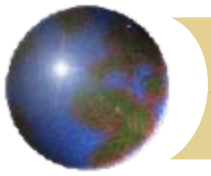


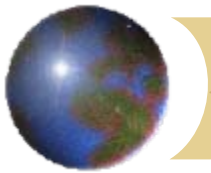
Importing 101 For SME's

Tekle Sebhatu Ph.D.

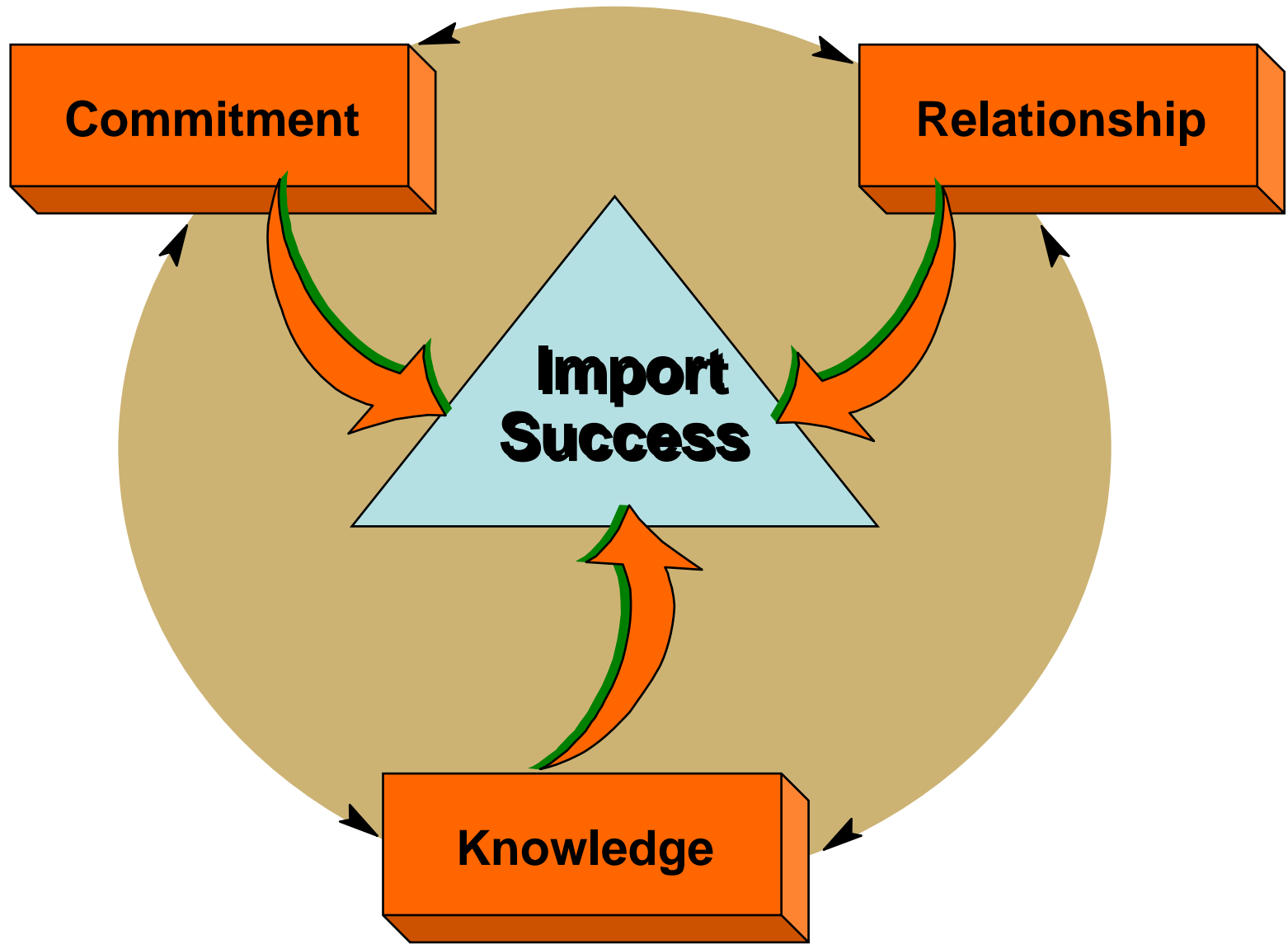


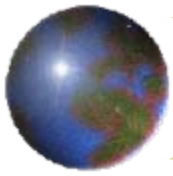
Approaching Import Business

- **Passively purchasing from domestic sellers**
- **Seeking out domestic sellers representing foreign entities**
- **Indirectly through Import Trading Companies**
- **Directly importing from suppliers**

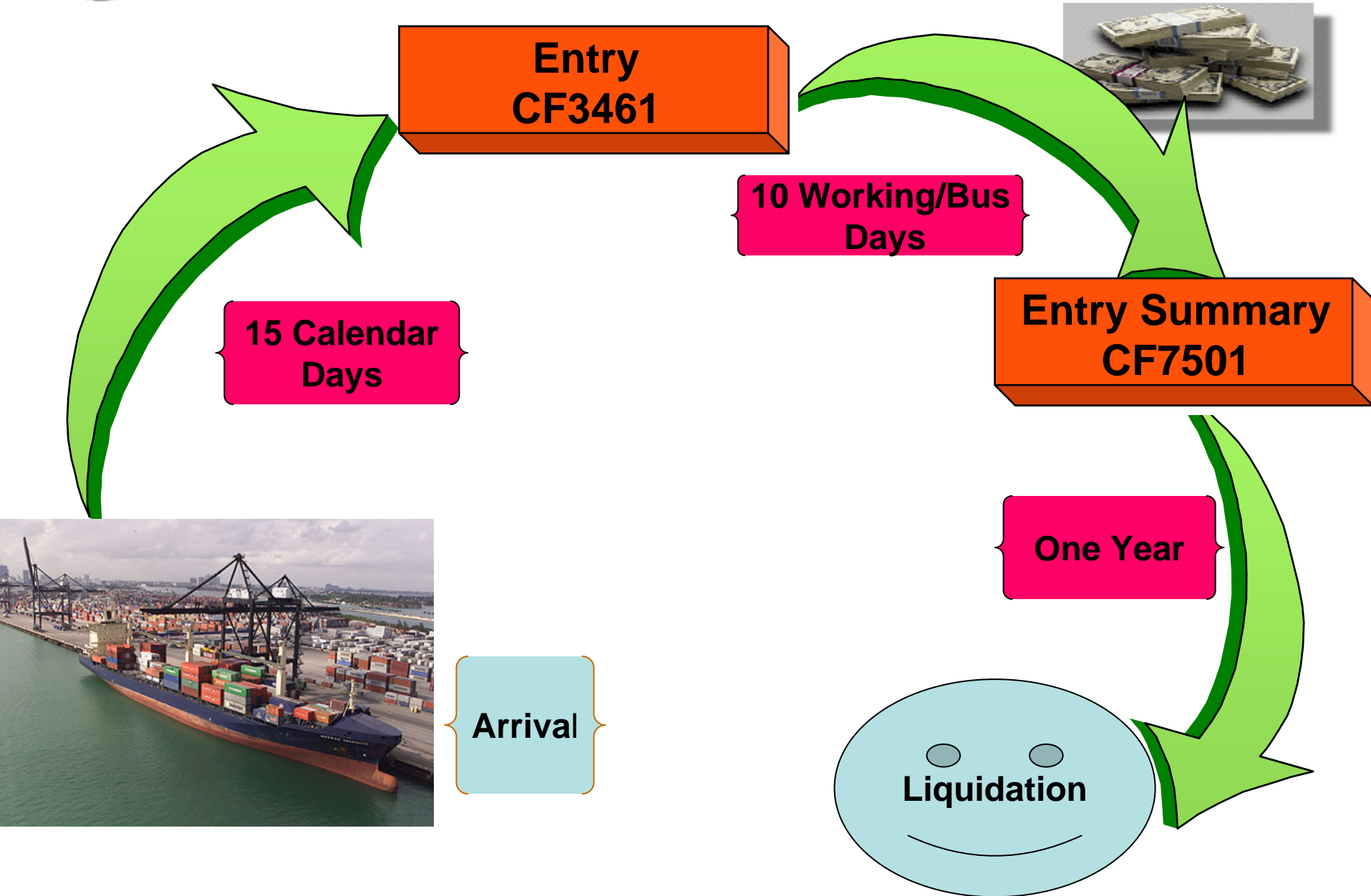


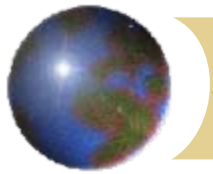
Essentials For Import Success





Customs Entry Process





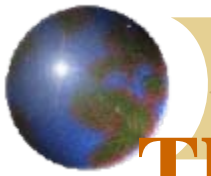
Country/Supplier Sourcing

- **Foreign government directory/Chambers/Associations**
- **International Trade Statistics Yearbook (UN)**
- **Generalized System Of Preference (GSP) List**
- **PIERS Report**
- **Trade Lead Web sites**



Documents Required to Make Entry

- **Bill of lading or Airway bill or Carriers Certificate**
- **Commercial or pro-forma invoice**
- **Entry/Entry Summary CF 3461/7501 or Entry/Immediate Delivery**
- **Packing list**
- **Other agency document requirements (FDA, FCC, DOA, ATF)**



Importer's Responsibility Under The Mod Act (Informed Compliance)

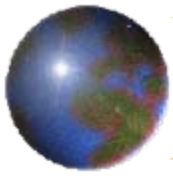
Accurate Transaction Documents

Classification (HTS)

Duty Assessment (Valuation)

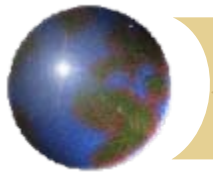
Marking

Other Agency Requirements



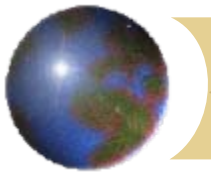
Common Mistakes Made by Importers

- **Failure to obtain counseling**
- **Lack of sufficient commitment**
- **Insufficient care when selecting Suppliers**
- **Chasing orders**
- **Failure to consider hiring CHB**
- **Lack of negotiation skills**



Where to Go for Advice

- **Customs (www.cbp.gov)**
- **Custom House Brokers**
- **Freight forwarders**
- **Federation of International Trade (www.fita.org)**
- **Alibaba.com Resource Channel (www.alibaba.com)**



What Can You Find at Alibaba.com Resource Channel

- **In depth articles**
- **Country Profile**
- **Lively Discussion**
- **Real time chat**
- **Subject matter Q&A**