



Resources for Importers

Funding for the SBDC's International Trade Initiative comes from the National Export Initiative, whose mandate is to provide export assistance to SMEs. Importers can consult the following resources:

FEDERAL GOVERNMENT

International Trade Administration (ITA) Import Administration

The ITA Import Administration enforces U.S. unfair trade laws (anti-dumping and countervailing duty laws, etc.) and develops and implements other policies and programs aimed at countering unfair foreign trade practices. This agency also manages Foreign Trade Zones (FTZ), which are used by American manufacturers to import goods that are ultimately used as inputs for final products that are exported. The FTZs allow the manufacturer to import goods without any tariffs or duties assessed since the product will ultimately be exported.

<http://trade.gov/ia/>

U.S. International Trade Commission (ITC)

The ITC offers market reports related to importing that are broken down by industry, country, and region. The ITC also has a search engine for importers to identify HTS codes (product codes used by US Customs to identify incoming shipment contents).

<http://www.usitc.gov/index.htm>

U.S. Department of Agriculture (USDA)

The USDA's Foreign Agricultural Trade of the United States (FATUS) division compiles import and export stats for agricultural products and commodities that are broken down by country and industry.

<http://www.ers.usda.gov/Data/FATUS/>

U.S. Census Bureau

Profile of U.S. Importing and Exporting Companies

<http://www.census.gov/foreign-trade/Press-Release/edb/2009/index.html>

U.S. Small Business Administration (SBA)

The SBA's Importing Goods Guidelines offers a comprehensive list of resources for importers.

<http://www.sba.gov/content/importing-goods>

B2B ONLINE TRADE PORTALS

Foreign Trade.com

International B2B Trade Portal with information on foreign trade and imports and exports, including an online portal for buyers and sellers to advertise. Some services are free and some require membership.

<http://www.foreign-trade.com/>

USA ImportExport

Web portal focused on export-import business and international trade. It represents a large-scale (320,000 + pages) US-based, B2B portal, directory, and trade board that features industry-specific information, solutions, resources, services, trade leads, forums, tools, tariffs, duties, and taxes.

<http://www.usaexportimport.com/>

SBDCGlobal.com

Initiative spearheaded by the SBDC Network in San Antonio, with the objective of creating trade opportunities (export and import) for businesses in the United States and throughout Latin America. The initiative started in Mexico and has expanded throughout Central and South America. American companies can use the SBDCGlobal.com online B2B portal to find buyers and sellers, as well as guidelines for American companies that want to import goods into the United States.

<http://www.sbdcglob.com/import-guidelines.html>

Importers.com

Online B2B platform dedicated to promoting global trade, especially between G20 economies. Users can post and browse company and trade-related information in over 1,200 sub-categories. Some services are free, while others are fee-based, usually paid on a monthly basis.

<http://www.importers.com/index.php>

FINDING A CUSTOMS BROKER

One of the most important relationships an importer is going to have is going to be with their customs broker, who is needed to clear imports through US Customs.

National Customs Brokers and Forwarders Association of America (NCBFAA)

The NCBFAA is a good resource to use to find a competent Customs Broker: <http://www.ncbfaa.org/>.

Also see the **International Federation of Customs Brokers Associations**: <http://www.ifcba.org/>

INSTRUCTIONAL (HOW TO IMPORT)

U.S. Importers.org

Association of American customs brokers, cargo and freight agents, beginning and experienced importers, American exporters, and other industry professionals. The mission of U.S. Importers.org is to demystify the maze of U.S. customs regulations and facilitate trade with the United States.

<http://www.usimporters.org/>

Informed Trade International

Informed Trade's "Quick and Dirty Guide to Importing" contains details on the 27 different topics that beginning importers most often ask about. Included are procedures, forms, explanations, websites, contact information and more.

<http://www.itintl.com/>

TRADE DATA

United Nations Statistics Division

UN Commodity Trade Statistics Database (COMTRADE)

Trade data on exports and imports of almost 200 countries.

<http://comtrade.un.org/>