



Global Distribution as a Strategy

Austin Community College Supply Chain Offerings

Regular Curriculum

Global Supply Chain Management

Advanced Global Supply Chain Management – Study Abroad

Mechanics of Exporting and International Documentation Seminars

With the US Commercial Service and UPS

Certified Global Business Professional Training



Financial Aspects of the Supply Chain

Smart Movement

Smart Materials Management

Smart Compliance

Smart Program Management

INTERNATIONAL
BUSINESS
INSTITUTE

 AUSTIN
COMMUNITY
COLLEGE
DISTRICT

Smart Movement

Movement Methods

Ocean Freight

Truck/Ground Freight

Air Freight

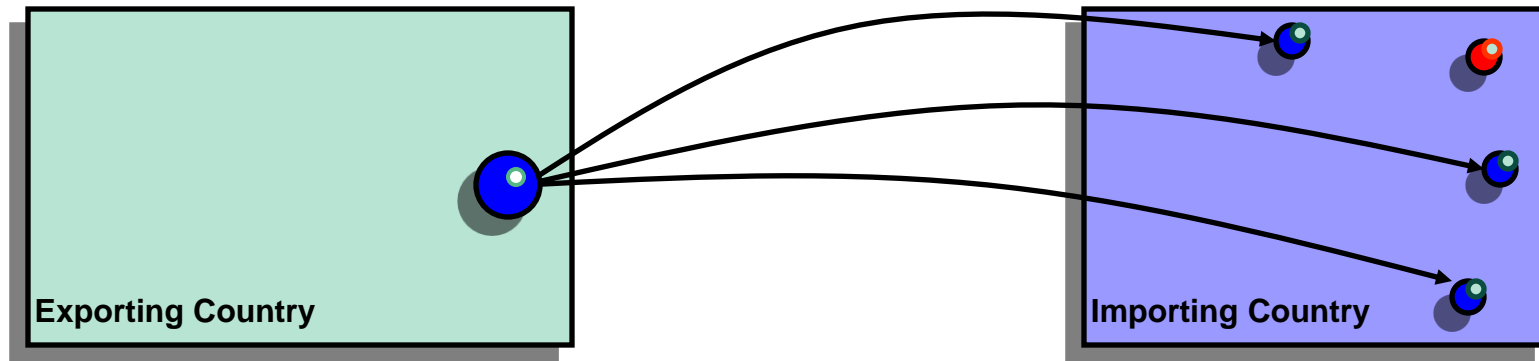
Small Parcel

Postal

Movement and Responsibility



Movement Options



Direct to end-user

Timeliness

Reduces “touches”

Importer of record concerns

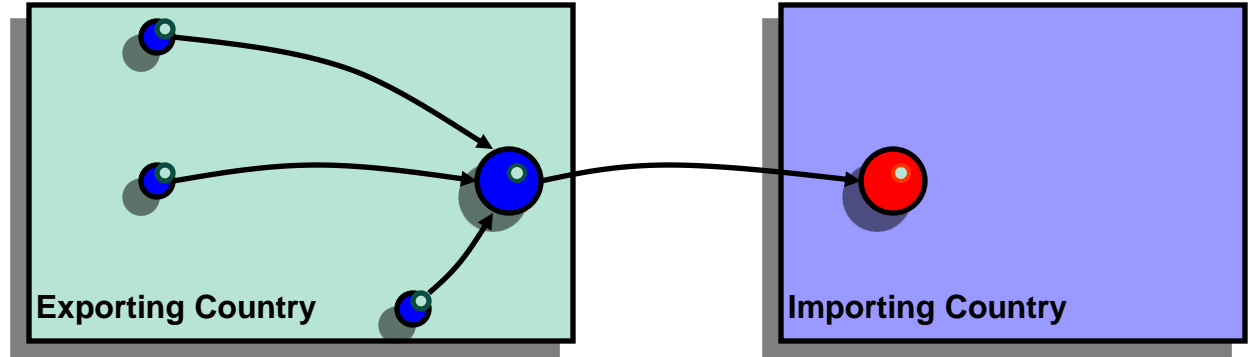
Consolidation Options

Export Side

Lowers Shipping Cost

One Customs Entry

Additional Moves

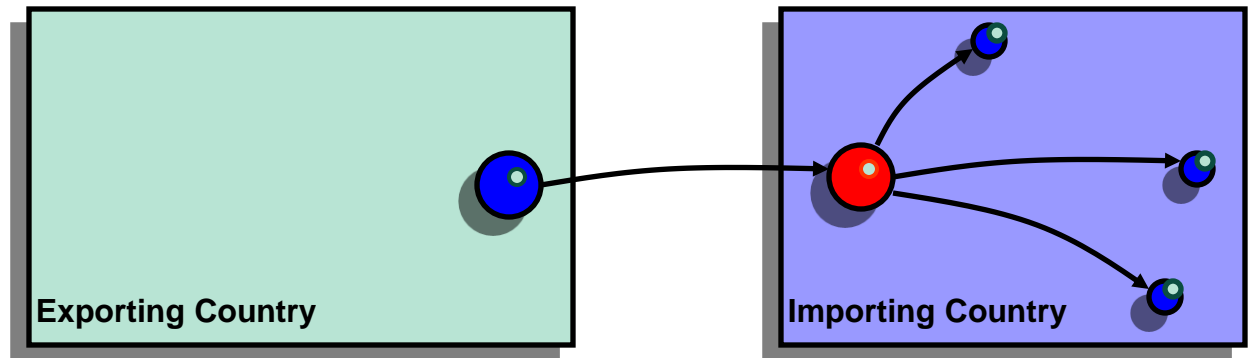


Import Side

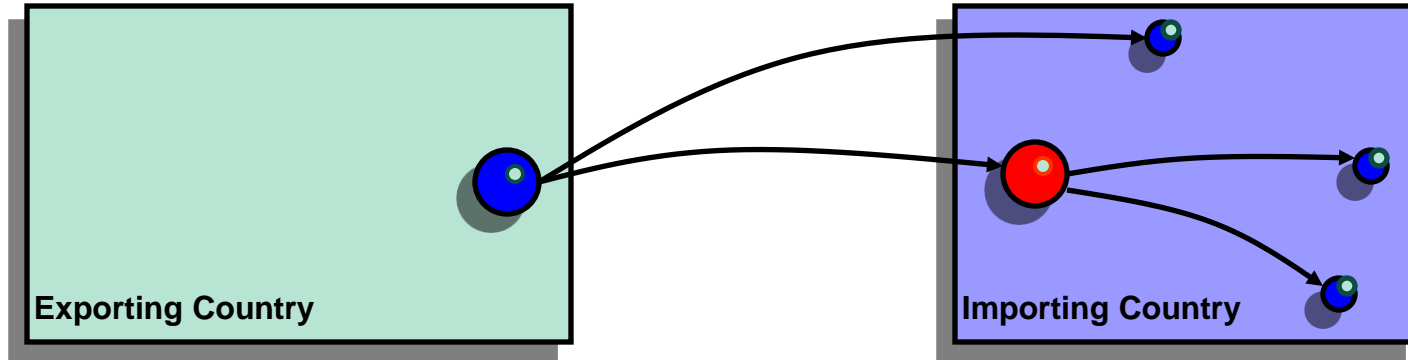
One Customs Entry

Additional Cost

Additional Inventory



Splitting Shipments



Customized Based on Need
Reduces Unnecessary Shipping Cost

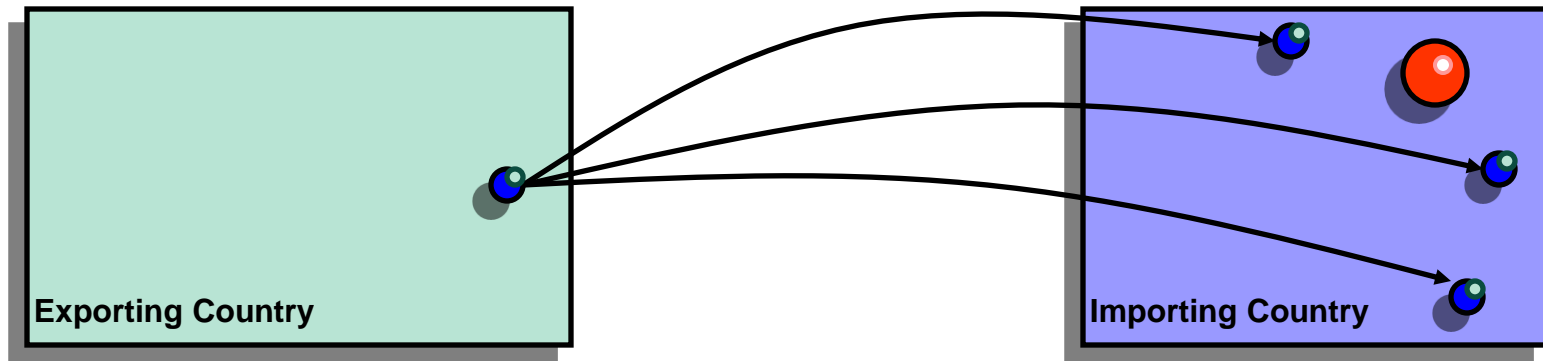
Smart Materials Management

Drop Shipping

Reduces Costs and Touches

Lowers Inventory

Requires Supplier Trust (business and regulatory)



Smart Materials Management

Standardization

Packaging

Controllable within your own products

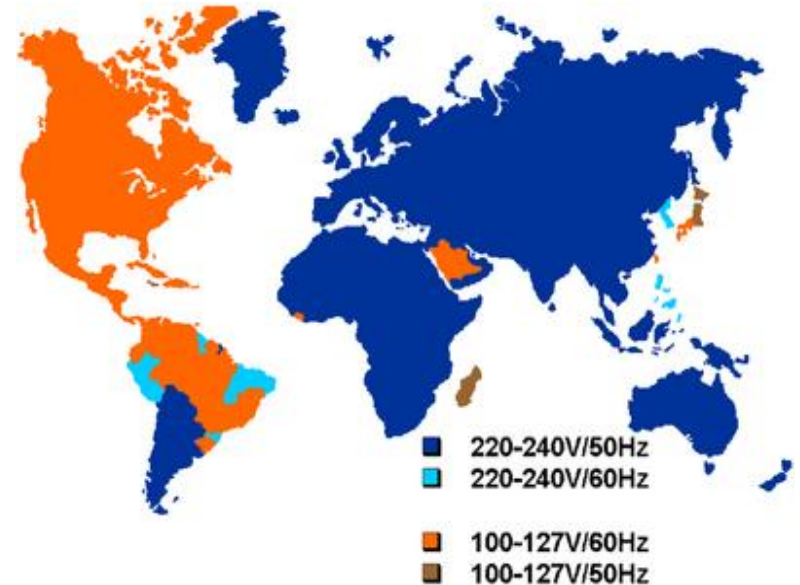
Others are imposed

Electricity

Language

Sizing

Labeling requirements



INTERNATIONAL
BUSINESS
INSTITUTE

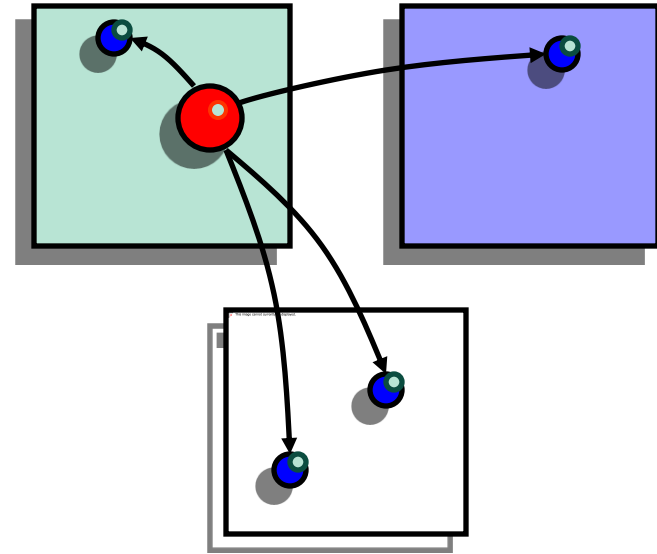
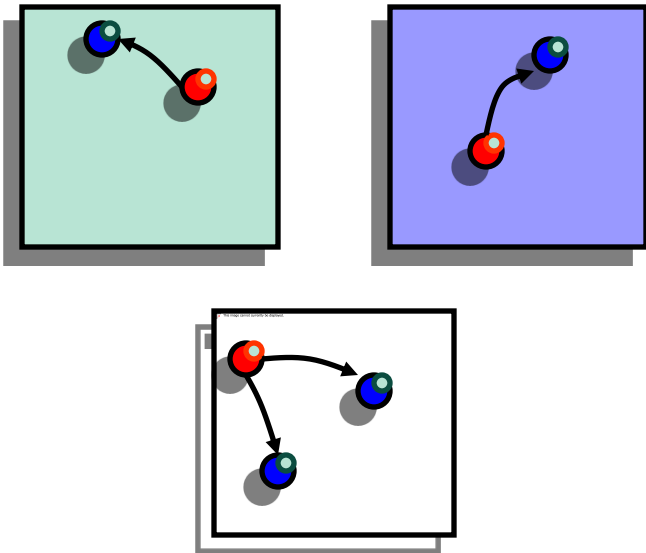
AUSTIN
COMMUNITY
COLLEGE
DISTRICT

Smart Materials Management

De-Centralized

Lowers Transportation Cost

Increases Management Issues



Centralized

Increases Transportation Cost

Improves Management

Smart Compliance

Documentation

Certificate of Origin

Electronic Export Information - EEI (former SED)

Commercial Invoice

Import and Export Compliance



Certificate of Origin

Certified by the Chamber of Commerce

Only generated for US-origin product

NAFTA Certificate is much more common

U.S. DEPARTMENT OF HOMELAND SECURITY
Bureau of Customs and Border Protection
OMB No. 1515-0098
See back of form for Paperwork Reduction Act Notice.

**NORTH AMERICAN FREE TRADE AGREEMENT
CERTIFICATE OF ORIGIN**

Please print or type

19 CFR 151.11, 151.22 Bill of Lading / Air Waybill No. _____

1. EXPORTER NAME AND ADDRESS		2. BLANKET PERIOD	
FROM _____		TO _____	
TAX IDENTIFICATION NUMBER _____		3. IMPORTER NAME AND ADDRESS	
4. PRODUCER NAME AND ADDRESS		TAX IDENTIFICATION NUMBER _____	

5	6	7	8	9	10
DESCRIPTION OF GOODS	HIS TARIFF CLASSIFICATION NUMBER	PREFERENCE CRITERION	PRODUCER	NET COST	COUNTRY OF ORIGIN

I CERTIFY THAT:

- THE INFORMATION ON THIS DOCUMENT IS TRUE AND ACCURATE AND I ASSUME THE RESPONSIBILITY FOR PROVING SUCH REPRESENTATIONS. I UNDERSTAND THAT I AM LIABLE FOR ANY FALSE STATEMENTS OR MATERIAL OMISSIONS MADE ON OR IN CONNECTION WITH THIS DOCUMENT.
- I AGREE TO MAINTAIN AND PRESENT UPON REQUEST, DOCUMENTATION NECESSARY TO SUPPORT THIS CERTIFICATE, AND TO INFORM, IN WRITING, ALL PERSONS TO WHOM THIS CERTIFICATE WAS GIVEN OF ANY CHANGES THAT COULD AFFECT THE ACCURACY OR VALIDITY OF THIS CERTIFICATE.
- THE GOODS ORIGINATED IN THE TERRITORY OF ONE OR MORE OF THE PARTIES, AND COMPLY WITH THE ORIGIN REQUIREMENTS SPECIFIED FOR THOSE GOODS IN THE NORTH AMERICAN FREE TRADE AGREEMENT AND UNLESS SPECIFICALLY EXEMPTED IN ARTICLE 411 OR ANNEX 401, THERE HAS BEEN NO FURTHER PRODUCTION OR ANY OTHER OPERATION OUTSIDE THE TERRITORIES OF THE PARTIES; AND
- THIS CERTIFICATE CONSISTS OF PAGES, INCLUDING ALL ATTACHMENTS.

11a. AUTHORIZED SIGNATURE		11c. COMPANY	
11b. NAME (Print or Type)		11d. TITLE	
11e. DATE (MMDDYYYY)		11f. TELEPHONE NUMBER (Area)	11g. (Assembly)

CBP Form 434 (04/97)



Electronic Export Information (EEI)

Formerly known as the SED

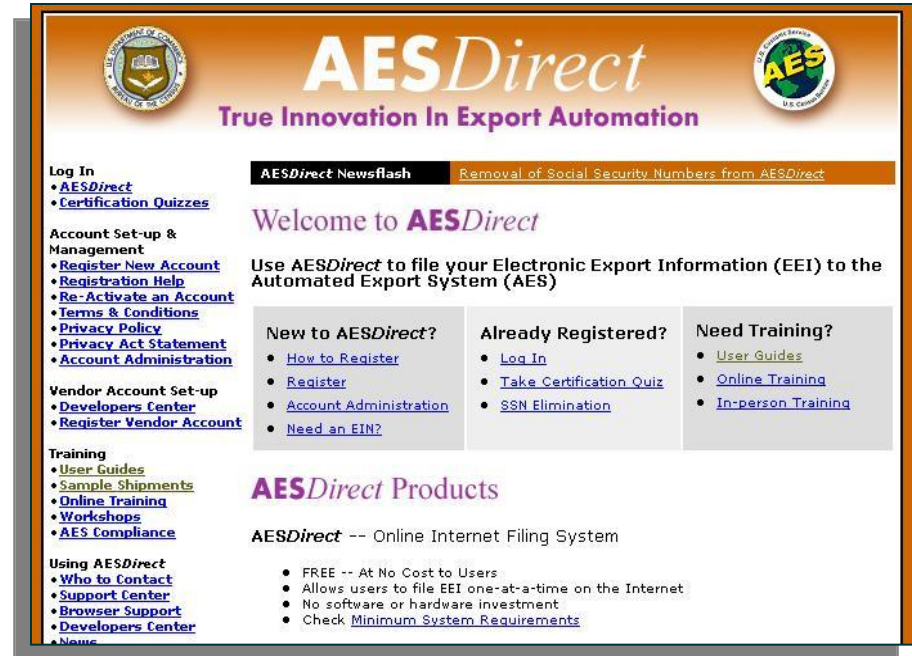
Used for shipments with:

one Sch B number over \$2500

licensed shipments

not for Canada

Filed through AESDirect.gov



The screenshot shows the AESDirect website homepage. At the top, there are logos for the U.S. Department of Commerce and the Automated Export System (AES). The main heading is "AESDirect True Innovation In Export Automation". Below this, there is a "Log In" section with links for "AESDirect" and "Certification Quizzes". A "Newsflash" banner indicates the "Removal of Social Security Numbers from AESDirect". The main content area features a "Welcome to AESDirect" message and a prompt to "Use AESDirect to file your Electronic Export Information (EEI) to the Automated Export System (AES)". There are three columns of links: "New to AESDirect?" (How to Register, Register, Account Administration, Need an EIN?), "Already Registered?" (Log In, Take Certification Quiz, SSN Elimination), and "Need Training?" (User Guides, Online Training, In-person Training). Below this is the "AESDirect Products" section, which describes the "AESDirect -- Online Internet Filing System" as being free, allowing one-at-a-time filing, requiring no software or hardware investment, and providing a link to "Minimum System Requirements". A left-hand navigation menu lists various categories like "Account Set-up & Management", "Vendor Account Set-up", "Training", and "Using AESDirect".



The Commercial Invoice

- 1 Terms of Sale
- 2 Reason for Export
- 3 "Ship to" Information
- 4 Importer of Record
- 5 Product Description
- 6 Origin
- 7 Valuation
- 8 Additional Information
- 9 Declaration

INVOICE					
Date:			SHIPPER INFORMATION		
Bill of Lading/Air Waybill No.:			Tax ID/VAT No.:		
Invoice Number:			Contact Name:		
Purchase Order No.:			Company Name:		
Terms of Sale (Incoterm):			Company Address:		
Reason for Export:			City:		
			State/Province:		
			Postal Code:		
			Country:		
			Telephone:		
			Email:		
SHIP TO			SOLD TO		
Tax ID/VAT No.:			Tax ID/VAT No.:		
Contact Name:			Contact Name:		
Company Name:			Company Name:		
Company Address:			Company Address:		
City:			City:		
State/Province:			State/Province:		
Postal Code:			Postal Code:		
Country:			Country:		
Telephone:			Telephone:		
Email:			Email:		
No. Units	Unit of Measure	Description of Goods (include Harmonized Tariff Number if known)	Country of Origin	Unit Value	Total Value
Additional Comments:			Invoice Line Total		
			Discount/Rebate		
			Invoice Sub-Total		
			Freight Charges		
Declaration Statement:			Insurance		
These commodities, technology, or software were exported from the United States in accordance with the Export Administration Regulations. Diversion contrary to U.S. law prohibited.			Other		
			Invoice Total Amount		
			Currency Code:		
Shipper Signature/Title		Date	Total Number of Packages		
			Total Weight (lbs or kgs)		



Import and Export Compliance

Export Compliance

Export Administration Regulations

International Traffic in Arms Regulations

Know Export Control Classification Number (ECCN)

Have an International Compliance Program (ICP)

Import Regulations

Understand the Basics

Document Processes



Smart Management

Recordkeeping

Proper Coding of Products

Export Compliance Program

Supply Chain Performance Metrics

Monitoring Change

Documentation and Process Reviews

Temporary Exports



Temporary Exports

Trade Shows

Demonstrations

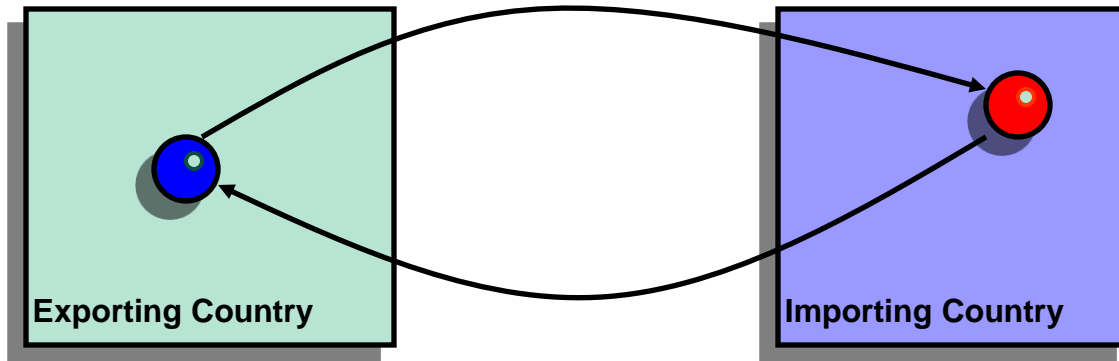
Temporary Repair Replacements

ATA Carnet

Example – 6 month demo

\$50K unit to the UK
0% Duty a 20% VAT

\$50K unit to the UK
\$600 Carnet Fee



INTERNATIONAL
BUSINESS
INSTITUTE

AUSTIN
COMMUNITY
COLLEGE
DISTRICT



Shawn Levsen, Adjunct Instructor slevsen@austincc.edu 512 762 6701