



INTERNATIONAL TRADE NEWSLETTER

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Chinese New Year begins February 18th

Most service companies recognize the new year for 3-5 work days. Manufacturers will take longer holidays of 2-3 weeks. If you expecting a consignment or shipping a consignment to a customer that arrives during the Chinese New Year expect that there will be delays in delivery or shipping due to the holiday.

Peru Free Trade

Peru has dropped all duties on US Commercial goods. To take advantage of these reduced costs to American Exporters the US Commercial Service is sponsoring a Trade Show in Lima. April 18-20. For more information contact 800-421-8476

Maersk Changes reduces their rail ramp hubs.

In an effort to reduce costs Maersk will be phasing out unprofitable inland rail ramps. Rail ramp locations will be consolidated throughout the USA. The locations have not been released. We are being told that the phase out will be completed on April 30th 2007. If you use Maersk via a low volume rail ramp we suggest that you contact them to determine if your service would be affected. BDG clients using Maersk will be updated on any service changes.

HTSUS Changes

Effective changes took place on February 3rd. The international trading community has been given an additional 17 days to finalize their systems. On February 20th the new HTSUS system will be mandatory.

BDG's computer system has had all applicable HTSUS Tariff modifications added. Our system will automatically alert us to an old tariff number, at which time we will then modify the HTSUS number and apply the new number to the product being entered.



SERVICE ANNOUNCEMENT

India

Import / Export Service

BDG International would like to announce new service from and to India base ports and airports.

Please contact the Ocean Export Team, Air Export Team or Import Team at the e-mail or phone numbers below.

- Ocean Transit times via Direct service
 - Chicago to/from Nhava Sheva 40 days
 - Chicago to/from Madras (Chennai) 38 days
 - Chicago to/from Mumbai (Bombay) 38-45 days
 - Inland Delivery and Pickup available throughout India
- Air Export/Import services available from / to:
 - Express, Standard or Deferred services.
 - Airports Serviced
 - Chennai, Mumbai, New Delhi
- Indian Services
 - Inland Delivery and Pickup available throughout India
 - Indian Customs Clearance
 - Indian Warehousing
 - DDU / DDP Services
- BDG Representation in. New Delhi, Chennai, Mumbai, Hyderabad, Bangalore, Kolkata and Multiple Inland CFS locations

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Subject to Equipment Availability, custom exam expenses, THC and Duties. Shipper responsible for loading, blocking, bracing, weight limits. Written confirmation required for transportation and rate validity. All charges due within 21 days of invoice date.

Mar. 2 *INCREASING BUSINESS EFFECTIVENESS ACROSS CULTURES.*

Training session sponsored by CultureSense International and My Next Path. Presentations by **Susan W. Herrera, M.Ed.**, President, CultureSense International, and **Myriam Le Cannellier**, President, My Next Path.

Participants will develop cultural awareness and intercultural communication skills needed to increase their degree of comfort and effectiveness. 9:00 a.m. – 4:00 p.m., BR Urban Space, 1818

West Wilson Avenue, Chicago. Fee: \$240. For information and registration, call 312/451-4273 or

e-mail: mlecannellier@mynexthpath.com.

Mar. 8 *INGREDIENT BRANDING – MARKETING FOR MULTINATIONAL MANUFACTURERS.*

Luncheon

program sponsored by the German American Chamber of Commerce of the Midwest and the International Trade Association of Greater Chicago. Presentation by **Dr. Waldemar Pförtsch**,

Professor of International Business, Pforzheim

University, Germany, and Visiting Professor, Illinois

Institute of Technology. 11:30 a.m. – 1:00 p.m., Illinois Institute of Technology Stuart School of Business, 565 West Adams Street, Chicago.

GACCoM & ITA/GC Members - \$35; Non-members -

\$45. For information & registration, visit:

<http://www.gaccomm.org/events/calendar.html?Event=78>

Mar. 19 - *IMPORT OPERATIONS AND PROCEDURES.*

Two-day workshop sponsored by Unz & Co. Learn

how to work with the regulations to improve your company's compliance know-how and

increase its

profitability. Topics include: *U.S. Customs & Border Protection and Other Government Agencies; Techniques for Importers in the International Market Place; The Role of the Customs Broker; Surety*

Bonds & Insurance; Import Documentation; Country of Origin Marking Requirements; Types of Entries; Harmonized Tariff Classification; Valuation of Imported Merchandise; Protests; Import Compliance and Recordkeeping; E-Commerce; Customs Focused Assessment. 8:00 a.m. –

4:30 p.m., Holiday Inn Chicago Mart Plaza, 350 North Orleans Street, Chicago. Fee: \$1,740. For information & registration, please visit:

www.unzco.com.

Mar. 21 *TARIFF CLASSIFICATION UNDER THE HARMONIZED SYSTEM.*

Workshop sponsored by

Unz &

Co. Learn how the Harmonized System is structured, how it works, and how to apply that

knowledge to properly classify goods. Topics include: *The Harmonized System; Structure of the Harmonized Tariff Schedule; Applying the Hierarchy of Classification; Duty Saving through Tariff*

Engineering; Classification Rulings. 8:00 a.m. –

4:30 p.m., Holiday Inn Chicago Mart Plaza, 350 North Orleans Street, Chicago. Fee: \$870. For

information & registration, please visit:

www.unzco.com.

Mar. 22 *U.S. CUSTOMS AUDIT & COMPLIANCE ASSESSMENT.*

Workshop sponsored by Unz & Co.

Be

prepared for the new Customs risk-based approach to importer audits and security concerns. Topics

include: *Customs Modernization Act; Audit Procedures; Trade Guidance; Customs-Trade Partnership Against Terrorism (C-TPAT); Recordkeeping Compliance Program; Importer Self-Assessment Program (ISA); Fines and Penalties; Standard Operating Procedures.* 8:00 a.m. –

4:30 p.m., Holiday Inn Chicago Mart Plaza,
350 North Orleans Street, Chicago. Fee: \$870.

For
information & registration, please visit:
www.unzco.com.

**Mar. 28 EXPORTING & IMPORTING:
PROCEDURES, DOCUMENTATION & LAWS.**

Conference
sponsored by Global Conference Group.
Topics include: *Export Documentation &
Procedures;*
*Letters of Credit; Using the Harmonized Tariff
Schedule; Air & Ocean Transportation;
Logistics
Management for the International Supply
Chain; Import Documents & Procedures.* 8:30
a.m. –

4:30 p.m., Mid America Club, 200 East
Randolph Drive, 80th Floor, Chicago. Fee:
\$495. For
information & registration, please call
773/334-4477 or visit:
www.globalconferencegroup.com.

Apr. 4 INTENSIVE LETTERS OF CREDIT.

Workshop sponsored by Unz & Co. Receive
intensive training
in all aspects of the Letter of Credit process
with particular emphasis on developing and
working
with a “Properly issued Letter of Credit.”
Topics include: *Risks in International Trade;
Documents
Controlling Risk; Methods of Payment
Mitigating Risk; Functions of a Letter of Credit
Process;*
*Types of Letters of Credit; Bank Liability;
Contracts in a Letter of Credit Process;
Issuance;
Amendments; Confirmation; Value in a Letter
of Credit; Documents; Complying
Presentation;*

Variations in a Letter of Credit. 8:00 a.m. – 4:30
p.m., Holiday Inn Chicago Mart Plaza, 350
North

Orleans Street, Chicago. Fee: \$650. For
information & registration, please visit:
www.unzco.com.

Apr. 5 UCP 600. Workshop sponsored by Unz &
Co. Learn the latest revision of the Customs and
Practice
for Documentary Credits, which comes into
effect on July 1, 2007. Topics include: *How UCP
Affects the Buyer; How UCP Affects the Seller;
Bank Obligations under UCP; Discussion of
Each*

*New Article in UCP 600; Comparison of UCP
500 – UCP 600.* 8:00 a.m. – 4:30 p.m., Holiday
Inn
Chicago Mart Plaza, 350 North Orleans Street,
Chicago. Fee: \$650. For information &
registration,
please visit: www.unzco.com.

Apr. 11 UCP 600 FOR AMERICANS. Seminar
sponsored by the United States Council for
International
Business. Understand the 2007 revision of the
Uniform Customs and Practice for Documentary
Credits. Presentation by Donald R. Smith, chair,
USCIB Banking Committee and U.S.
representative to the revision process. 8:30 a.m.
– 4:30 p.m., Holiday Inn Chicago Mart Plaza,
350
North Orleans Street, Chicago. Fee: \$395. For
information & registration please call 212/703-
5066
or visit: www.ucp600seminar.org.