- Primary Beneficiary of Export Shipment

### Generally that person can be the:

- U.S. Seller
- U.S. Manufacturer
- U.S. Order Party
- U.S. Customs Broker
- Foreign Entity\*

\*Only if in the U.S. at the time the goods were purchased or obtained for export

# What Is A Shipment?

## Tip: The **1** ONE Rule

- **ONE** U.S. Principal Party in Interest shipping their merchandise, to
- **ONE** Foreign consignee, on
- **ONE** Conveyance moving the product out of the U.S., on
- **ONE** day, and the goods are valued over \$2,500 per Schedule B number or the shipment falls under a mandatory filing requirement listed in Section 30.2(a)(1)(iv) of the FTR.

# When Is Electronic Export Information (EEI) Required?

## FTR 30.2

Shipment information must be filed for physical goods when exported:



From	To
U.S.	<ul style="list-style-type: none"><li>• Foreign Countries</li><li>• Puerto Rico</li><li>• U.S. Virgin Islands</li></ul>
Puerto Rico	<ul style="list-style-type: none"><li>• Foreign Countries</li><li>• U.S.</li><li>• U.S. Virgin Islands</li></ul>
U.S. Virgin Islands	<ul style="list-style-type: none"><li>• Foreign Countries</li></ul>

# Mandatory Filing Required

## FTR 30.2(a)(1)(iv)

- Shipments licensed by government agencies
- International Traffic in Arms Regulations (ITAR) controlled items
- Sanctioned by the Office of Foreign Asset Control (OFAC)
- Rough diamonds
- Used self-propelled vehicles
- Shipments identified under §758.1(b) of the EAR

# Data Not Captured

## Exclusions [30.2(d)]

Common examples include:

- Goods transiting the U.S. under CBP bond from one foreign country to another
- Electronic transmissions and intangible transfers
- Goods requiring a license where the country of ultimate destination is the U.S.

## Exemptions [30.36 - 30.40]

Common Examples include:

- Country of ultimate destination is Canada
- \$2,500 or less per Schedule B number

A stack of colorful shipping containers in shades of blue, green, yellow, and red, arranged in a stepped pattern from left to right.

# INTERNATIONAL TRADE STATISTICS

**PRODUCTS** and **SERVICES**  
**TO HELP YOU EXPORT**

# QUESTIONS?



# Data Collection

**Stephen Jackson**

Automated Export System Compliance Team

International Trade Conference

November 14, 2018

# Topics

- What is the AES?
- System Resources and Requirements
- AES Responses
- AES Compliance Reports

# agenda



# Automated Export System (AES)

- AES is the U.S. Customs and Border Protection's system that processes and stores all Electronic Export Information
- Automated Commercial Environment (ACE) is the single window platform that is used to process import and export filings
  - AES was migrated to the ACE platform in 2014

# Current AES Process Flow



# Export Information Reported in AES

## AESDirect

- Total Statistical Shipments
  - 702,592 (July)
- Total Statistical Value
  - \$49.3 billion (July)
- Users (YTD)
  - 18,788
- USPPI's represented in those filings
  - 265,612

## Direct Connection to AES

- Total Statistical Shipments
  - 725,425 (July)
- Total Statistical Value
  - \$58.2 billion (July)
- Users (YTD)
  - 1,344
- USPPI's represented in those filings
  - 178,639

# System Resources and Requirements

- [AESTIR](#)
  - [Appendix A - Commodity Filing Response Messages](#)
  - [Appendix D - Export Port Codes](#)
  - [Appendix F - License & License Exemption Type Codes](#)

## Automated Export System Trade Interface Requirements

Appendix A: Commodity Filing Response  
Messages

July 2015



U.S. Customs and  
Border Protection

# ACE AESDirect Web Portal

## Shipment Manager

[+ Create Export Filing](#) [Create from Template](#) [Amend Accepted Filing](#)

Show Filters

Filings Updated in:

[Clear Filters](#)

Showing 1 to 9 of 9 Filings

Search   [Search](#) [Reset](#)

Filer ID	Shipment Ref. # [Count]	Status	Last Action	ITN	Last Updated	Last Updated By	Export Date	USPPI	USPPI ID	Consignee	Destination	Shipment Actions
112610676	07092018 / [3]	Accepted	Cancel	X20180709636537	07/09/2018 11:19:55	<a href="#">EG11F6CD</a>	07/09/2018	<a href="#">TEST CENSUS</a>	11261067600	<a href="#">TEST TANGO</a>	<a href="#">AR</a> 	Print
112610676	55666	Draft	Add		07/02/2018 17:13:01	<a href="#">AN521545</a>		<a href="#">JUBRAN EXPORTS</a>	112610676	<a href="#">DIXON DISTRIBUTORS</a>	<a href="#">CA</a> 	Edit   Print   Delete
112610676	MEXICOSTATE / [3]	Accepted	Cancel	X20180627030835	06/27/2018 08:59:10	<a href="#">AG6204FB</a>	06/29/2018	<a href="#">JUBRAN EXPORTS</a>	11261067600	<a href="#">DIXON DISTRIBUTORS</a>	<a href="#">MX</a> 	Print
112610676	CARSAMPLESHIPMENT / [2]	Accepted	Cancel	X20180621698215	06/21/2018 10:06:49	<a href="#">JE225107</a>	06/30/2018	<a href="#">123 COMPANY</a>	11261067600	<a href="#">XYZ COMPANY</a>	<a href="#">CA</a> 	Print
112610676	FE667 / [2]	Accepted	Cancel	X20180523052508	05/23/2018 10:08:30	<a href="#">AG6204FB</a>	06/01/2018	<a href="#">JUBRAN EXPORTS</a>	11261067600	<a href="#">DIXON DISTRIBUTORS</a>	<a href="#">CU</a> 	Print
112610676	SAMPLESHIPMENT1 / [2]	Accepted	Cancel	X20180426506889	05/16/2018 07:46:04	<a href="#">AG6204FB</a>	05/15/2018	<a href="#">123 COMPANY</a>	11261067600	<a href="#">XYZ COMPANY</a>	<a href="#">JP</a> 	Print

Save Line Delete Line

Add New Line

Line 1 Details

Export Information Code \* OS - ALL OTHER EXPORTS x v

Schedule B or HTS Number [Schedule B Search Engine] 8528.72.6057 x v

Commodity Description \* FLAT SCREEN

1st Quantity 5 1st UOM NO

2nd Quantity 2nd UOM

Origin of Goods D - DOMESTIC x v

Value of Goods (whole US Dollars) \* 50000

Shipping Weight (whole Kilograms) 100

ECCN

License Type Code/License Exemption Code \* C33 - NLR NO LICENSE REQUIRED, OR ONLY CONTROLLED FOR ANTI-TER... x v

Does this filing require Participating Government agency data?  Yes  No

Department of Commerce License - NLR NO LICENSE REQUIRED, OR ONLY CONTROLLED FOR ANTI-TERRORISM (AT)

Exemption Code NLR

License Value

Save Line Delete Line

Add New Line



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Economics and Statistics Administration  
U.S. CENSUS BUREAU  
census.gov

# AES Responses

Shipment Accepted

ITN Issued

- **Verify**
- **Compliance**
- **Warning**
- **Informational**

Shipment Rejected

No ITN Issued

Or Update Rejected (Invalid ITN)

**Fatal**

# Verify Message Example

Line 1 Details

Export Information Code *	Schedule B or HTS Number ◆ [Schedule B Search Engine]		
OS - ALL OTHER EXPORTS ▼	8528.72.6057 ▼		
1st Quantity ◆	1st UOM ◆	2nd Quantity ◆	2nd UOM ◆
5	NO ▼		
Value of Goods (whole US Dollars) *	Shipping Weight (whole Kilograms) ◆		
50000	100		
License Type Code/License Exemption Code *	VERIFY:8H1:VALUE/QUANTITY 1 OUT OF RANGE - HIGH		
C33 - NLR NO LICENSE REQUIRED, OR ONLY CONTROLLED FOR ANTI-TER... ▼			
Does this filing require Participating Government agency data?	<input type="radio"/> Yes <input checked="" type="radio"/> No		

**Narrative Text:** VALUE/QUANTITY 1 OUT OF RANGE - HIGH

**Severity:** VERIFY

**Reason:** For the reported Schedule B/HTS Number, the Value of Goods/Quantify (1) ratio is outside of the expected range.

**Resolution:** Census has determined that for the particular Schedule B/HTS Number declared, the value of the goods divided by the first quantity should fall within a certain parameter based on historical statistical averages for that good.

# AES Compliance Reports

- Issued monthly to the Account Owner
  - Ensure contact information is current on ACE
- Unresolved fatal errors & compliance alerts impact your compliance rate

## AES Compliance Report August 2013

E-mail [jane@abccompany.com](mailto:jane@abccompany.com)  
 Filer ID XX-XXXX123

### Report Summary

Compliance Rate for	July 2013	85%
	June 2013	99%
	May 2013	99%
Total Shipments for	July 2013	588
	June 2013	515
	May 2013	495

### Shipments with Response Messages:

Unresolved Fatal Errors	2
Compliance Alerts	2

### Informational Messages

Warning Messages	0
Verify Messages	86

### Details for Shipments with Unresolved Fatal Errors as of August 08, 2013:

Shipment Reference Number	AES Response Code	AES Response Narrative
ABC123	120	Carrier Unknown
XYZ987	121	Carrier Code Must be 2 Char or 3 Letters

### Details for Shipments with Compliance Alerts for July 2013

Shipment Reference Number	AES Response Code	AES Response Narrative
DEF456	700	Shipment Reported Late
EFG756	700	Shipment Reported Late

### About this report:

\* This report is sent out monthly and details all export filings made to the AES for the specified month. If your report contains any Unresolved Fatal Errors or Compliance Alerts, it is important to revise your current business practices to help ensure

# Fatal Error Reports

- Issued if there are Unresolved Fatal Errors remaining from AES Compliance Report
- Issued each week there are outstanding Fatal Errors, until the next AES Compliance Reports are disseminated
- Resolve Fatal Errors - Appendix A
- For shipments that cannot be corrected:
  - Send an email to DCB's Fatal Error Team at [ftd.aes.fatal.reports@census.gov](mailto:ftd.aes.fatal.reports@census.gov)
    - Include: ITN for the shipment that replaced the Fatal Error and the SRN of the shipment that generated the error.

# QUESTIONS?



# United States – Canada Data Exchange

**Melissa Scott**

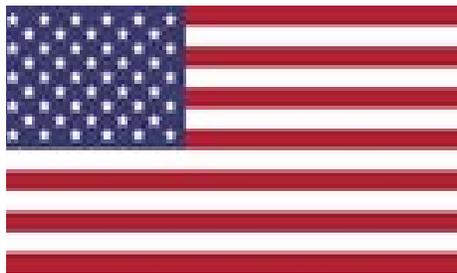
Division Coordination Staff  
International Trade Conference  
November 14, 2018



- What is the Data Exchange?
- Who is involved?
- Why was it created?
- How does it work?
- Key differences between the U.S. and Canada statistics

# What is the United States – Canada Data Exchange?

*Agreement between the governments of the United States  
and Canada based on a  
Memorandum of Understanding (MOU)*



# Who Is Involved?

United States

- U.S. Census Bureau (Census)
- U.S. Customs & Border Protection (CBP)

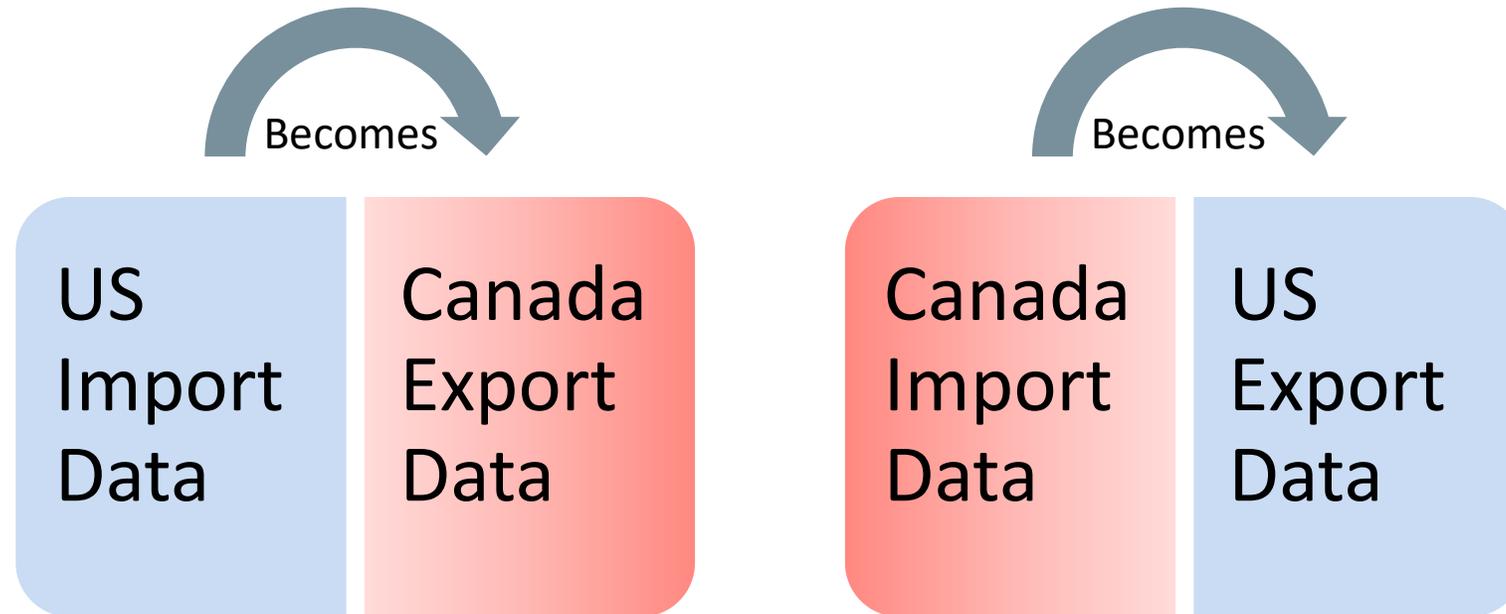
Canada

- Statistics Canada (STC)
- Canada Border Services Agency (CBSA)

# Why Was It Created?

- Rise in Export under coverage – Paper Export Declarations
- Other benefits:
  - Decreased operating costs to process Export Declarations
  - Eliminated reporting burden of Exporters
  - Location and language of both countries

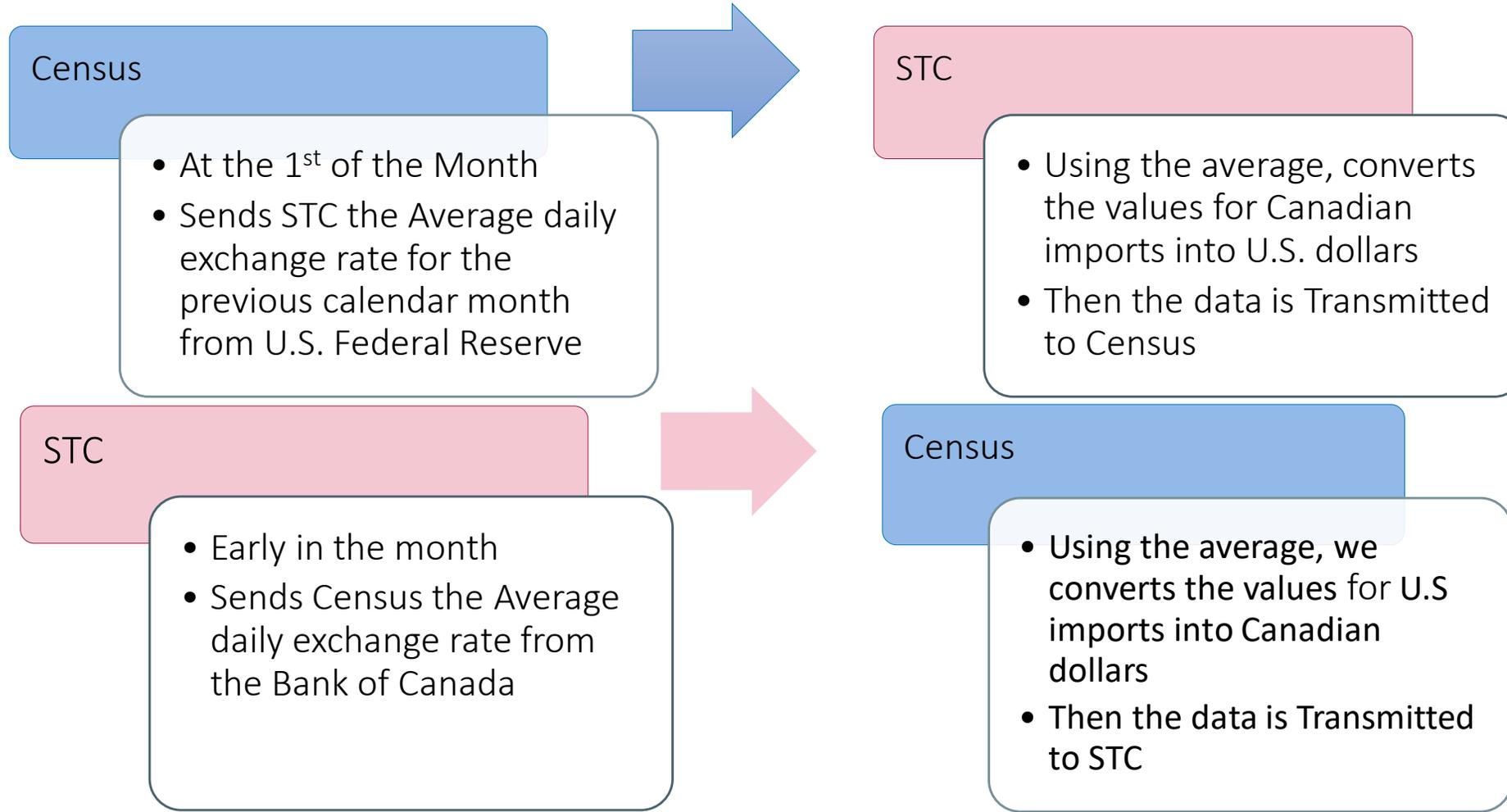
# How Does It Work?



# How Do We Receive Canadian Import Data?

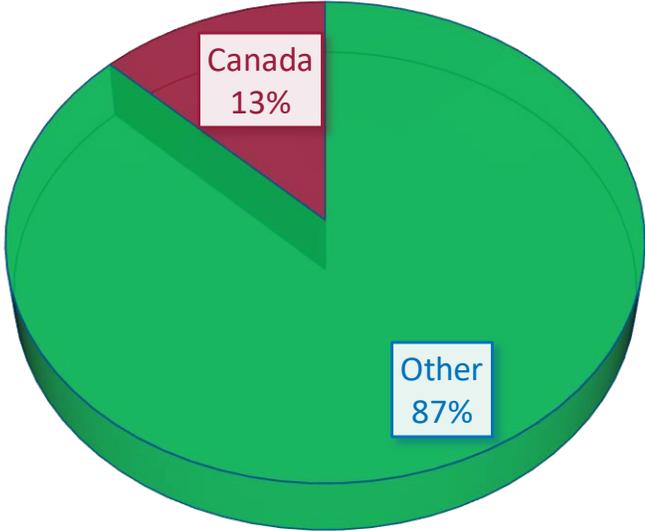
- STC Transmits files twice per month
  - The first transmission occurs mid-month
  - The second transmission is received a week later

# Currency Conversion



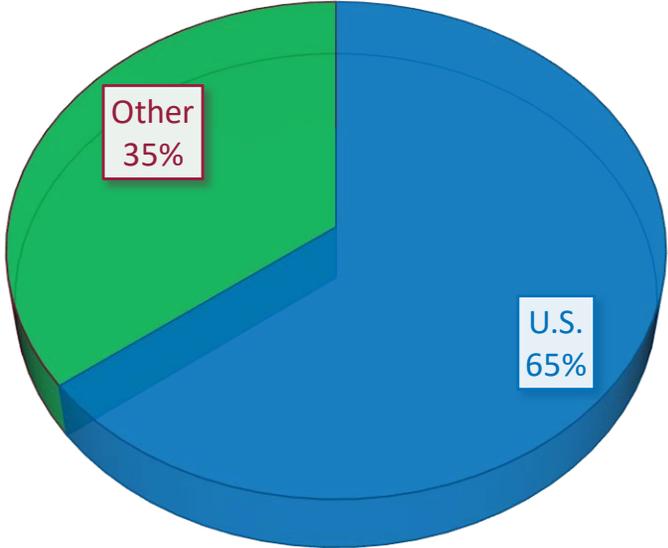
# Major Trading Partners for Imports

### 2017 U.S. TOTAL IMPORTS



13% of U.S. Imports were from Canada

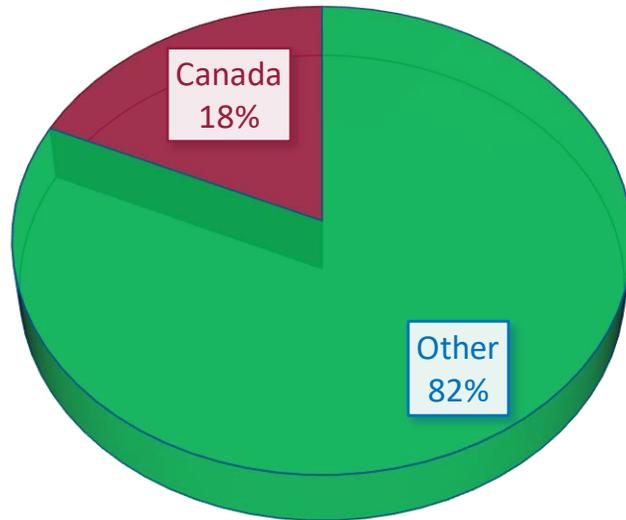
### 2017 CANADA TOTAL IMPORTS



65% of Canada's Imports were from the U.S.

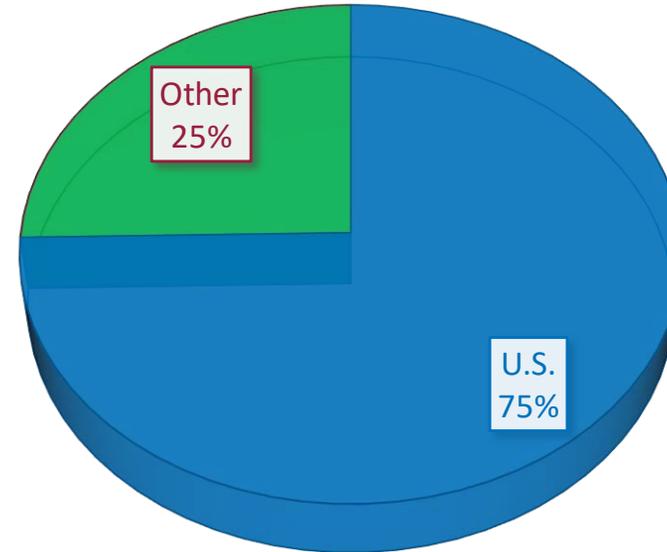
# Major Trading Partners for Exports

2017 TOTAL EXPORTS



18% of U.S. Exports were to Canada

2017 TOTAL EXPORTS



75% of Canada's Exports were to the U.S.

# Differences When Comparing Bilateral Trade Statistics of U.S. and Canada

## Main Reason

- Trading Partner Attribution

## Other Reasons

- Revisions
- Trade Valuation/Freight Charges

# Trading Partner Attribution

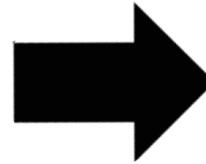
- Main reason for differences between Canada's and the United States' trade in goods statistics
- The international standards recommend:
  - Imports are allocated to the country of origin
  - Exports are attributed to the country of last known destination

# U.S. Exports of Foreign Goods to Canada

Spain exports \$50M in televisions to the U.S.



*Spain records this as a \$50M export to United States.*



*The U.S. records this as a \$50M import from Spain.*

# U.S. Exports of Foreign Goods to Canada

One month later, the U.S exports the same televisions to Canada.



*Spain does not record any trade with the U.S. or Canada for this month.*



*The U.S. records this as \$50M in foreign exports to Canada*



*Canada records this as \$50M in imports from Spain*

US - Canada Data Exchange

# Revisions & Trade Valuation

- Late receipt of import and export documentation
- Corrections applied to previously submitted customs forms
- Replacement of estimates with actual figures
- Different schedules for the publication of revisions to trade statistics
- Differences in Trade Valuation

# QUESTIONS?



U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU  
***census.gov***

# Understanding the Harmonized System

**Mayumi Escalante**

International Trade Indicator Micro Analysis Branch

International Trade Conference

November 14, 2018

# Understanding the Harmonized System

## Topics:

- Background information on the Harmonized System
- Commodity classification schedules for International Trade data
- Harmonized System code structure
- Similarities and differences between the Harmonized Tariff Schedule and the Schedule B
- Changes to statistical classification codes
- Export and import code search demonstrations
- Additional classification resources

# Background Information

- The Harmonized Commodity Description and Coding System (HS) is administered by the World Customs Organization (WCO) in Brussels, Belgium
- The HS is organized in broad sections that are subdivided into 97 chapters
- The U.S. joined the Harmonized System on January 1, 1989 when the Harmonized Tariff Schedule of the United States (HTS) replaced the Tariff Schedule of the United States by congressional act
- General [international] and Additional U.S. Rules of Interpretation provide classification guidelines for conformity
- Like the more general HS, the HTS and Schedule B are detailed, hierarchical structures classifying all physical goods in trade for enforcement, duty, quota, and statistical purposes

# Trade Data Classification

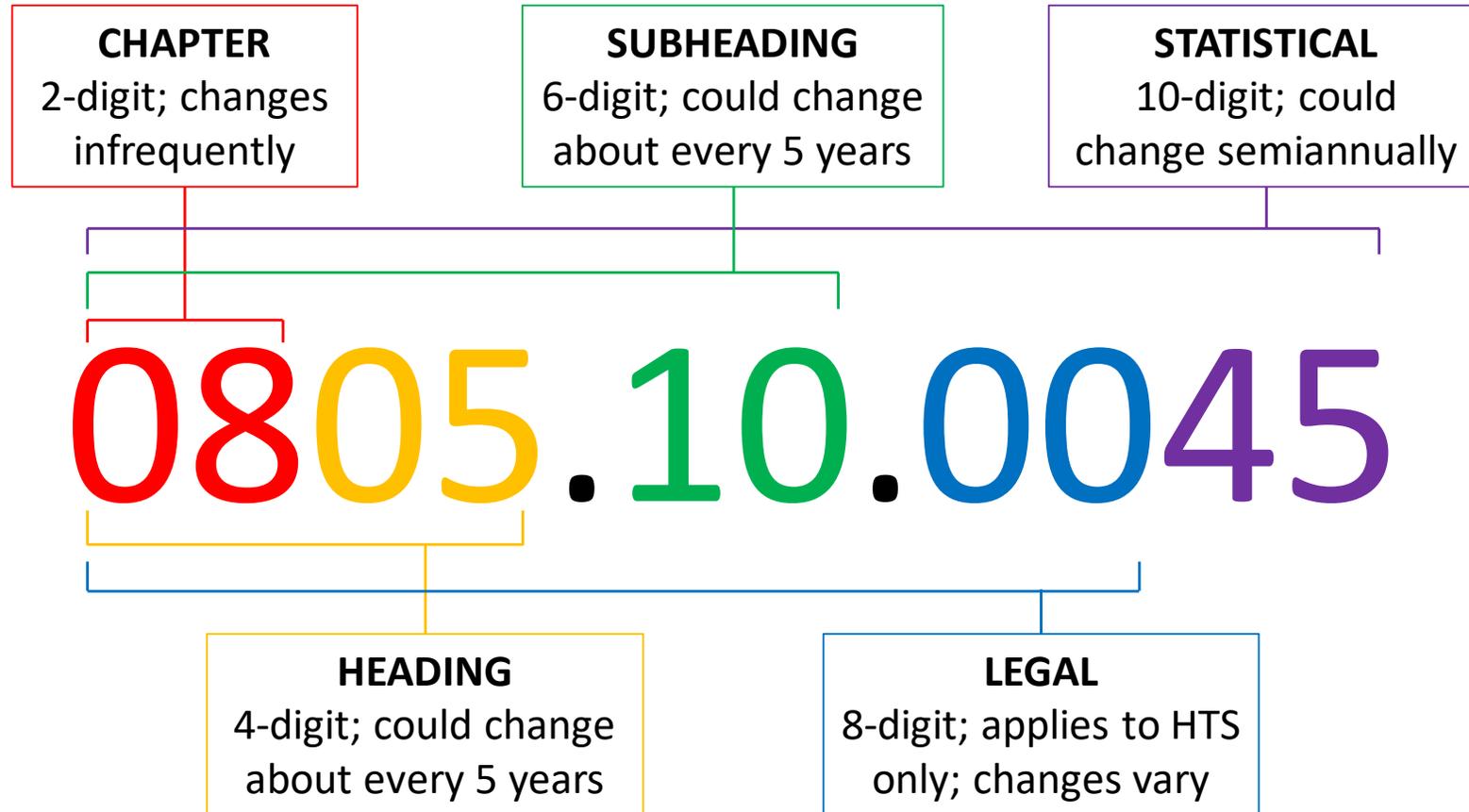
The U.S. Census Bureau collects, processes, and publishes international trade data by harmonized commodity code

- **Harmonized Tariff Schedule of the United States (HTS)**
  - 19,000 statistical import codes in 99 chapters
- **Schedule B: Statistical Classification of Domestic and Foreign Commodities Exported from the United States**
  - 9,000 export codes in 98 chapters

# Other Classification Systems

System	Source	Purpose
<b>End-Use</b>	Bureau of Economic Analysis 	Correlate with National Income Accounts (GDP)
<b>Standard International Trade Classification (SITC)</b>	United Nations 	U.N. international standard
<b>North American Industry Classification System (NAICS)</b>	U.S. Census Bureau 	Correlate with U.S. domestic manufacturing data

# HS Code Structure



# Harmonized Tariff Schedule vs. Schedule B

Heading/ Subheading	Stat. Suf- fix	Article Description	Unit of Quantity	Rates of Duty	
				General	Special
9201		Pianos, including player pianos; harpsichords and other keyboard stringed instruments:			
9201.10.00		Upright pianos.....		4.7%	Free (A,AU,BH, CL,CO,E,IL,J, KR,MA,MX,OI P,PE,SG)
	05	Used.....	No.		
	11	Other: Containing a case measuring less than 111.76 cm in height.....	No.		
	21	Containing a case measuring 111.76 cm or more but less than 121.92 cm in height. ....	No.		
	31	Containing a case measuring 121.92 cm or more but less than 129.54 cm in height. ....	No.		

Schedule B No.  
and Headings

Commodity Description

Unit of  
Quantity    Second  
Quantity

92	Musical Instruments; Parts and Accessories of Such Articles	
92.01	- Pianos, including player pianos; harpsichords and other keyboard stringed instruments:	
9201.10.0000	-- Upright pianos	No.
9201.20.0000	-- Grand pianos	No.
9201.90.0000	-- Other	No.

# HTS and Schedule B Changes

Changes at the statistical level are governed by the 484(f) Committee

- **The U.S. International Trade Commission (USITC)**
  - Chairs the committee and coordinates petitions emailed to [484f@usitc.gov](mailto:484f@usitc.gov)
  - Maintains and publishes the Harmonized Tariff Schedule (HTS) in print and online
- **U.S. Customs and Border Protection (CBP)**
  - Determines correct classification and that new lines do not conflict with CBP rulings, trade agreements, or pending legislation
  - Administers and enforces the HTS and Schedule B
- **U.S. Census Bureau**
  - Analyzes data to ensure there is sufficient trade to justify new statistical lines and prevent disclosure
  - Maintains and publishes the Schedule B online

# HS Classification Tools (Demo)

U.S. Census Bureau

- **Schedule B Search** – <https://census.gov/scheduleb>
- Also Browse Schedule B chapters, Download data user concordance files

U.S. International Trade Commission (USITC)

- **HTS Search** – <https://hts.usitc.gov>

# Additional Resources

World Customs Organization (WCO)

- Explanatory Notes and other HS tools –

<http://www.wcoomd.org/en/topics/nomenclature/instrument-and-tools/tools-to-assist-with-the-classification-in-the-hs.aspx>

U.S. Customs and Border Protection (CBP)

- Customs Rulings Online Search System (CROSS) – <https://rulings.cbp.gov>
- What Every Member of the Trade Community Should Know About: Tariff Classification – <https://www.cbp.gov/trade/rulings/informed-compliance-publications>

International Trade Indicator Micro Analysis Branch @ Census

- Email: [EID.ScheduleB@census.gov](mailto:EID.ScheduleB@census.gov)
- Phone: 1-800-549-0595, Option 2

# QUESTIONS?



U.S. Department of Commerce  
Economics and Statistics Administration  
U.S. CENSUS BUREAU  
***census.gov***

# USA Trade Online

**Henock Kebede**

International Trade Indicator Macro Analysis Branch

International Trade Conference

November 14, 2018

# What is USA Trade Online?

The Official Source of International Trade Data

more than

**19,000**

import commodity codes

more than

**9,000**

export commodity codes

# Data Detail



District and Port Level



Method of Transportation



State



Track Growth Over Time



Country



Balance of Trade

# Classification Systems: HS vs. NAICS

<p><b>HS</b> Harmonized System</p>	<p>Categories up to <b>10-digit level</b></p> <p>Exports based on <b>Schedule B</b>: <a href="https://www.census.gov/foreign-trade/schedules/b">census.gov/foreign-trade/schedules/b</a></p> <p>Imports based on <b>Harmonized Tariff Schedule (HTS)</b> - <a href="https://www.hts.usitc.gov">hts.usitc.gov</a></p> <p>Product level classification</p> <p>Ex: Schedule B 4011.20.0005 (New Pneumatic Tires for Light Trucks)</p>
<p><b>NAICS</b> North American Industry Classification System</p>	<p>Categories up to <b>6-digit level</b></p> <p>Industry classification</p> <p>Ex: NAICS 326211 (Tires &amp; Tire Parts)</p>

## USA TRADE ONLINE Quick Reference for Exports

<https://usatrade.census.gov>

Data Product	Dimensions	Commodity	Measures	Time Periods
District Level:	Domestic Indicator Foreign Indicator Commodity Country Districts Measures Time	10-digit HS	Quantity 1 Quantity 2 Value Unit Value	Monthly & Year-to-Date: 2002 - Present Annual: 1992 - Present
Port Level:	Port/District Commodity Country Measures Time	6-digit HS	Value Air Value Air Shipping Weight Vessel Value Vessel Shipping Weight Containerized Vessel Value Containerized Vessel Shipping Weight	Monthly, Annual & Year-to-Date 2003 - Present
State Level	State Commodity Country Measures Time	6-digit HS 4-digit NAICS	Value Air Value Air Shipping Weight Vessel Value Vessel Shipping Weight Containerized Vessel Value Containerized Vessel Shipping Weight	Monthly, Annual & Year-to-Date 2002 - Present
NAICS	Commodity Country District Measures Time	6-digit NAICS	Total Export Value Foreign Export Value Domestic Export Value Balance (Total Export Value - General Customs Import Value)	Monthly, Annual & Year-to-Date 2002 - Present

\*Unless otherwise specified "Value" is Total Export Value and General Customs Import Value

## USA TRADE ONLINE Quick Reference for Imports

<https://usatrade.census.gov>

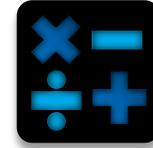
Data Product	Dimensions	Commodity	Measures	Time Periods
District Level: General Imports	Commodity Country Districts Measures Time Country SubCode Rate Provision Code	10-digit HS	Quantity 1 Quantity 2 Unit Value CIF Value Unit Price	Monthly & Year-to-Date: 2002 - Present Annual: 1992 - Present
District Level: <i>Imports for Consumption</i>	Commodity Country Districts Measures Time Country Subcode Rate Provision Code	10-digit HS	Quantity 1 Quantity 2 Total Value Unit Value Dutiable Value CIF Value Calculated Duty	Monthly & Year-to-Date: 2002 - Present Annual: 1992 - Present
Port Level:	Port/District Commodity Country Measures Time	6-digit HS	Value Air Value Air Shipping Weight Vessel Value Vessel Shipping Weight Containerized Vessel Value Containerized Vessel Shipping Weight	Monthly, Annual & Year-to-Date 2003 - Present
State Level	State Commodity Country Measures Time	6-digit HS 4-digit NAICS	Value Air Value Air Shipping Weight Vessel Value Vessel Shipping Weight Containerized Vessel Value Containerized Vessel Shipping Weight	Monthly, Annual & Year-to-Date 2008 - Present
NAICS	Commodity Country District Measures Time	6-digit NAICS	General Customs Import Value General CIF Import Value Consumption Customs Import Value Consumption CIF Import Value Balance (Total Export Value - General Customs Import Value)	Monthly, Annual & Year-to-Date 2002 - Present

\*Unless otherwise specified "Value" is Total Export Value and General Customs Import Value.

# Features



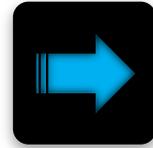
Customized Groups



Calculate



Colorful Graphs



Export Reports



Sort



Save Reports

# USA Trade Online – Exercises

1. Top U.S. trading partners for the last 5 years
  - Top 10 countries for exports (ranked by 2017 value)
  - Top 10 countries for imports (ranked by 2017 value)
  - Top 5 countries for balance (ranked by 2017 value)
2. Country specific – U.S. Trade with Brazil:
  - What was the value of U.S exports to Brazil in 2017?
  - Where does Brazil rank for exports?
  - What are the top 5 NAICS industries for exports to Brazil in 2017?
3. Commodity specific – Video Game Console - A reporter wants to examine import trends of video games for the last 2 years
  - Create a time series of video game console monthly imports in 4-year intervals, ending with the most recent year.
  - From which countries were Video Game Consoles imports the highest in 2017? (Top 3)

# USA Trade Online – Extra

A coffee shop owner in Louisiana is considering expanding operations to coffee roasting:

- How much coffee did Louisiana import in 2017?  
*Hint: Create a commodity group using the two codes for unroasted coffee*
- What are the top three countries for Louisiana coffee imports in 2017?
- Create a time series to show trends over the last five years



# USA Trade Online Support Contact Information

<https://usatrade.census.gov>  
[Watch Training Videos on YouTube](#)



# QUESTIONS?



# Business Dynamics of Globally Engaged Firms

**Fariha Kamal**

Center for Economic Studies  
International Trade Conference  
November 14, 2018

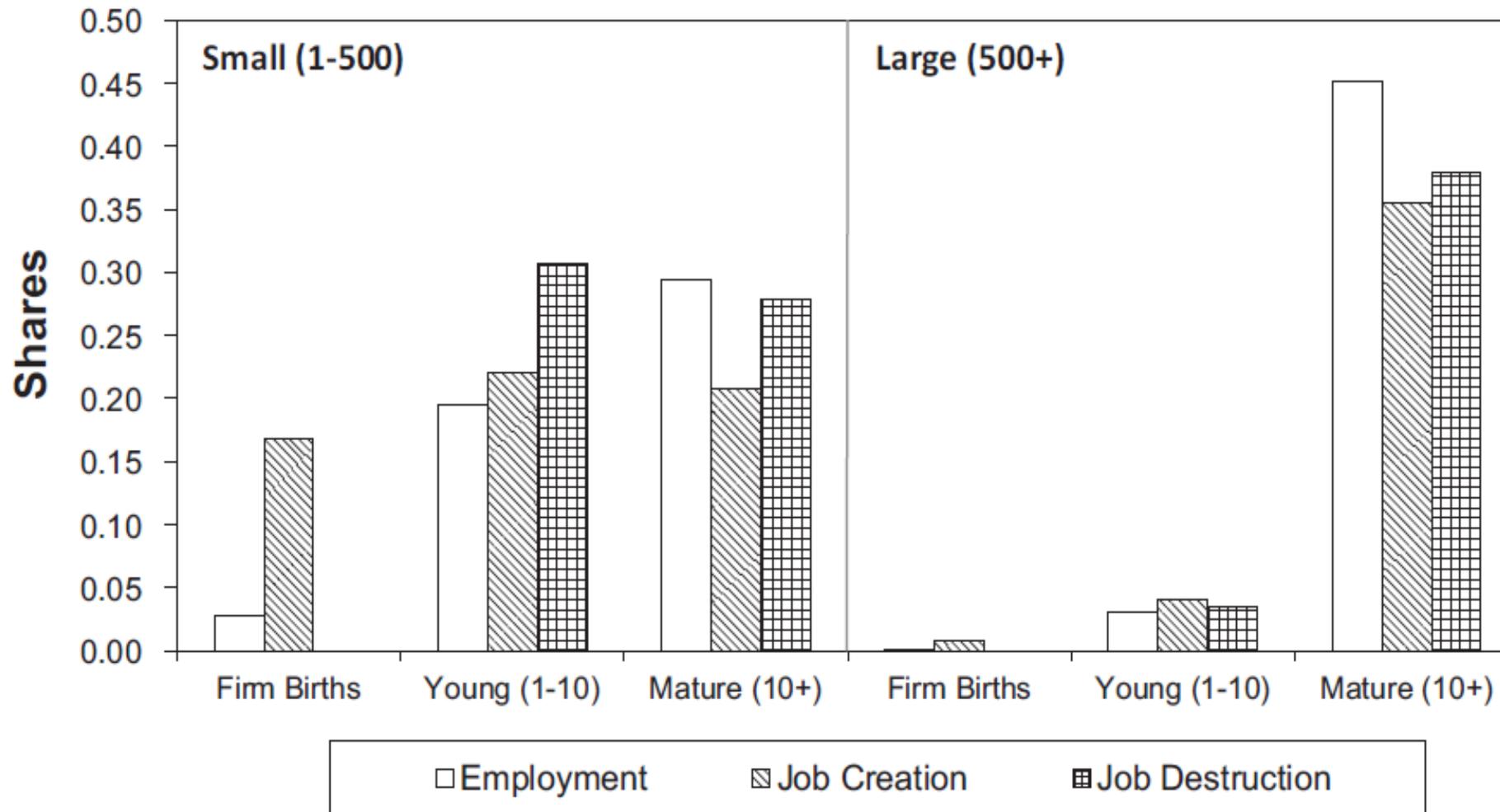
**Disclaimer**

Any opinions and conclusions expressed herein are those of the authors and do not necessarily represent the views of the U.S. Census Bureau. All results have been reviewed to ensure that no confidential information is disclosed.

# Business Dynamics Statistics: Background

- BDS (<https://www.census.gov/ces/dataproducts/bds/>)
  - Provides annual measures of business dynamics (such as job creation and destruction, establishment births and deaths, and firm startups and shutdowns) for the economy and aggregated by establishment and firm characteristics.
- Joint project between Research & Methodology and Economic Programs
  - Currently available: 1976-2015
- Selected research output
  - Decker, Haltiwanger, Miranda (2014; 2016); Haltiwanger, Jarmin, Miranda (2013); Fort, Haltiwanger, Jarmin, Miranda (2013)

# Who Creates Jobs?



Source: Haltiwanger, Jarmin, Miranda (2013)

# Motivation

- Outsized role of globally engaged firms in the U.S. economy
  - Top 1% of US trading firms account for over 80% of total US trade
  - Of these largest exporters, 90% also import goods and account for 66% of total US goods imports
  - Global firms employed 13.8 million U.S. workers in 2007

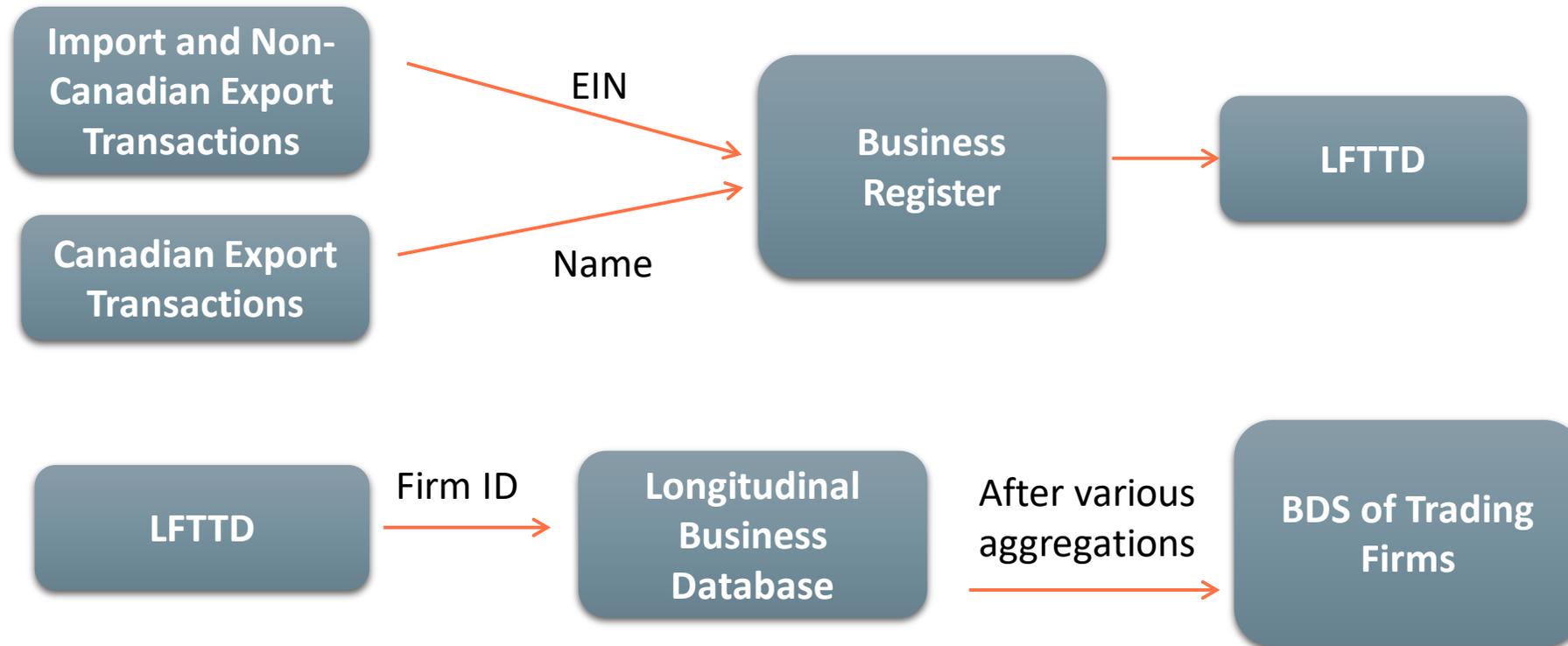
# Business Dynamics Statistics of Globally Engaged Firms

- BDS-*Exporting* Firms
  - Export merchandise transactions-firm linked microdata
- BDS-*Importing* Firms
  - Import merchandise transactions-firm linked microdata
- BDS-*Exporting & Importing* Firms
  - Export and import merchandise transactions-firm linked microdata

# The Business Dynamics Statistics of U.S. Goods Trading Firms

- Microdata linkage
  - Business register - trade transactions links (LFTTD)
    - Improve upon previous research output (Bernard, Jensen, Schott, 2009)
- Data outputs
  - Microdata
    - LFTTD: 1992-2016
    - Accessible through the U.S. Federal Statistical Research Data Center network
  - Public use BDS of (i) Exporters; (ii) Importers; (iii) Exporters-Importers

# Merchandise Trade Transaction-Firm Match



---

## Proposed Statistics:

---

Counts (total, entrants, exiters)

- Firms
- Establishments
- Employment

Job creation

- Births
- Incumbents

Job destruction

- Deaths
- Incumbents

## Proposed Tables:

---

Economy-wide  
Sector

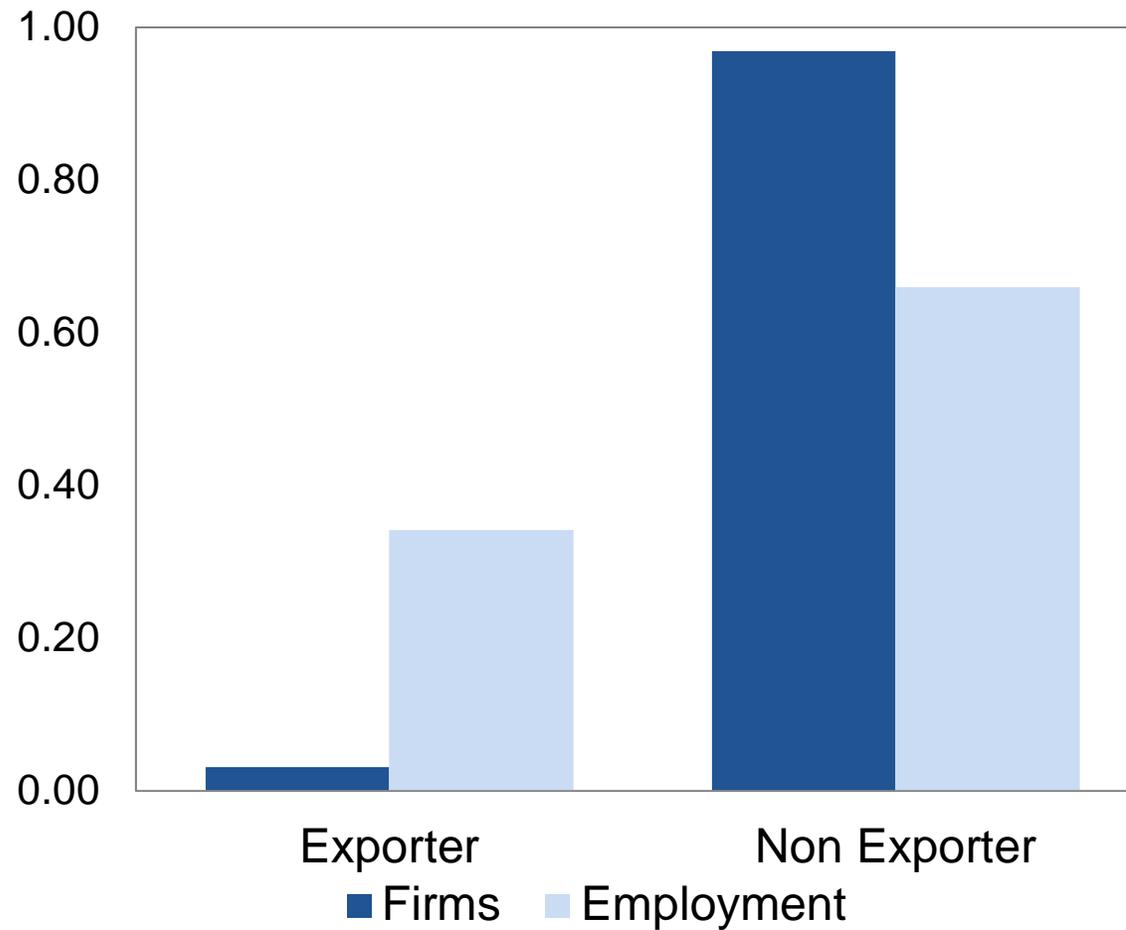
**By Exporter, Importer, Exporter-Importer**

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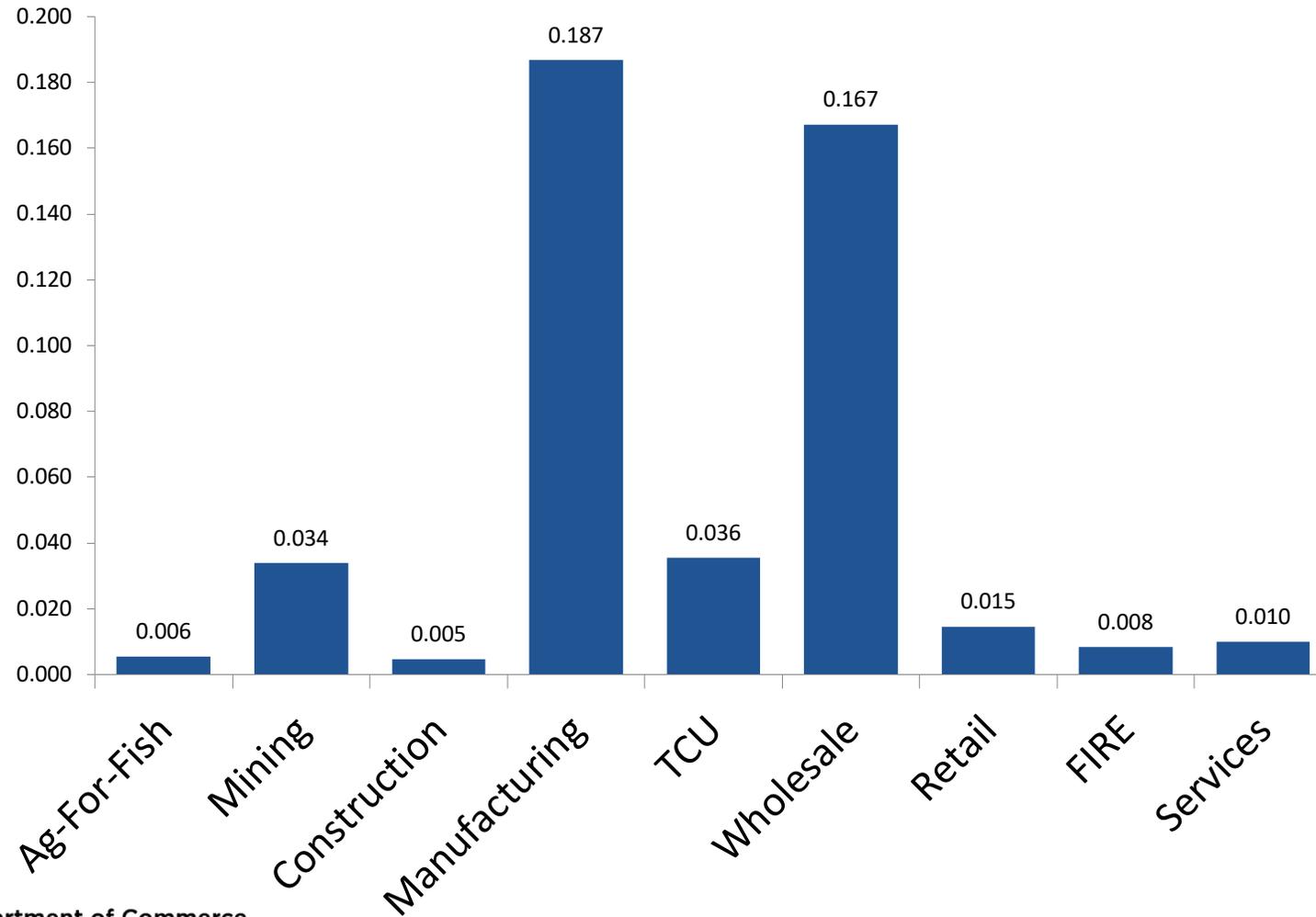
# Selected Statistics for Goods Exporters

All calculations based on beta version; Revisions expected.

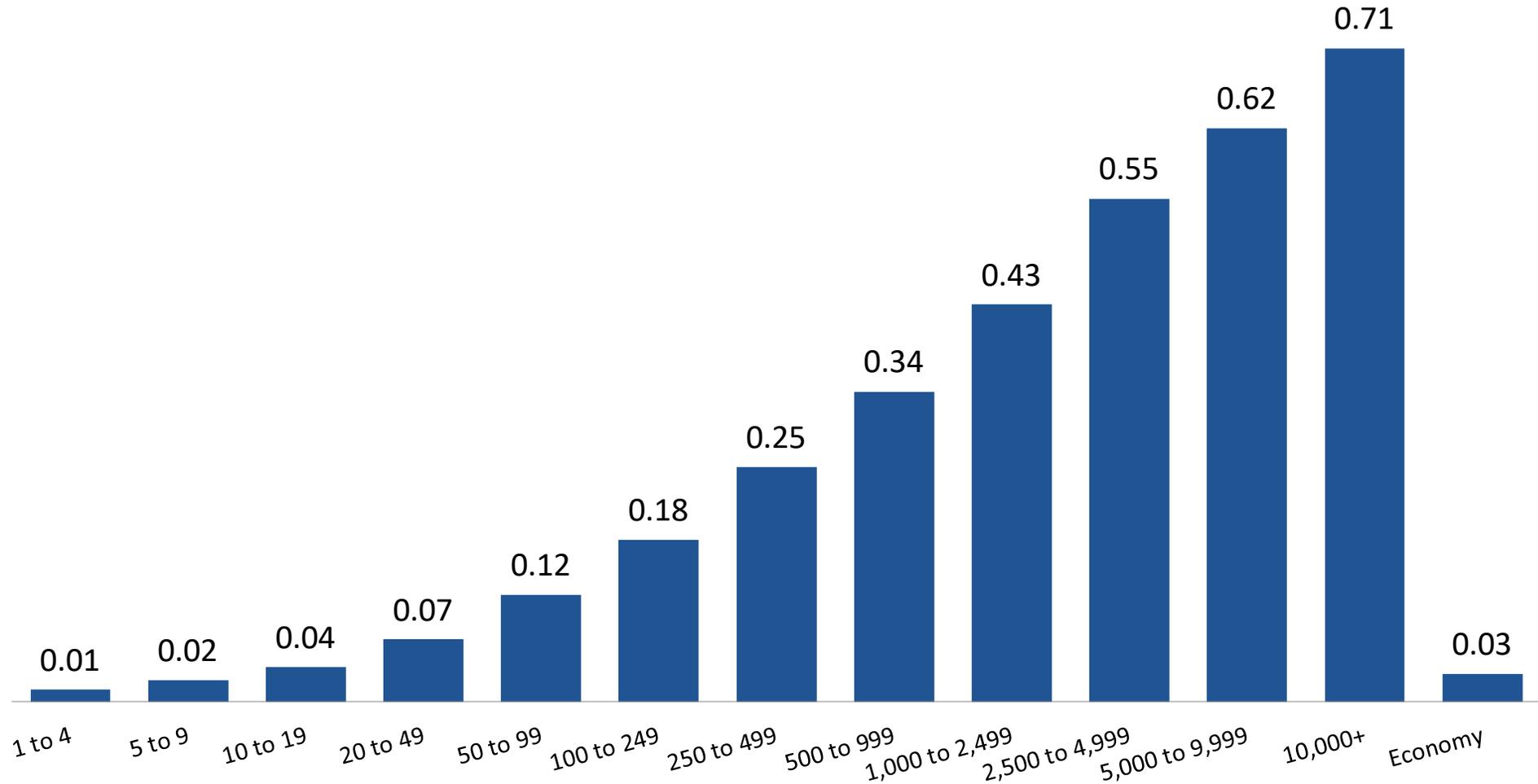
# Share of Firms and Employment Average 2001-2011



# Share of Exporting Establishments By SIC, Average 2001-2011



# Share of Exporting Firms By Firm Size, Average 2001-2011



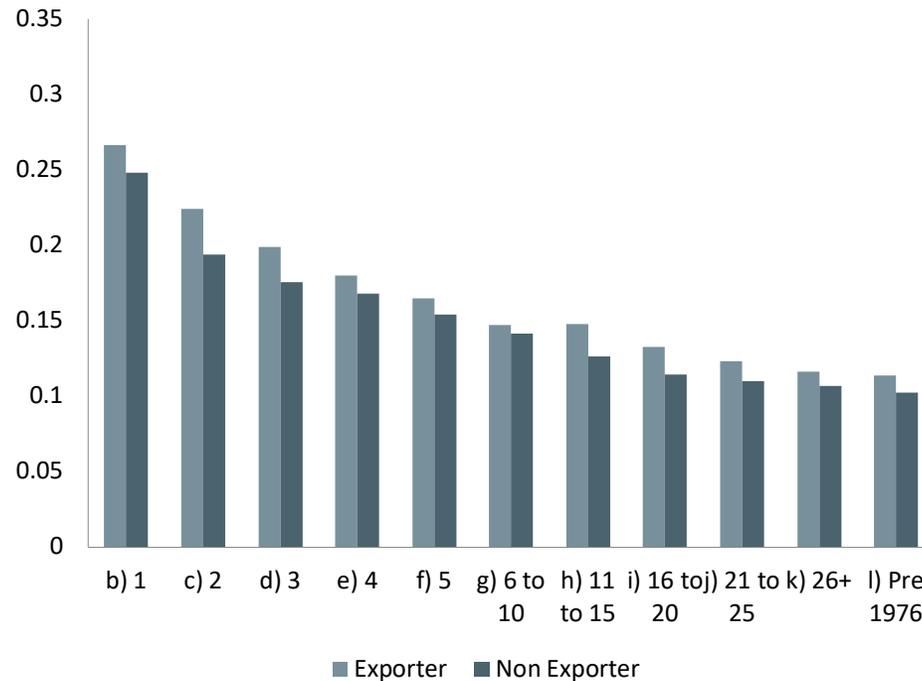
# Share of Exporting Firms By Firm Age, Average 2001-2011



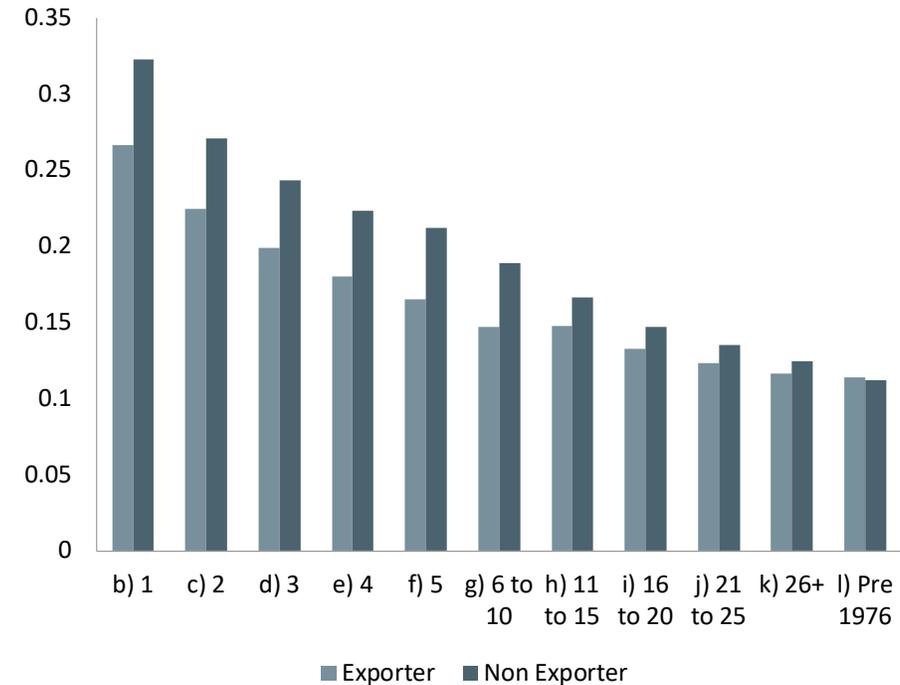
# Gross Job Creation and Destruction

## By Exporting Status and Firm Age, Average 2001-2011

### Job Creation Rate

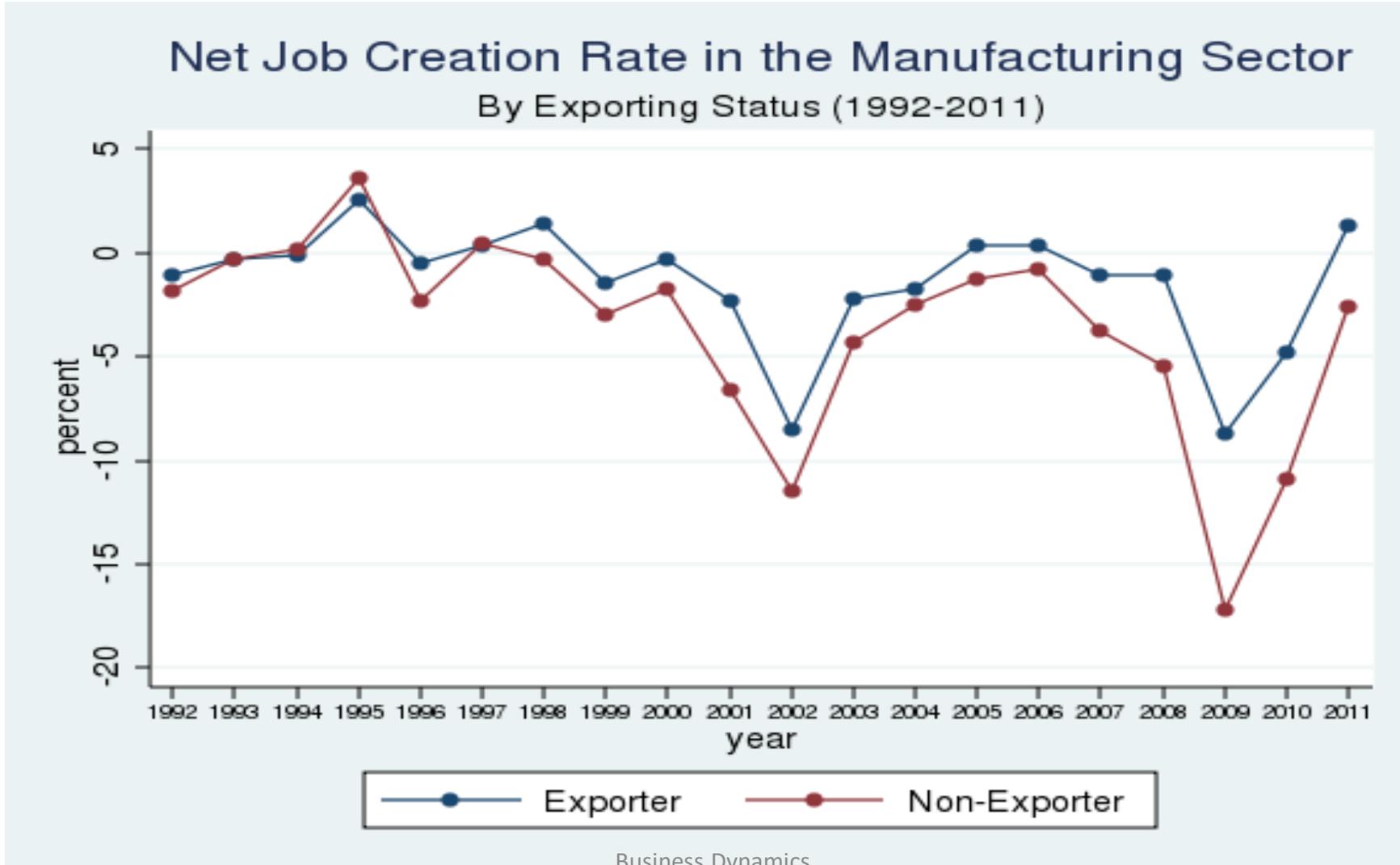


### Job Destruction Rate



# Net Job Creation

## By Exporting Status, Manufacturing



# Ongoing Work

- Representativeness
  - Unmatched transactions
  - Improve coverage of low-value merchandise traders
- Identification of all traders
  - Trade in services

# QUESTIONS?

