

# Teaching Import Regulations

IMPORT CUSTOMS REGULATIONS IBUS 2345

Austin Community College

Spring 2017      19 January



# A License as a Differentiator

## Import Manager

Requirements:

Education and Experience: Bachelor's degree from a 4 year college or university preferred

Minimum 4 to 7 years relevant experience and/or training; or an equivalent combination of education and experience

**Customs Broker License**

## Customs Compliance Operations Manager

Qualifications:

Bachelor's degree in Business or relevant field of study preferred

**U.S. Customs Brokers license** or Certified Custom Specialist preferred

## Trade and Customs Manager

Qualifications:

A minimum of five years of import/export experience in the field of trade and customs as a customs attorney, **customs broker**, U.S. Customs auditor, or import specialist, which will include experience in The Harmonized Tariff Schedule, customs federal regulations, NAFTA, entry processes, valuation, and informed compliance methods

## Import Analyst

Essential Qualifications - **Customs Broker License** preferred.

## Licensed Customs Broker

# What is a Customs Broker?

**Private individuals, partnerships, associations or corporations** licensed, regulated and empowered by U.S. Customs and Border Protection (CBP) to assist importers and exporters in meeting Federal requirements governing imports and exports. Brokers submit necessary information and appropriate payments to CBP on behalf of their clients and charge them a fee for this service.

Brokers must have expertise in the entry procedures, admissibility requirements, classification, valuation, and the rates of duty and applicable taxes and fees for imported merchandise.

There are approximately 11,000 active licensed Customs brokers in the United States.

[http://www.cbp.gov/xp/cgov/trade/trade\\_programs/broker/brokers.xml](http://www.cbp.gov/xp/cgov/trade/trade_programs/broker/brokers.xml)

# Course Objectives

“To examine the U.S. Customs and Border protection organization and role

To develop an understanding of the regulatory requirements for successfully importing goods into the United States

To gain insight into current trade agreements

To understand reasonable care and informed compliance, and to explore the role of the licensed Customs broker.”

Understand the import process at a user level

Prepare for the Customs Broker exam



# Exam Announcement

<https://www.cbp.gov/trade/programs-administration/customs-brokers/license-examination-notice-examination>

The screenshot shows the official website of the U.S. Department of Homeland Security, specifically the U.S. Customs and Border Protection (CBP) section. The page is titled "Customs Broker License Examination - Notice of Examination" and is dated April 3, 2017. The main content area contains the following text:

**Customs Broker License Examination - Notice of Examination**

**Customs Broker License Examination - Notice of Examination for April 3, 2017**

**Administrative Information**

This notice announces that U.S. Customs and Border Protection (CBP) will conduct the Customs Broker License Examination on Monday, April 3, 2017. The examination will be given at various locations. Please visit this website regularly as all exam information will be posted online in the time leading up to the exam.

The purpose of the examination, as authorized by 19 CFR 111.13(a), is to "determine the individual's knowledge of Customs and related laws, regulations and procedures, bookkeeping, accounting, and all other appropriate matters, necessary to render valuable service to importers and exporters."

On the right side of the page, there is a "RELATED CONTENT:" section with two links: "Becoming a Customs Broker" and "Exam and Key Downloads". Below this, there is a partial link: "To best contact Broker Management please send an".

The left sidebar contains a "Trade" menu with the following items:

- Basic Import and Export
- > ACE and Automated Systems
- Border Interagency Executive Council
- Programs and Administration
  - Account Management
  - > Audits
  - Bonds

# Reference Material

## **Harmonized Tariff System of the US:**

<https://www.usitc.gov/tata/hts/archive/index.htm>

## **19 Code of Federal Regulations:**

[http://www.ecfr.gov/cgi-bin/text-idx?c=ecfr&tpl=/ecfrbrowse/Title19/19tab\\_02.tpl](http://www.ecfr.gov/cgi-bin/text-idx?c=ecfr&tpl=/ecfrbrowse/Title19/19tab_02.tpl)

## **CATAIR and Directives**

<https://www.cbp.gov/trade/ace/catair>

## **Print copies**

[www.boskage.com](http://www.boskage.com) (Private Trade Compliance Reference Tool Printer)

<http://bookstore.gpo.gov> (Government Printing Office)

Amazon

# Customs Broker Exam

80 multiple-choice questions

4.5 Hours

Twice a year – first Monday in April and October

Closest locations – Houston and Dallas

Covers:

The Harmonized Tariff Schedule of the United States (HTSUS)

Title 19, Code of Federal Regulations

Specified Customs Directives

Customs and Trade Automated Interface Requirements document (CATAIR)

Any reference but no electronics

Cost \$200

Must score 75% to pass



# Sections of the Exam

Customs Broker

Classification

Fines and Penalties

Valuation

Bonds

Powers of Attorney

Warehouse

Trade Agreements

Drawback

Broker Compliance

Scenario

Antidumping/Countervailing Duty

Quota

General

Miscellaneous





# Exam Materials

Tariff Schedule

straightedge

19 CFR 100-199

Directives

7501 Instructions

Calculator

Two Pencils

Previous Exams

Keyword Search

Timeframe Search

Form Listing

Trade Agreement Listing



# Print Copies

## CFR Chapter 19

Code of Federal Regulations, Title 19, Customs Duties, Revised as of April 1, 2016 \$100

## HTSUS

Harmonized Tariff Schedules of the United States Annotated for Statistical Reporting Purposes, 27th Edition 2017 \$130

## Stand

Tarifold, Inc. 50411 Catalog Rack Starter Set, 12 Sections \$102.20

Print the CATAIR, 7501 Instructions and Directive 3530-002A \$0

# Question Frequency

## 3-Year Trend of Question Frequency

HTS		Harmonized Tariff Schedule	69
19 CFR	111	Customs Brokers	22
Instructions	7501		19
19 CFR	152	Classification and Appraisal of Merchandise	18
19 CFR	191	Drawback	16
19 CFR	133	Trademarks, Trade Names and Copyrights	15
19 CFR	141	Entry of Merchandise	14
19 CFR	146	Foreign Trade Zones	11
19 CFR	171	Fines, Penalties and Forfeitures	11
19 CFR	10	Articles Conditionally Free, Subject to a Reduced Rate, etc.	10
19 CFR	134	Country of Origin Marking	10
19 CFR	24	Customs Financial and Accounting Procedure	9
19 CFR	132	Quotas	8
19 CFR	162	Inspection, Search and Seizure	8
19 CFR	12	Special Classes of Merchandise	7
19 CFR	151	Examination, Sampling and Testing of Merchandise	7
19 CFR	163	Recordkeeping	7
19 CFR	113	Customs Bonds	6
19 CFR	351	Anti-Dumping	6
19 CFR	143	Special Entry Procedures	4
19 CFR	144	Warehouse and Rarehouse Entries and Withdrawals	4
19 CFR	174	Protests	4
19 CFR	181	NAFTA	4
CATAIR			4
19 CFR	172	Claims for Liquidated Damages; Penalties Secured	3
19 CFR	11	Packing and Stamping, Marking	2
19 CFR	102	Rules of Origin	2
19 CFR	114	Carnets	2
19 CFR	142	Entry Process	2
19 CFR	173	Administrative Review in General	2
19 CFR	7	Customs Relations with Insular Possessions	1
19 CFR	159	Liquidation of Duties	1
Directive	3530-002A		1

# Course Format

Lecture/Guest Speakers

Practical Exercises

Associated or Applied Reading on Current Developments



# Exam Pass Rates

GONZALEZ ROLON VALDESPINO RODRIGUEZ ATTORNEYS (www.exportimportlaw.com)  
 THE BEST CUSTOMS BROKER COURSE (www.bestcustomsbrokercourse.com)  
 COPYRIGHT 11/29/16

EXAM YEAR/ MONTH	NUMBER WHO TOOK EXAM	NUMBER WHO PASSED EXAM	PASS RATE	QUESTIONS WITH NO CORRECT ANSWER	QUESTIONS WITH MORE THAN ONE ANSWER
2007/10	1387	127	9.2%	4	0
2008/04	1633	335	20.5%	0	0
2008/10			15.0%	2	2
2009/04			10.1%	3	0
2009/10	1333	80	6.0%	1	0
2010/04	1200	133	11.1%	3	2
2010/10	1114	323	29.0%	0	0
2011/04	1200	228	19.0%	0	1
2011/10			25.2%	0	0
2012/04	1367	20	1.5%	2	3
2012/10			20.0%	0	0
2013/04	1182	52	4.4%	1	0
2013/10	1397	154	11.0%	0	0
2014/04			24.6%	1	0
2014/10	1230	421	34.2%	1	0
2015/04	1277	362	28.3%	3	0
2015/10	1200	240	20.0%	0	0
2016/04	1376	299	21.7%	0	1
2016/10	1304	106	8.1%	2	0
AVG	1300	206	17%	1	0
MEDIAN	1291	191	19%	1	0
OCT AVG	1081	207	18%	1	0
APR AVG	1319	204	16%	1	1

Unofficial Customs Broker Exam Pass Rates.  
 If you have official or more accurate or more complete information, please contact us.



# Value of the Course

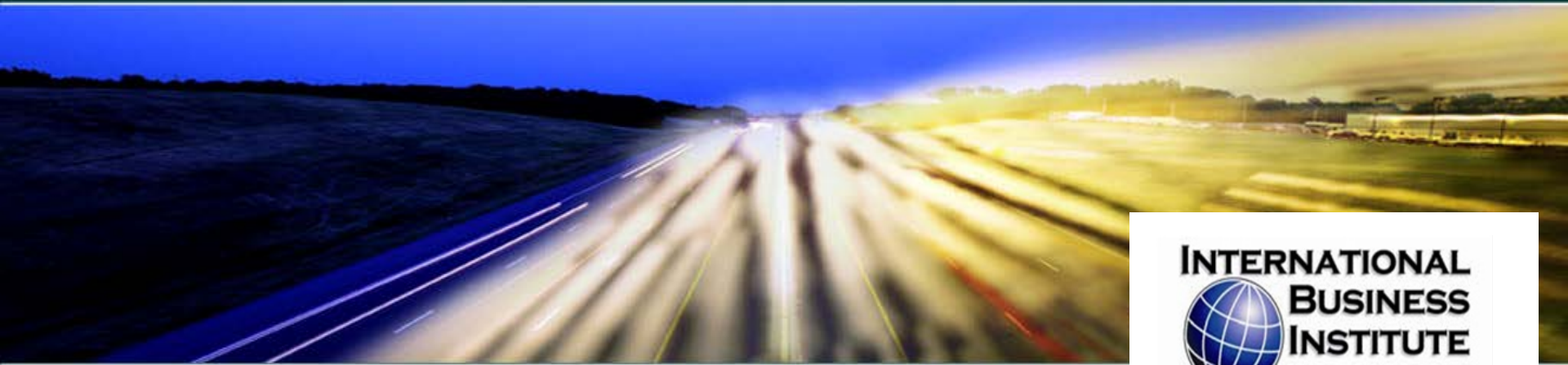
Very specific material/ small interest group

Provides a very tangible certification

Very attractive to employers



Thank You



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DISTRICT