

# Povećanje crnogorskog izvoza kroz program Opšteg Sistema Preferencijala (OSP)



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**Jul 2012**

# *Sadržaj Prezentacije*

**Pregled OSP programa SAD**

**Crnogorski OSP izvoz za SAD**

**Kako povećati upotrebu bescarinskih mogućnosti**

# *Program OSP*

- Poboľšan pristup tržištu SAD
- Veći izbor za Američke industrije i potrošače
- Obezbedjuje bescarinski tretman za skoro 5,000 proizvoda iz 128 zemalja
- \$18.5 milijardi ukupan OSP uvoz Amerike u 2011
- OSP program odobren do Jula 2013

# *Program OSP: Kvalifikovani proizvodi*

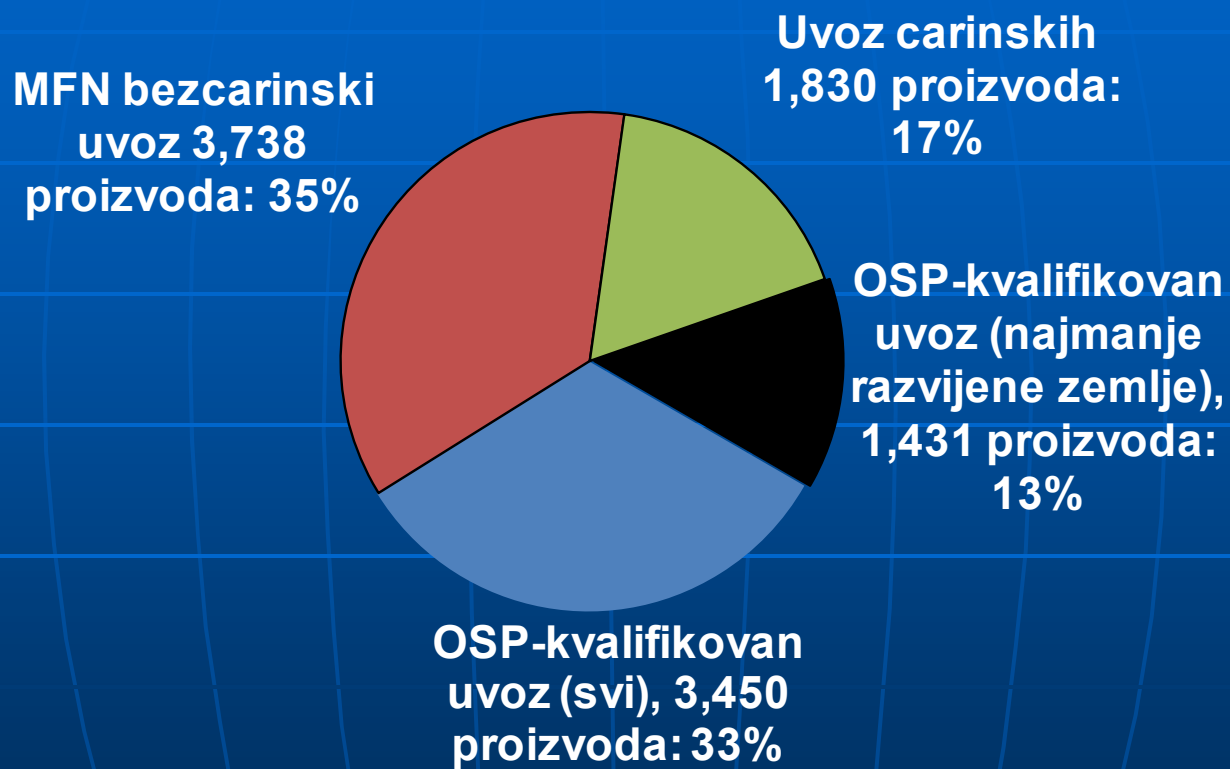
## **Kvalifikovani**

- Mnogi preradivački proizvodi i sirovine
- Većina nakita
- Mnogi poljoprivredni proizvodi
- Hemikalije
- Rude
- Kamen
- Prostirke

## **Nekvalifikovani**

- Većina tekstilnih i odjevnih predmeta, satovi
- Obuća
- Torbe
- Putničke stvari
- Neke rukavice i proizvodi od kože

# *Koliko proizvoda je kvalifikovano za OSP bescarinski tretman?*



# Trgovina SAD i Crne Gore

- Uvoz SAD iz Crne Gore u 2011: \$ 4.2 miliona
- OSP uvoz: \$ 0.8m (20% ukupnog uvoza)
- Najveći OSP uvoz u 2011:

Proizvod	MFN carina	Ukupna vrijednost
Bakar i mesing	1-2.2%	\$0.7m
Gradjevinski kamen	4.9%	\$65.000

# *Kako se kvalifikovati za bescarinski OSP tretman*

**Biti OSP kvalifikovan proizvod**

**Biti proizveden ili odgajan u Crnoj Gori**

**U slučaju korišćenja inputa ne-crnogorskog porijekla, lokalni sadržaj i dodata vrijednost moraju biti  $\geq 35\%$  vrijednosti proizvoda**

**Direktan uvoz u SAD bez re-izvoza preko druge zemlje**

**Korist mora biti prijavljena od strane uvoznika**

**Čuvanje proizvodnog/knjigovodstvenog dokumenta za uvoznika u cilju potvrde njegovog OSP zahtjeva**

# *Da li je moj proizvod kvalifikovan za bescarinski OSP tretman?*

## **Najlakši način za ovu provjeru je web sajt:**

- [http://dataweb.usitc.gov/scripts/tariff\\_current.asp](http://dataweb.usitc.gov/scripts/tariff_current.asp)

## **OSP kvalifikovni proizvodi su izlistani na**

- <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](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  
Trade by Partner Country  
AVE Duties 1891-2010  
Principal Supplier Analysis

**:: 2012 U.S. Tariff and Trade Data for a specific product**

Tariff data current through February 3, 2012. 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"

Dried Mushrooms

*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. Ukucaj ime  
proizivoda

2. Klikni "List  
items" ikonu

USITC DataWeb: USITC Tariff Database - Windows Internet Explorer  
http://dataweb.usitc.gov/scripts/tariff\_current.asp

United States International Trade Commission

USITC Home > DataWeb > USITC Tariff Database

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

**1. Izaberi svoj proizvod sa liste**

**2. Klikni "Detail" ikonu**

**Detail**

- 07123110 Air dried or sun dried mushrooms of the genus Agaricus, whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 05/15/2012)
- 07123110 (Expired) Air dried or sun dried mushrooms of the genus Agaricus, whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 03/15/2012)
- 07123110 (Expired) Air dried or sun dried mushrooms of the genus Agaricus, whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 02/01/2009)
- 07123120 Dried (not air or sun dried) mushrooms of the genus Agaricus, whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 05/15/2012)
- 07123120 (Expired) Dried (not air or sun dried) mushrooms of the genus Agaricus, whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 03/15/2012)
- 07123120 (Expired) Dried (not air or sun dried) mushrooms of the genus Agaricus, whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 02/01/2009)
- 07123910 Air dried or sun dried mushrooms (other than of the genus Agaricus), whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 05/15/2012)
- 07123910 (Expired) Air dried or sun dried mushrooms (other than of the genus Agaricus), whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 03/15/2012)
- 07123910 (Expired) Air dried or sun dried mushrooms (other than of the genus Agaricus), whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 02/01/2009)
- 07123920 Dried (not air or sun dried) mushrooms (other than of the genus Agaricus), whole, cut, sliced, broken or in powder, but not further prepared (Begin Effect Date: 05/15/2012)

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USITC DataWeb: USITC Tariff Database - Windows Internet Explorer  
 http://dataweb.usitc.gov/scripts/tariff\_current.asp

USITC DataWeb: USITC Tariff Database

**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
- Trade by Partner Country
- AVE Duties 1891-2010
- Principal Supplier Analysis

**Tariff Database**

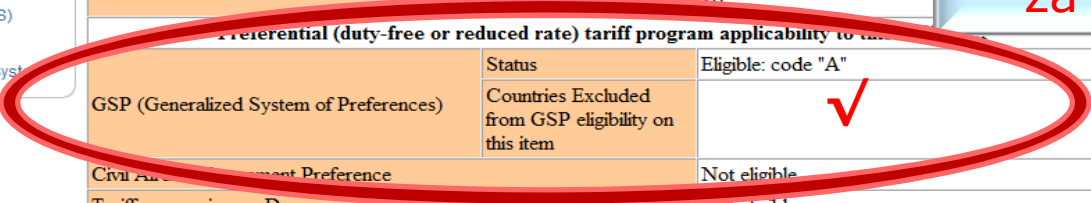
- HTS Online Reference Tool
- Tariff Database
- Tariff Programs
- Tariff DataBase Tables 1997-2012
- Future Tariffs Lookup
- World Tariff Sources

**Other External Links**

- Customs Rulings (CROSS)
- Order Data from Census
- Schedule B for Exports
- International Trade Data System

<b>Brief Description</b>		Agaricus, whole, cut, sliced, broken or in powder, but not further prepared
<b>Customs value of recent U.S. imports for consumption</b>		
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)		2011 imports (thousand dollars) <b>\$12,960.9</b>
<b>Tariff Treatment</b>		
Beginning Effective Date (most recent date any part of this HTS item's tariff treatment changed)		05/15/2012
Ending Effective Date (date any part of this HTS item is next scheduled for tariff treatment change)		12/31/2012
1st Unit of Quantity (Q1)		Kilograms
2nd Unit of Quantity (Q2)		
2012 Normal Trade Relations (NTR) duty rate (formerly known as the Most Favored Nation (MFN) duty rate)	MFN Text Rate	1.3 cents/kg + 1.8%
	Duty calculation	((Specific Rate) times (Q1)) + ((Ad Valorem Rate) times (Value))
	Ad Valorem (percent of value) component	1.8%
	Specific (per unit) component	\$0.013
	Other duty component	\$0
"Column 2" (non-NTR) duty rate (Applies to imports from a small number of countries that do not enjoy NTR duty status)	Binding Status	Bound in World Trade Organization
	COL2 Text Rate	22 cents/kg + 45%
	Duty calculation	((Specific Rate) times (Q1)) + ((Ad Valorem Rate) times (Value))
	Ad Valorem (percent of value) component	45%
	Specific (per unit) component	\$0.22
<b>Differential (duty-free or reduced rate) tariff program applicability to this item</b>		
GSP (Generalized System of Preferences)	Status	Eligible: code "A" ✓
	Countries Excluded from GSP eligibility on this item	
Civilian Government Preference		Not eligible
Tariff concession on Dyes		Not eligible

Provjeri da li je kod "A" izlistan za proizvod



Više detalja moguće je dobiti klikom na raspoložive linkove, kao npr. klikom na "imports by source country" (uvoz po zemlji porijekla)

USITC DataWeb: USITC Tariff Database - Windows Internet Explorer

http://dataweb.usitc.gov/scripts/tariff\_current.asp

Agaricus, whole, cut, sliced, broken or in powder, but not further prepared

**Customs value of recent U.S. imports for consumption**

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**Tariff Treatment**

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	COL2 Text Rate	22 cents/kg + 45%
	Duty calculation	((Specific Rate) times (Q1)) + ((Ad Valorem Rate) times (Value))
	Ad Valorem (percent of value) component	45%
	Specific (per unit) component	\$0.22
Other duty component	\$0	
<b>Preferential (duty-free or reduced rate) tariff program applicability to this HTS item</b>		
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	

HTS Online Reference Tool  
 Tariff Database  
 Tariff Programs  
 Tariff DataBase Tables 1997-2012  
 Future Tariffs Lookup  
 World Tariff Sources

**Other External Links**

Customs Rulings (CROSS)  
 Order Data from Census  
 Schedule B for Exports  
 International Trade Data System

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Import detail for HTS Item (8-digit) - Windows Internet Explorer

http://dataweb.usitc.gov/scripts/details.asp?Phase=HTS8&HTS8=07123110&DESC=

Import detail for HTS Item (8-digit)

**USITC Trade Database--Web Access**

**US imports for consumption at Customs value for HTS8 07123110:**  
by sources, in descending value of 2011 imports

Source	2009	2010	2011		2012		Percent change YTD2011- YTD2012
	--thousand dollars--			Percent of total	January-April --thousand dollars--		
All sources	\$6,458.9	\$10,391.2	\$12,960.9	100.0%	\$5,197.4	\$3,501.4	-32.6%
China	\$4,952.6	\$8,958.8	\$11,280.8	87.0%	\$4,638.0	\$2,888.2	-37.7%
Hong Kong	\$155.3	\$109.6	\$609.0	4.7%	\$67.6	\$193.4	186.1%
Japan	\$404.8	\$448.1	\$310.8	2.4%	\$217.2	\$54.0	-75.1%
Italy	\$339.2	\$317.8	\$276.8	2.1%	\$125.8	\$131.6	4.6%
Korea, Republic of	\$139.3	\$114.1	\$132.6	1.0%	\$40.4	\$52.9	30.9%
Canada	\$8.1	\$9.4	\$120.7	0.9%	\$62.4	\$23.5	-62.3%
France	\$65.9	\$108.3	\$93.7	0.7%	\$19.6	\$29.7	51.5%
Germany	\$0.0	\$37.5	\$38.6	0.3%	\$0.0	\$5.6	
Chile	\$224.8	\$188.5	\$32.6	0.3%	\$0.0	\$122.5	
Monenegro	\$0.0	\$25.0	\$30.7	0.2%	\$9.4	\$0.0	-100.0%
Taiwan	\$12.8	\$10.7	\$13.2	0.1%	\$10.5	\$0.0	-100.0%
Poland	\$45.6	\$48.3	\$11.7	0.1%	\$0.0	\$0.0	
Russia	\$4.8	\$0.0	\$3.5	0.0%	\$3.5	\$0.0	-100.0%
Bulgaria	\$0.0	\$2.4	\$3.2	0.0%	\$0.0	\$0.0	
Malaysia	\$0.0	\$0.0	\$3.0	0.0%	\$3.0	\$0.0	-100.0%
Haiti	\$0.0	\$0.0	\$0.0	0.0%	\$0.0	\$0.0	
Netherlands	\$0.0	\$0.0	\$0.0	0.0%	\$0.0	\$0.0	
Turkey	\$14.6	\$2.6	\$0.0	0.0%	\$0.0	\$0.0	

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# *Kako povećati bescarinski uvoz u SAD*

**Koristiti OSP kao marketing instrument**

**Biti siguran da je OSP tretman zahtevan**

**Identifikovati OSP kvalifikovane proizvode koje Crna Gora izvozi na ostala tržišta**

**Razmotriti proizvode sa OST prednostima**



# *OSP kvalifikovani uvoz: Neiskorišćen u 2011*

<b>Proizvod</b>	<b>MFN Carina</b>	<b>Ukupan Uvoz</b>	<b>Stopa Iskorišćenja</b>
<b>Rafinisane bakarne ploče, trake i limovi</b>	1%	\$0.5m	20.7%
<b>Sočiva za naočare osim stakla</b>	2%	\$44,000	0%
<b>Sušene pečurke</b>	1.3 centa/kg +1.8%	\$30,700	69.5%

# OSP uspješna priča

## HTS 7411.10.10 Rafinisane bakarne cijevi





# *Identifikovanje i pridobijanje potencijalnih kupaca u SAD*

- Zavisno od veličine, sektora, iskustva
- Da li ste spremni za izvoz?
- Razumijevanje tržišta SAD
- O kakvoj vrsti odnosa se radi: agent, distributer, partner, zajedničko ulaganje
- Najbolji vodič: vaša sopstvena mreža!
- Sajmovi

# Zahtjev za dodavanje novih proizvoda

Da proizvod nije isključen po regulativi  
(npr. odjeća)

Podnijeti zahtjev tokom Godišnjeg  
Izvještaja (rok naveden u *Federal Register*)

Navesti informacije zahtjevane u regulativi

# *Za dalje informacije*

## **OSP opšte informacije:**

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

## **Lista OSP kvalifikovanih proizvoda:**

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

# *Za dalje informacije*

## **Carinska Tarifa SAD:**

- <http://www.usitc.gov/tata/hts>
- **Posebno videti opsti stav br. 4.**

## **Carinska baza podataka SAD:**

- [http://www.usitc.gov/tariff\\_affairs/tariff\\_databases.htm](http://www.usitc.gov/tariff_affairs/tariff_databases.htm)

## **Kontakt u Američkoj Ambasadi:**

- **Drew Tanzman**
- Šef ekonomskog odjeljenja
- + 382 20 410 546
- [tanzmanda@state.gov](mailto:tanzmanda@state.gov)

*Thank you!*  
*Hvala Vam!*

