



INTERNATIONAL TRADE NEWSLETTER

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SKU or Part Number Reporting available for Import or Export shipments.

BDG International is now offering SKU# reports on your international shipments. We can take the Packing List information and cross-reference with container numbers and sailing information to develop reports on shipments prior to arrival.

We are able to track SKU's or part numbers, Carton or Piece counts, Containers numbers, delivery dates, etc. This information can be provided as often as you would like.

Please contact our sales team to learn how this reporting can provide you and your team the ability for more advanced inventory planning.

President signs bill for 100 percent cargo scanning

President Bush signed the much debated "100 percent cargo scanning" requirement into law, implementing the additional recommendations of the 9/11 Commission. All containers entering the United States are to be scanned by "non-intrusive imaging and radiation detection equipment at a foreign port before it is loaded on a vessel." The legislation does not require all containers to be scanned for five years, until July 1, 2012. Even then, the Secretary of the Department of Homeland Security can waive the requirement for two more years, and continue in two year increments if the scanning technology needed to fulfill the requirement is unavailable. Scanning can also be delayed for reasons "significantly impacting trade capacity and flow of cargo." Similarly, it requires screening of all cargo carried on passenger aircraft within three years, but not physical inspection, as initially proposed. A ports of entry program will also be established to improve security and streamline the arrival process for travelers at the 20 busiest

international airports. Trade representatives have spoken out against the bill since it was introduced in the U.S. House of Representatives more than six months ago. Now, some exporters fear retaliation from other countries enacting similar regulations for containers leaving the United States. While pre-screening is meant to target only high risk security items, it is likely to contribute to an increase in government inspections. Shipments must be protected during transit, especially with increased government inspection.

With this legislation now in place we strongly recommend to our clients that they begin the implementation of the C-TPAT program Customs Trade Partnership Against Terrorism. The C-TPAT program will provide many advantages in coming years related to preferential security treatment.

BDG Opens New Delhi, India Office

We are pleased to announce the opening of BDG International (India) , Pvt. Ltd. We offer complete Air, Ocean, Import, and Warehousing services in to/from India around the world. Please refer to the attached service outline for specific details on USA/India Services

BDG International (India) Managers:

Mr. K. J. Chacko, Managing Director
 Mr. Hari Kumar P. S., Deputy Manager
 Mr. Mihir Kumar Choudhari, Sr. Executive

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USA Free Trade Agreements

Below are links to Free Trade Agreements with various countries around the world. These agreements range is when they are effective, commodities covered and duties charged. Purchasing or selling products to these countries will potentially provide you with a competitive advantage.

- ▶ [Australia \(AFTA\)](#)
- ▶ [Bahrain \(BFTA\)](#)
- ▶ [Chile \(CFTA\)](#)
- ▶ [CAFTA - DR \(Central America - Dominican Republic Free Trade Agreement\)](#)
- ▶ [Israel \(ILFTA\)](#)
- ▶ [Jordan \(JFTA\)](#)
- ▶ [Morocco \(MFTA\)](#)
- ▶ [North American Free Trade Agreement \(NAFTA\)](#)
- ▶ [Singapore \(SFTA\)](#)
- ▶ [Korea - \(KORUS FTA\) Pending Congressional Approval](#)

Global Reach Consulting

BDG International and Global Reach Consulting are working together to promote trade with India. GRC provides detailed consultative services to companies seeking to expand their reach to the Indian marketplace

About Global Reach Consulting

GRC is an advisory firm helping clients **evaluate the risks and opportunity of doing business with India.**

Whether a US firm is exporting to or sourcing from India, GRC is available to provide background, insight, pros and cons and practical tips to the American business before they rush into the India market.

GRC is available to gather information, track trends, conduct secondary research, help set up India operations and travel to India on behalf of the US firm.

GRC serves as an advocate of the client and is unique for not being aligned with any Indian vendor firm.

(Ms) Kokum Dalai (President)

Being equally comfortable in both the US and Indian business environments allows Ms. Dalai to be an effective cultural and business liaison between Indian and US companies.

Ms. Dalai has a MA in Sociology and a MS in Computer Science, and has worked for more than 25 years in corporate America, focused mostly on hi-tech manufacturing and software development at **AT&T Bell Labs and Lucent Technologies.**

Services Offered

India can be a challenging place in which to do business. All our services are designed to help the US firm align business expectations with the realities on the ground in India.

a) Report writing: We write custom reports based on secondary research.

b) Education: We do presentations on outsourcing strategies and different aspects of conducting business in India.

c) Cultural liaison: We provide insight into Indo-US business communication, negotiation and culture.

d) Sourcing - Vendor search and assessment:

- We maintain a vendor database of Indian firms providing IT, telecom and BPO (Business Process Outsourcing) services.
- We work with the Indian trade organizations to find vendors for engineering products.

At the client's request, we will go to India to survey and qualify the vendor per client requirements.

e) Relationship management: We will manage the client/vendor/partner interface on an ongoing basis.

Product sourcing focus:

- Engineering and manufacturing products. Telecom and software development.

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THE U.S. GENERALIZED SYSTEM OF PREFERENCES, 2007 REVIEW OF ADDITIONS AND REMOVALS

The U.S. International Trade Commission (ITC) is seeking input for a newly initiated investigation concerning possible modifications to the Generalized System of Preferences.

The investigation, *Advice Concerning Possible Modifications to the U.S. Generalized System of Preferences, 2007 Review of Additions and Removals* (Investigation No. 332-493), was requested by the U.S. Trade Representative (USTR) in a letter received on September 6, 2007.

As requested, the ITC, an independent, nonpartisan, factfinding federal agency, will provide advice on the likely impact on competing U.S. industries of the addition of nine HTS subheadings to the list of articles eligible for the GSP and the removal of two HTS subheadings from duty-free status from certain beneficiary developing countries. The study will also provide advice on the effects on consumers.

The HTS subheadings being considered for additions are: 2613.10.00 (roasted molybdenum ores and concentrates), 2613.90.00 (other molybdenum ores and concentrates), 2917.12.10 (adipic acid), 3204.17.90 (certain pigment slurries for paints), 4412.39.5030 (certain plywood sheets), 7601.10.30 (certain unwrought aluminum, not alloyed), 7601.20.30 (certain unwrought aluminum, alloys), 7604.21.00 (certain aluminum bars, rods, and profiles), and 8111.00.4910 (manganese metal powder). The HTS subheadings being considered for removal are: 2931.00.90 from India (certain other organo-inorganic compounds) and 3920.62.00 from Brazil (polyethylene terephthalate (PET) film).

The ITC will submit its confidential report to USTR by December 19, 2007. As soon as possible thereafter, the ITC will issue a public version of the

report containing only the unclassified sections, with any business confidential information and classified information deleted.

The ITC is seeking input for its new investigation from all interested parties and requests that the information focus on the articles for which the ITC is requested to provide information and advice. The ITC will hold a public hearing in connection with the investigation at 9:30 a.m. October 16, 2007. Requests to appear at the public hearing should be filed no later than 5:15 p.m. on September 25, 2007, with the Secretary, U.S. International Trade Commission, 500 E Street SW, Washington, DC 20436.

The ITC also welcomes written submissions for the record. Written submissions should be addressed to the Secretary to the Commission at the above address and should be submitted at the earliest practical date but no later than 5:15 p.m. on October 24, 2007. Further information concerning this investigation is available in the ITC Federal Register notice dated September 12, 2007.

ITC general factfinding investigations, such as this one, cover matters related to tariffs or trade and are generally conducted at the request of the U.S. Trade Representative, the Senate Committee on Finance, or the House Committee on Ways and Means. The resulting reports convey the Commission's objective findings and independent analyses on the subjects investigated. The Commission makes no recommendations on policy or other matters in its general factfinding reports. Upon completion of each investigation, the ITC submits its findings and analyses to the requester. General factfinding investigation reports are subsequently released to the public, unless they are classified by the requester for national security reasons.







