



US Logistics and Distribution

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www.ATCInternational.net



ATC International

- **Licensed US Importer**
- **Trade Show and Market Entry Services**
- **US Warehousing & Distribution Services**
 - Pick & Pack
 - Inventory Management & Storage
 - Cross Docks
- **Business Management Services**
 - Bookkeeping & Collections
 - Credit Card Processing and Banking
 - Customer Service & Mail Forwarding
- **70% of ATCs clients are Australian Companies**
- **Assisting Australian Business for over 20 years**



US Customs & Border Protection

- Research Before you Ship
 - www.cbp.gov
- Most Common Cause for Delays
 - Incomplete Commercial Invoice
 - New Exporter/Importer
 - LCL Exams (often take two weeks)
 - High Declared Value
 - Other Requirements Not Met



US Tariff Codes & Duty

- Not all Australian Products are Duty Free
- Harmonized Tariff System of the US (HTSUS)
 - www.usitc.gov
- Obtain a Ruling from US Customs
 - www.cbp.gov
 - Review Other Rulings - www.cbp.gov/CROSS
- Ask a US Customs Broker
- Put Tariff Codes on the Commercial Invoice



Other Import Requirements

- Confirm the Importer of Record
 - US federal ID or Importer number
 - Liability Issues
- Research Other Requirements
 - Food – www.fda.gov
 - Medical Devices – www.fda.gov
 - IFS – Importer Security Filing 10+2 (SEA FREIGHT)
- Use a Freight Forwarder Familiar with US



US Trade Show Shipments

- Confirm the Importer of Record
- Value all items on the Commercial Invoice
 - I.e.; 1000 Catalogs = \$.01 each = \$10.00
- Hand-carry gifts, giveaways, decorations
- Allow extra time for US customs clearance
 - Sea freight can take 2-3 weeks to clear
 - Air freight usually takes 2-5 days to clear



US Domestic Freight

- Who Pays the US Freight?
- Common Parcel Carriers
 - www.ups.com
 - www.fedex.com (ground svc)
 - www.usps.com (US post)
- Common Freight Carriers
 - www.yrcw.com
 - www.odfl.com



US Freight Rate Variables

- Rate Variables
 - Contents (glass jars vs. men's socks)
 - Weight (US standards of measure)
 - Dimensions (avoid oversized)
 - Location (residential vs. business)
 - Timing (trade shows)
 - Get Insurance



Hints

- Do Not Over Pack
- Use Heavy Gauged Cardboard
- Use US-Friendly Export Pallets
- Include All Contents in Documentation
- Label Everything Clearly & Frequently
- Avoid Colloquialisms (Jumper vs. Sweater)
- Think Big and Start Small!



THANK YOU!

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9 February 2010