

Expanding Kosovo's Exports through the Generalized System of Preferences (GSP) Program



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Executive Office of the President
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Presentation Summary



Overview of the U.S. GSP Program

Kosovo's GSP exports to the U.S.

How to increase Kosovo's use of duty-free opportunities

GSP Program

- Enhanced access to U.S. market
- Expanded choices for U.S. industries & consumers
- Provides duty-free treatment for about 3,500 products from Kosovo and 126 other countries
- \$19.9 billion in total U.S. GSP imports (2012)
- GSP program authorized through July 2013



GSP Program: Eligible Products

Eligible

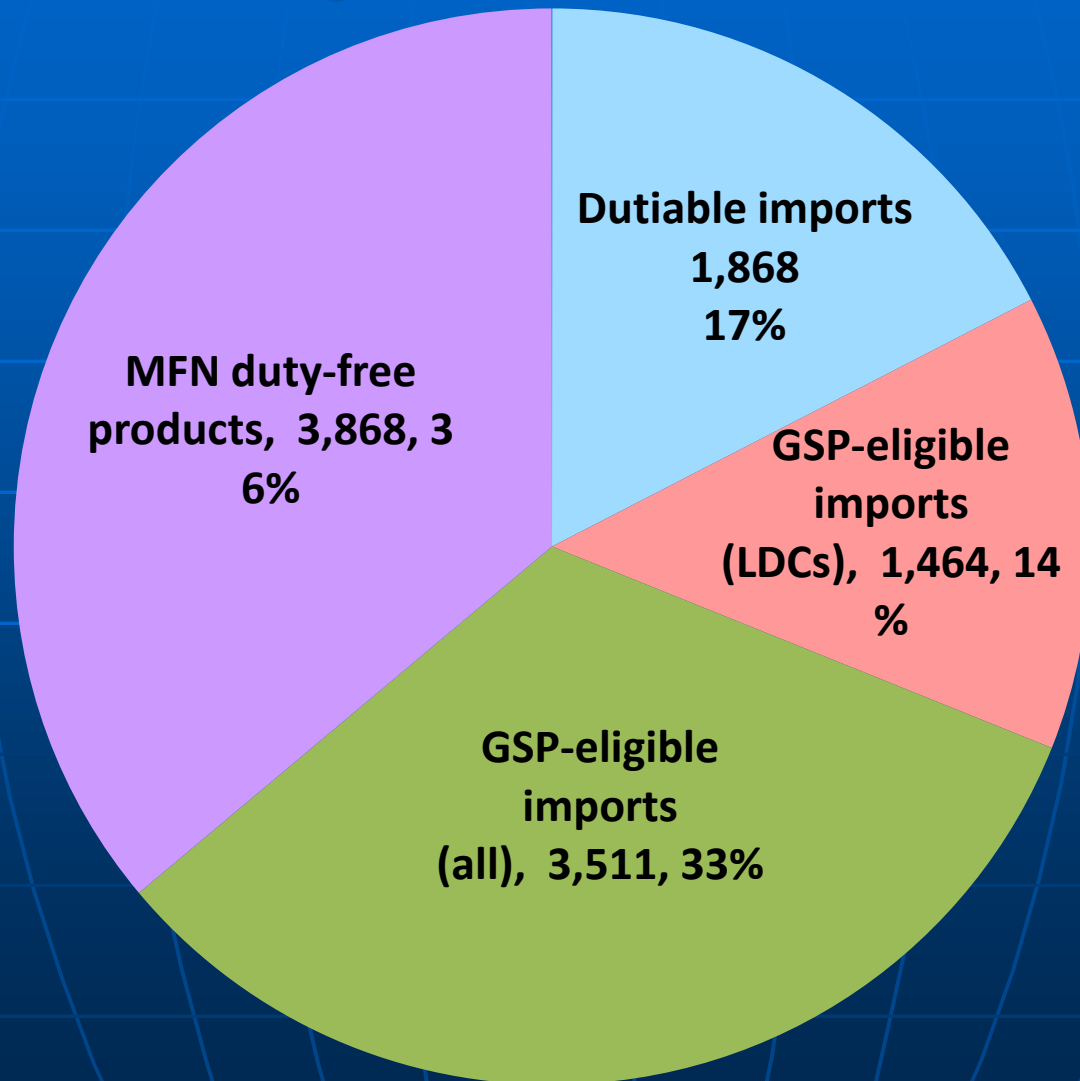
- Many manufactured items & inputs
- Jewelry
- Many agricultural products
- Chemicals
- Minerals
- Marble
- Carpets

Ineligible

- Most textiles & apparel
- Watches
- Footwear
- Handbags
- Luggage
- Some gloves & leather goods



How many products are eligible for GSP duty-free treatment?



U.S. and Kosovo Trade in 2012

- **U.S. imports from Kosovo: \$259,000**
- **GSP imports: \$29,000 (11% of total imports)**
- **Overall GSP utilization rate: 45%**
- **Kosovar products imported under GSP: sauces (MFN tariff 6.4%)**

How to Qualify for Duty-Free Treatment under GSP

Must be a GSP-eligible product

Must be a product or growth of Kosovo

If using non-Kosovar inputs, local content & processing must be \geq 35% of the value

Must import directly into the U.S. w/o entering commerce of another country

Benefit must be claimed by importer

Keep production/accounting records to assist importer to verify GSP claim

Is my product eligible for duty-free treatment under GSP?

The easiest way to find out is to go to:

- http://dataweb.usitc.gov/scripts/tariff_current.asp

List of GSP-eligible products at:

- <http://www.ustr.gov/trade-topics/trade-development/preference-programs/generalized-system-preferences-gsp/gsp-program-i-0>

Go to: http://dataweb.usitc.gov/scripts/tariff_current.asp



United States International Trade Commission

USITC Home > DataWeb > USITC Tariff Database

Contact US

▶ DataWeb Assistance

Tariff and Trade DataWeb

▶ Trade DataWeb Login
▶ DataWeb FAQ
▶ DataWeb How To

Classification Systems

▶ Tariff Search Tool
▶ Classification Systems
▶ Commodity Translation Wizard
▶ Description Lookup

Trade Data Reports

▶ Trade Data Reports
▶ Graphs of Trends
▶ Trade Shifts
▶ Certain Steel Products
▶ Sub-Saharan Africa
▶ Trade by Geographic Regions

:: 2013 U.S. Tariff and Trade Data for a specific product

Tariff data current through January 15, 2013. This site includes planned staged tariff reductions (where applicable) and 3-year (plus year-to-date) import data!

Enter either the *first part* of an HTS category number up to 8 digits--e.g., "8501" or "850110"--, or *any part* of a product description--e.g., "bovine", or "articho"--(without the "quotes"). The search is not case-sensitive, so the results for "Bovine" will be the same as for "BoVinE"

User note: While the USITC publishes the HTS, the U.S. Customs Service interprets it. Contact the Customs offices with questions about how potential importations should be classified.

In the brief item descriptions, the abbreviation "NESOI" means not otherwise specified or included.

1. Type the name of your product

2. Click the "List items" button

USITC DataWeb: USITC Tariff Database

dataweb.usitc.gov/scripts/tariff_current.asp

United States International Trade Commission

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Contact US

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Trade Data Reports

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Now select ONE item for which you want tariff and trade information.
Click the "Detail" button when you have made your selection

Detail

- 21032040 Tomato sauces, nesi (*Begin Effect Date: 01/01/2013*)
- 21039020 Sauces derived or prepared from fish (*Begin Effect Date: 01/01/1989*)
- 21039040 Nonalcoholic preparations of yeast extract (other than sauces) (*Begin Effect Date: 10/31/2012*)
- 21039090 Sauces and preparations therefor, neosi (*Begin Effect Date: 01/01/2013*)
- 99119732 Chile goods: Tomato sauces of subheading 2103.20.40 in containers holding less than 1.4 kg valued less than 20?/kg (*Begin Effect Date: 01/01/2013*)
- 99119733 Chile goods: Tomato sauces of subheading 2103.20.40 in containers holding less than 1.4 kg valued 20?/kg or more but less than 32?/kg (*Begin Effect Date: 01/01/2013*)
- 99119734 Chile goods: Tomato sauces of subheading 2103.20.40 in containers holding less than 1.4 kg valued 32?/kg or more but less than 48?/kg (*Begin Effect Date: 01/01/2013*)
- 99119735 Chile goods: Tomato sauces of subheading 2103.20.40 in containers holding less than 1.4 kg valued 48?/kg or more but less than 72?/kg (*Begin Effect Date: 01/01/2013*)
- 99119736 Chile goods: Tomato sauces of subheading 2103.20.40 in containers holding less than 1.4 kg valued 72?/kg or more (*Begin Effect Date: 01/01/2013*)

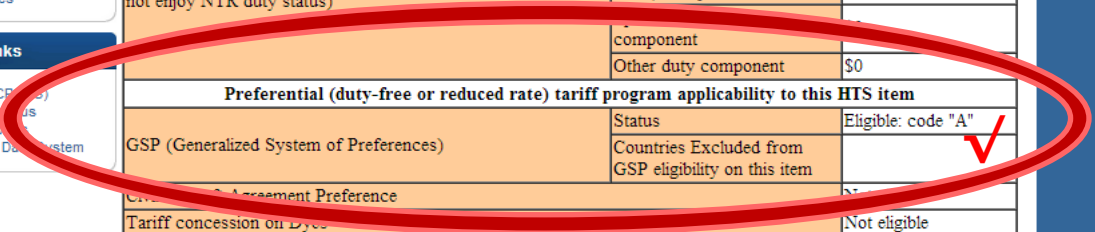
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 - Trade by Geographic Regions
 - Trade by Partner Country
 - AVE Duties 1891-2010
 - Principal Supplier Analysis
- Tariff Database**
 - HTS Online Reference Tool
 - Tariff Database
 - Tariff Programs
 - Tariff DataBase Tables 1997-2013
 - Future Tariffs Lookup
 - World Tariff Sources
- Other External Links**
 - Customs Rulings (CBP)
 - Order Data from Customs
 - Schedule B for Exports
 - International Trade Data System

2013 U.S. Tariff and Trade Data for a specific product
 2013 Tariff and Most Recent Annual U.S. Import Information

HTS Number	21039090	
Brief Description	Sauces and preparations therefor, neosi	
Customs value of recent U.S. imports for consumption		
Click for more detail on imports by source country or imports by tariff program or imports by U.S. Customs district of entry or imports by statistical suffix (HTS10)	2012 imports (thousand dollars) \$ 496,964.8	
Tariff Treatment		
Beginning Effective Date (most recent date any part of this HTS item's tariff treatment changed)	01/01/2013	
Ending Effective Date (date any part of this HTS item is next scheduled for tariff treatment change)	12/31/2013	
1st Unit of Quantity (Q1)	Kilograms	
2nd Unit of Quantity (Q2)		
2013 Normal Trade Relations (NTR) duty rate (formerly known as the Most Favored Nation (MFN) duty rate)	MFN Text Rate	6.4%
	Duty calculation	(Ad Valorem Rate) times (Value)
	Ad Valorem (percent of value) component	6.4%
	Specific (per unit) component	\$0
	Other duty component	\$0
	Binding Status	Bound in World Trade Organization
"Column 2" (non-NTR) duty rate (Applies to imports from a small number of countries that do not enjoy NTR duty status)	COL2 Text Rate	35%
	Duty calculation	(Ad Valorem Rate) times (Value)
	Ad Valorem (percent of value) component	35%
	Other duty component	\$0
Preferential (duty-free or reduced rate) tariff program applicability to this HTS item		
GSP (Generalized System of Preferences)	Status	Eligible: code "A" ✓
	Countries Excluded from GSP eligibility on this item	
Trade Preference Agreement Preference	Status	Not eligible
Tariff concession on Dye	Status	Not eligible
CBI or CBERA (Caribbean Basin Initiative) Preference	Ad Valorem Rate	
	Specific Rate	
AGOA (African Growth and Opportunity Act)	Status	
CBTPA (Caribbean Basin Trade Partnership Act)	Ad Valorem Rate	



Check if code "A" is listed for your product

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	Specific (per unit) component	\$0
	Other duty component	\$0
Preferential (duty-free or reduced rate) tariff program applicability to this HTS item		
GSP (Generalized System of Preferences)	Status	Eligible: code "A"
	Countries Excluded from GSP eligibility on this item	
Civil Aircraft Agreement Preference		Not eligible
Tariff concession on Dyes		Not eligible
CBI or CBERA (Caribbean Basin Initiative) Preference	Status	Eligible: code "E"
	Ad Valorem Rate	0%
	Specific Rate	\$0
AGOA (African Growth and Opportunity Act)		Not Eligible
CBTPA (Caribbean Basin Trade Partnership Act)	Status	Not Eligible
	Ad Valorem Rate	

More detail can be found by clicking on the links here. For example, click on "imports by source country"

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USITC Trade Database--Web Access

US imports for consumption at Customs value for HTS8 21039090:

by sources, in descending value of 2012 imports

Source	2010	2011	2012		2011	2012	Percent change YTD2011- YTD2012
	--thousand dollars--			Percent of total	January-December		
					--thousand dollars--		
Macedonia (Skopje)	\$ 823.0	\$ 762.3	\$ 933.8	0.2%	\$ 762.3	\$ 933.8	22.5%
Colombia	\$ 428.1	\$ 891.9	\$ 880.1	0.2%	\$ 891.9	\$ 880.1	-1.3%
Hungary	\$ 16.7	\$ 454.2	\$ 806.5	0.2%	\$ 454.2	\$ 806.5	77.6%
Guatemala	\$ 472.2	\$ 636.9	\$ 747.2	0.2%	\$ 636.9	\$ 747.2	17.3%
Denmark	\$ 518.9	\$ 672.7	\$ 567.6	0.1%	\$ 672.7	\$ 567.6	-15.6%
Indonesia	\$ 545.3	\$ 337.1	\$ 511.2	0.1%	\$ 337.1	\$ 511.2	51.6%
Vietnam	\$ 390.3	\$ 465.9	\$ 508.1	0.1%	\$ 465.9	\$ 508.1	9.1%
Israel	\$ 408.1	\$ 381.7	\$ 475.0	0.1%	\$ 381.7	\$ 475.0	24.4%
Bulgaria	\$ 433.4	\$ 377.9	\$ 445.1	0.1%	\$ 377.9	\$ 445.1	17.8%
Ecuador	\$ 305.5	\$ 369.5	\$ 362.1	0.1%	\$ 369.5	\$ 362.1	-2.0%
Ireland	\$ 355.4	\$ 330.6	\$ 340.2	0.1%	\$ 330.6	\$ 340.2	2.9%
El Salvador	\$ 418.4	\$ 562.0	\$ 340.1	0.1%	\$ 562.0	\$ 340.1	-39.5%
Russia	\$ 335.5	\$ 287.2	\$ 281.7	0.1%	\$ 287.2	\$ 281.7	-1.9%
Singapore	\$ 598.6	\$ 537.9	\$ 263.5	0.1%	\$ 537.9	\$ 263.5	-51.0%
St. Lucia	\$ 251.5	\$ 328.6	\$ 253.1	0.1%	\$ 328.6	\$ 253.1	-23.0%
Lebanon	\$ 169.4	\$ 189.4	\$ 212.2	0.0%	\$ 189.4	\$ 212.2	12.0%
Sweden	\$ 351.0	\$ 182.0	\$ 172.1	0.0%	\$ 182.0	\$ 172.1	-5.4%
Belize	\$ 159.4	\$ 210.0	\$ 166.8	0.0%	\$ 210.0	\$ 166.8	-20.6%
Tunisia	\$ 612.0	\$ 193.5	\$ 150.1	0.0%	\$ 193.5	\$ 150.1	-22.4%
Brazil	\$ 368.7	\$ 312.0	\$ 140.4	0.0%	\$ 312.0	\$ 140.4	-55.0%
Greece	\$ 23.6	\$ 49.3	\$ 124.8	0.0%	\$ 49.3	\$ 124.8	153.1%
Chile	\$ 83.0	\$ 198.2	\$ 117.6	0.0%	\$ 198.2	\$ 117.6	-40.7%
Panama	\$ 38.6	\$ 144.7	\$ 108.0	0.0%	\$ 144.7	\$ 108.0	-25.4%
Croatia	\$ 15.0	\$ 41.6	\$ 91.0	0.0%	\$ 41.6	\$ 91.0	118.8%
Guyana	\$ 41.6	\$ 158.3	\$ 89.4	0.0%	\$ 158.3	\$ 89.4	-43.5%
Georgia	\$ 107.9	\$ 120.4	\$ 85.7	0.0%	\$ 120.4	\$ 85.7	-28.8%
Switzerland	\$ 535.1	\$ 421.4	\$ 72.6	0.0%	\$ 421.4	\$ 72.6	-82.8%
Ukraine	\$ 59.7	\$ 75.7	\$ 63.5	0.0%	\$ 75.7	\$ 63.5	-16.1%
Morocco	\$ 74.5	\$ 81.5	\$ 60.9	0.0%	\$ 81.5	\$ 60.9	-25.3%
Barbados	\$ 53.1	\$ 41.7	\$ 57.3	0.0%	\$ 41.7	\$ 57.3	37.4%
Honduras	\$ 61.8	\$ 70.7	\$ 49.8	0.0%	\$ 70.7	\$ 49.8	-29.6%
Kosovo	\$ 0.0	\$ 0.0	\$ 45.5	0.0%	\$ 0.0	\$ 45.5	
Argentina	\$ 777.6	\$ 136.6	\$ 45.3	0.0%	\$ 136.6	\$ 45.3	-66.8%
Sri Lanka	\$ 24.7	\$ 36.3	\$ 33.2	0.0%	\$ 36.3	\$ 33.2	-8.5%

How to Increase Duty-Free Imports into the U.S.



Use GSP as a marketing tool

Ensure that GSP treatment is claimed

Identify GSP-eligible products that Kosovo is exporting to other markets or has previously exported to the US

Consider products with a GSP advantage

GSP-Eligible Imports: Underutilized in 2012

Product	MFN Tariff	Total Imports	GSP Utilization Rate
Certain sauces and preparations (HTSUS 2103.90.90)	6.4%	\$45,494	63%
Citrus jams, fruit jellies, & marmalades (not orange) (HTSUS 2007.91.90)	4.5%	\$5,080	0%
Other jams (HTSUS 2007.99.45)	5.6%	\$6,541	0%
Certain parts & access of bodies for motor vehicles of HTS 8701 to 8705 (HTSUS 8708.29.50)	2.5%	\$3,457	0%
Certain instruments, for checking electrical voltage, current, etc., without a recording device (HTSUS 9030.33.00)	1.7%	\$3,216	0%

Past U.S. GSP Imports from Kosovo

HTS Number	MFN Tariff	2009	2010	2011
Certain boards, consoles, desks, etc., equipped with apparatus for electric control (HTSUS 8537.10.90)	2.7%	0	0	3,090
Polyethylene sacks and bags (HTSUS 3923.21.00)	3%	236,559	0	0
Certain wooden tableware and kitchenware (HTSUS 4419.00.80)	3.2%	22,523	5,000	0
Certain plastic tableware and kitchenware (HTSUS 3924.10.40)	3.4%	73,097	43,390	0
Flavored waters (HTSUS 2202.10.00)	0.2 ¢/ liter	0	0	22,908

EU-27 Imports from Kosovo: Potential US GSP Products?



Raw hides and skins

Parts of steam turbines

Certain beverages

**Jewelry (imitation and precious metals)
and other articles of precious metal**

Top GSP Agricultural Products Imported from Neighboring Balkan Countries

HTSUS 0811.20
MFN 4.5%-9%

- Frozen berries including raspberries, loganberries, blackberries, mulberries, and currants

HTSUS 2103.90
MFN 3.2%-7.5%

- Miscellaneous food preparations not canned or frozen

HTS US 2005.99
MFN 4.5% -14.9%

- Preserved vegetables (not pickled or frozen)

HTSUS 2001.90
MFN 3.6%-14%

- Certain pickled vegetables (including olives and peppers)

HTSUS 2102.10.00:
MFN 6.4%

- Active yeasts



GSP Eligible Textiles and Apparel

Silk fabrics and apparel including dresses, women's suits, scarves,

Hand-loomed cotton fabrics

Many types of gloves and mittens

National flags

Hand-loomed and hand-hooked carpets



Identifying & Developing Potential U.S. Buyers

- **Depends on size, sector, experience**
- **Are you export-ready?**
- **Understanding the US market**
- **What kind of relationship: agent, distributor, partner, joint venture**
- **Best leads: your own network!**
- **Trade shows**



Petition Process to Add New Products



Product must not be excluded by statute (e.g., apparel)

**Submit petition during Annual Review
(next review begins in July 2013)**

Provide the information required by the regulations

For Further Information

GSP General Information:

- <http://www.ustr.gov/trade-topics/trade-development/preference-programs/generalized-system-preference-gsp>

Lists of GSP-eligible Products:

- <http://www.ustr.gov/trade-topics/trade-development/preference-programs/generalized-system-preferences-gsp/gsp-program-i-0>

For Further Information

U.S. Tariff Schedule:

- <http://www.usitc.gov/tata/hts>
- See esp. General Note 4.

U.S. Tariff Databases:

- http://www.usitc.gov/tariff_affairs/tariff_databases.htm

U.S. Department of Homeland Security: Customs and Border Protection (CBP):

- <http://www.cbp.gov>
- <http://www.cbp.gov/xp/cgov/trade/legal/>

For Further Information

U.S Consumer Product Safety Commission:

- <http://www.cpsc.gov/businfo/faq.html>

U.S. Food and Drug Administration:

- <http://www.fda.gov/ForIndustry/FDABasicsforIndustry/default.htm>

U.S. Embassy/Consulate Contact:

- Andrea Tomaszewicz (TomaszewiczAJ@state.gov)

Thank you!

