### Expanding Afghanistan's Exports through the Generalized System of Preferences (GSP)

rogram

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Office of the U.S. Trade Representative Executive Office of the President December 2015

### **Presentation Summary**

**Overview of the U.S. GSP Program** 

Afghanistan's GSP exports to the U.S.

How to increase Afghanistan'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 almost 5,000 products from Afghanistan
- \$17.4 billion in total U.S. GSP imports (2014)
- GSP program authorized through December 2017



### GSP Program: Eligible Products

#### Eligible

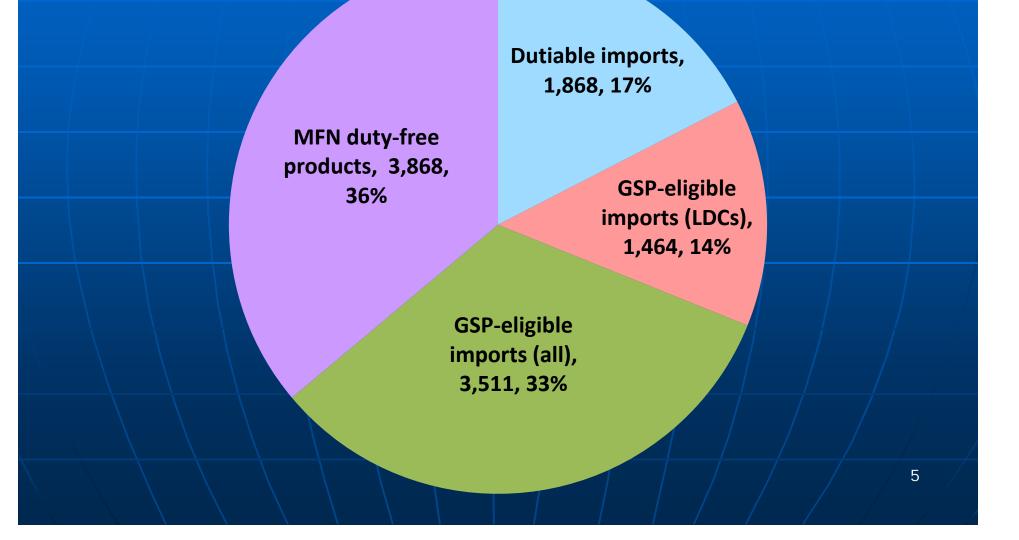
- Many manufactured items & inputs
- Jewelry
- Many agricultural products
- Chemicals
- Minerals
- Marble
- Carpets

#### Ineligible

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



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



### U.S. and Afghanistan Trade in 2014

U.S. imports from Afghanistan: \$11.0 million

GSP imports: \$209,795 (2% of total imports)

**Overall GSP utilization rate: 24%** 

### Afghanistan's Top GSP Exports in 2014

| HTS chapter & description  | GSP tariff<br>advantage | Total GSP<br>Value |  |
|--|-------------------------|--------------------|--|
| 1704.90.35 - Sugar confections or sweetmeats ready for consumption                                     | 5.6%                    | \$ 90,250          |  |
| 0806.20.10 - Raisins, made from dried seedless<br>grapes   | 1.8¢/kg                 | \$ 49,469          |  |
| 7117.19.90 - Certain imitation metal jewelry   | 11%                     | \$ 31,990          |  |
| 7116.20.05 - Jewelry articles of precious or<br>semiprecious stones, valued not over<br>\$40 per piece | 3.3%                    | \$ 9,620           |  |
| 7116.20.15 - Jewelry articles of precious or<br>semiprecious stones, valued over \$40<br>per piece     | 6.5%                    | \$ 9,527           |  |
|  |                         |                    |  |

### How to Qualify for Duty-Free Treatment under GSP

Must be a GSP-eligible product

Must be a product or growth of Afghanistan or of SAARC

If using non-Afghan or non-SAARC 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 dutyfree treatment under GSP?

The easiest way to find out is to go to:

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

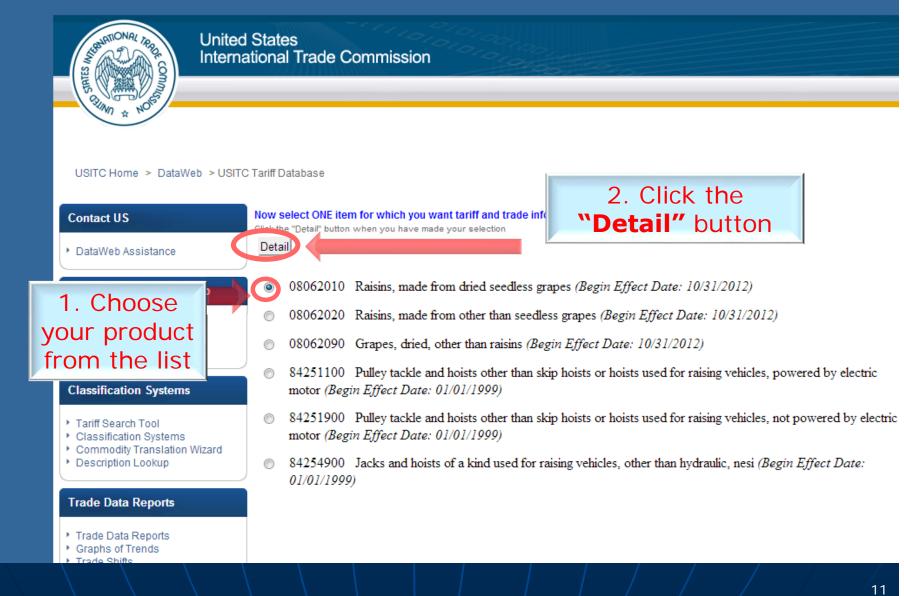
#### List of GSP-eligible products at:

 https://ustr.gov/issue-areas/tradedevelopment/preference-programs/generalizedsystem-preferences-gsp/gsp-program-i-0

| Saterional Trans United  |  |
|--|--|
|  | mational Trade Commission  |
| S CRIMM & NO   |  |
|  |  |
| USITC Home > DataWeb > USITC   | C Tariff Database  |
| Contact US   | :: 2015 U.S. Tariff and Trade Data for a specific product  |
| DataWeb Assistance   | Tariff data current through January 15, 2015. This site includes planned staged tariff reductions (where applicable) and 3-year (plu year-to-date) import data!  |
| Tariff and Trade DataWeb   | Enter either the <i>first part</i> of an HTS category number up to 8 digits-e.g., "8501" or "850110", or <i>any part</i> of a product descriptione.g., "bovine", or "articho"( <i>without</i> the "quotes"!) The search is not case-sensitive, so the results for "Bovine" |
| <ul> <li>Trade DataWeb Login</li> <li>DataWeb FAQ</li> </ul>   | be the same as for "βoVinE" Raisin   |
| DataWeb How To   | User note: While the USITC publishes the HTS, the U.S. Customs Service interprets it. Contact the Customs offices of questions about how potential importations should be classified.  |
| Classification Systems   | In the brief item descriptions, the abbreviation "NESOI" means not otherwise specified or included.  |
|  |  |
| <ul> <li>Tariff Search Tool</li> <li>Classification Systems</li> <li>Commodity Translation Wizard</li> </ul> | 1 Type the name 2 Click the "List  |
|  | 1. Type the name<br>of your product2. Click the "List<br>items" button   |

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| https://dataweb.usitc.gov/scr<br>USITC Home > DataWeb > USITC   |  |   |                     |                          | \$       |
|---|--|---|---------------------|--------------------------|----------|
| USITC Home > Dataweb > USITC  | 2015 U.S. Tariff and Trade Data for a specific product   |   |                     |                          |          |
| Contact US  | 2015 Tariff and Most Recent Annual U.S. Import Information   |   |                     |                          |          |
|   | HTS Number   |   | 08062010            |                          |          |
| DataWeb Assistance  | Brief Description  |   |                     |                          |          |
| Tariff and Trade DataWeb  | Customs value of recent U.S.   | imports for consumption                                 |                     |                          |          |
| <ul> <li>Trade DataWeb Login</li> <li>DataWeb FAQ</li> <li>DataWeb How To</li> </ul>                          |  |   | (thousand           | dollars)                 |          |
|   | Brief Description       Raisins, madried seedlet         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)       2014 import (thousand de \$25,423.3)         Tariff Treatment         Beginning Effective Date (most recent date <i>any</i> part of this HTS item's tariff treatment changed)       10/31/2012         Ending Effective Date (date <i>any</i> part of this HTS item is next scheduled for tariff treatment change)       12/31/2050         1st Unit of Quantity (Q1)       Kilograms         2nd Unit of Quantity (Q2)       MFN Text Rate       1.8 cents/kg         2015 Normal Trade Relations (NTR) duty rate (formerly known as the Most Favored Nation (MFN) duty rate)       Outy calculation       0%         Specific (per unit) component       S0.018       0ther duty component       S0         Binding Status       Bout rate       Trad       0ther duty component       S0         Duty calculation       Specific (per unit) component       S0       S0         Binding Status       Bout rate       Trad       Trad  |   |                     |                          |          |
| Classification Systems  |  | *   |                     |                          |          |
| Tariff Search Tool     Classification Systems     Commediate Translation Wiscord                              |  |   |                     |                          |          |
| <ul> <li>Commodity Translation Wizard</li> <li>Description Lookup</li> </ul>                                  | 1st Unit of Quantity (Q1)  |   |                     | (                        |          |
|   | 2nd Unit of Quantity (Q2)  | 1   |                     |                          |          |
| Trade Data Reports  |  | MFN Text Rate   | 1.8 cents/kg        |                          |          |
| <ul> <li>Graphs of Trends</li> <li>Trade Shifts</li> </ul>  |  | Duty calculation  |                     | ate) times               |          |
| <ul> <li>Sub-Saharan Africa</li> <li>Trade by Geographic Regions</li> <li>Trade by Partner Country</li> </ul> | 2015 Normal Trade Relations (NTR) duty rate (formerly  |   | 0%                  |                          |          |
| <ul> <li>AVE Duties 1891-2014</li> <li>The "Trade Shifts" report has been</li> </ul>                          | contraction of the second seco |   | \$0.018             |                          |          |
| suspended until further notice.   |  | Other duty component                                    | -                   |                          |          |
| Tariff Database   |  |   | Trad                | Chec                     | k if coo |
| HTS Online Reference Tool   |  | COL2 Text Rate  |                     | `Δ″ ο                    | r ``A+'  |
| <ul> <li>Tariff Database</li> <li>Tariff Programs</li> </ul>  |  | Duty calculation  | (01)                |                          |          |
| Tariff DataBase Tables 1997-2015     Future Tariffs Lookup     World Tariff Sources                           | "Column 2" (non-NTR) duty rate<br>(Applies to imports from a small number of countries that do<br>not enjoy NTR duty status)   |   | 0%                  | listed for yo<br>product |          |
| Other External Links  |  | Specific (per unit)<br>component                        | \$0.0               | pr                       | oduct    |
|   |  |   | 100                 |                          |          |
| <ul> <li>Customs Rulings (CROSS)</li> <li>Order Data from Census</li> </ul>                                   | r reterential (duty-free or reduced rate) tarif  | f program applicability to thi<br>Status                | -                   |                          |          |
| Schedule B for Exports     International Trade Data   | GSP (Generalized System of Preferences)  | Countries Excluded from<br>GSP eligibility on this item | Eligible: code "A+" |                          |          |
|   | Civil Ancras   |   | Not to the          |                          |          |
|   | Tariff concession on Dyes  |   | Not eligibl         | le                       |          |

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USITC Home > DataWeb > USITC Tariff Database

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

> Sub-Saharan Africa
>  Trade by Geographic Regions
>  Trade by Partner Country
>  AVE Duties 1891-2014
>  The "Trade Shifts" report has been suspended until further notice.

HTS Online Reference Tool

- Tariff Database
   Tariff Programs
- Tariff DataBase Tables 1997-2015
- Future Tariffs Lookup
- World Tariff Sources

#### Other External Links

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

| ;/tariff_current.asp<br>  Database   |   |  |
|--|---|--|
| 015 U.S. Tariff and Trade Data for a specific product  |   |  |
| 015 Tariff and Most Recent Annual U.S. Import Information  |   | -  |
| HTS Number   |   | 08062010   |
| Brief Description  | Raisins, made from<br>dried seedless grape              |  |
| Customs value of recent U.S. i   | imports for consumption                                 |  |
| Click for more detay on imports by source country import<br>by U.S. Customs disc. of entry or imports by stical sur-       | ts by tariff program <b>or</b> imports<br>ffix (HTS10)  | 2014 imports<br>(thousand dollars)<br>\$ 25,423.3  |
| Tariff Trea  | tment   |  |
| Beginning Effective Date (most recent date <i>any</i> part of this I changed)  | 10/31/2012  |  |
| Ending Effective Date (date <i>any</i> part of this HTS item is nex thange)  | t scheduled for tariff treatment                        | 12/31/2050   |
| st Unit of Quantity (Q1)   |   | Kilograms  |
| 2nd Unit of Quantity (Q2)  |   |  |
|  | MFN Text Rate   | 1.8 cents/kg   |
|  | Duty calculation  | (Specific rate) times<br>(Q1)  |
| 2015 Normal Trade Relations (NTR) duty rate (formerly  | Ad Valorem (percent of value) component                 | 0%   |
| mown as the Most Favored Nation (MFN) duty rate)   | Specific (per unit)<br>component                        | \$0.018  |
|  | Other duty component                                    | \$0  |
| 015 Normal Trade Relations (NTR) duty rate (formerly<br>nown as the Most Favored Nation (MFN) duty rate)                   | Binding Status  | Bound in World<br>Trade Organization   |
|  | COL2 Text Rate  | dried seedless grapes         2014 imports<br>(thousand dollars)<br>\$ 25,423.3         10/31/2012         t         12/31/2050         Kilograms         1.8 cents/kg         (Specific rate) times<br>(Q1)         0%         \$0.018         \$0         Bound in World<br>Trade Organization         4.4 cents/kg         (Specific rate) times<br>(Q1)         0%         \$0         Bound in World<br>Trade Organization         4.4 cents/kg         (Specific rate) times<br>(Q1)         0%         \$0.044         \$0         is HTS item         Eligible: code "A+"         Not eligible |
|  | Duty calculation  |  |
| Column 2" (non-NTR) duty rate<br>Applies to imports from a small number of countries that do<br>not enjoy NTR duty status) | Ad Valorem (percent of value) component                 | 0%   |
| ar ago, maa any sunds)   | Specific (per unit)<br>component                        | \$0.044  |
|  | Other duty component                                    | \$0  |
| Preferential (duty-free or reduced rate) tariff  | program applicability to this                           | s HTS item   |
|  | Status  | Eligible: code "A+"  |
| GSP (Generalized System of Preferences)  | Countries Excluded from<br>GSP eligibility on this item |  |
| Civil Aircraft Agreement Preference  | Not eligible  |  |
| Fariff concession on Dyes  |   | Not eligible   |

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🔘 Import detail for HTS Item 🗙 🕅

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USITC Trade Database--Web Access

#### US imports for consumption at Customs value for HTS8 08062010:

#### by sources, in descending value of 2014 imports

|                          | 2012             | 2012 2013   |             | 2014 2015                             |             | 2015        |                                 |  |
|--------------------------|------------------|-------------|-------------|---------------------------------------|-------------|-------------|---------------------------------|--|
| Source                   | thousand dollars |             |             | Percent January-S<br>of totalthousand |             | September   | Percent change YTD2014- YTD2015 |  |
|                          |                  |             |             |                                       |             | d dollars   |                                 |  |
| All sources              | \$ 32,395.6      | \$ 34,560.1 | \$ 25,423.3 | 100.0%                                | \$ 18,762.2 | \$ 29,399.8 | 56.7%                           |  |
| Chile                    | \$ 22,328.1      | \$ 15,854.4 | \$ 13,928.2 | 54.8%                                 | \$ 9,206.0  | \$ 9,283.5  | 0.8%                            |  |
| Republic of South Africa | \$ 2,755.4       | \$ 8,524.9  | \$ 6,014.2  | 23.7%                                 | \$ 5,004.9  | \$ 8,214.8  | 64.1%                           |  |
| Mexico                   | \$ 1,413.8       | \$ 1,980.3  | \$ 1,237.1  | 4.9%                                  | \$ 1,010.3  | \$ 1,106.2  | 9.5%                            |  |
| Uzbekistan               | \$ 677.1         | \$ 1,034.0  | \$ 939.3    | 3.7%                                  | \$ 872.2    | \$ 1,193.0  | 36.8%                           |  |
| Greece                   | \$ 470.2         | \$ 361.6    | \$ 884.1    | 3.5%                                  | \$ 651.0    | \$ 907.0    | 39.3%                           |  |
| China                    | \$ 307.4         | \$ 805.3    | \$ 708.9    | 2.8%                                  | \$ 587.3    | \$ 457.0    | -22.2%                          |  |
| Argentina                | \$ 3,927.5       | \$ 3,944.7  | \$ 568.3    | 2.2%                                  | \$ 517.3    | \$ 4,752.6  | 818.7%                          |  |
| Australia                | \$ 0.0           | \$ 0.0      | \$ 557.8    | 2.2%                                  | \$ 552.9    | \$ 1,666.6  | 201.4%                          |  |
| Tueles                   | \$ 109.0         | \$ 020.5    | \$ 394.7    | 1.6%                                  | \$ 188.2    | \$ 1,239.8  |                                 |  |
| Afghanistan              | \$ 269.1         | \$ 893.6    | \$ 126.2    | 0.5%                                  | \$ 120.0    | \$ 225.7    | 88.1%                           |  |
| United Kingdom           | 600              | \$0.0       | \$ 21.1     | 0.1%                                  | \$ 21.1     | \$0.0       |                                 |  |
| Pakistan                 | \$ 42.0          | \$ 37.9     | \$ 19.6     | 0.1%                                  | \$ 14.7     | \$ 301.4    | 1,950.3%                        |  |
| Germany                  | \$ 0.0           | \$ 2.5      | \$ 14.5     | 0.1%                                  | \$ 7.3      | \$ 0.0      | -100.0%                         |  |
| India                    | \$ 11.2          | \$ 23.3     | \$ 9.1      | 0.0%                                  | \$ 9.1      | \$ 25.8     | 183.5%                          |  |
| Tanzania                 | \$ 0.0           | \$ 0.0      | \$ 0.0      | 0.0%                                  | \$ 0.0      | \$ 0.0      |                                 |  |
| France                   | \$ 5.7           | \$ 5.7      | \$ 0.0      | 0.0%                                  | \$ 0.0      | \$ 0.0      |                                 |  |

# 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 you are exporting to other markets

Consider products with a GSP advantage

### **GSP-Eligible Imports Underutilized in 2014**

| Product  | MFN<br>Tariff | Total<br>Imports | GSP<br>Utilization<br>Rate |  |
|--|---------------|------------------|----------------------------|--|
| Certain imitation jewelry of base metal<br>(HTS 7117.19.90)                    | 11%           | \$ 156,856       | 20%                        |  |
| Certain imitation jewelry not of base<br>metal or plastics (HTS 7117.90.90)    | 11%           | \$ 27,209        | 18%                        |  |
| Semiprecious stone articles, other than jewelry and figurines (HTS 7116.20.40) | 10.5%         | \$ 18,605        | 14%                        |  |
| Raisins, made from other than seedless grapes (HTS 0806.20.20)                 | 2.8¢/kg       | \$ 32,937        | 0%                         |  |
| Other dried fruit (HTS 0813.40.90)   | 2.5%          | \$ 49,379        | 0%                         |  |

## Export home décor and craft items duty-free under GSP

- Wood statues, bowls, boxes, furniture & tableware (3.2-10.9% duty)
- Ceramic bowls and ornamental articles (6-9.8% duty)
- Woven baskets and bags (3.5-10% duty)
- Drawn & blown glass (up to 7.2% duty)
- Carpets and rugs (2.7-6.8% duty)
- Brass, beaded, silver & other jewelry (5-11% duty)
- String & wind musical instruments (2.9-8.7% duty)
- Wall-hangings & pillow/cushion covers (3.8% duty)

### **GSP** Eligible Textiles and Apparel

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



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 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

Provide the information required by the regulations

### **For Further Information**

**GSP General Information:** 

 <u>https://ustr.gov/issue-areas/trade-</u> <u>development/preference-</u> <u>programs/generalized-system-preference-gsp</u>

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

http://www.cbp.gov

### **For Further Information**

#### **U.S. Tariff Schedule:**

- <u>http://usitc.gov/tata/hts/bychapter/index.htm</u>
- See esp. General Note 4.

#### **U.S. Tariff Databases:**

http://www.usitc.gov/tariff\_affairs/tariff\_databases.htm

### **For Further Information**

U.S. Food and Drug Administration:

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

**Questions on GSP?** 

• USTR contact: gsp@ustr.eop.gov or + 1-202-395-2974

## Thank you!