Expanding Bosnia-Herzegovina's Exports through the Generalized System of Preferences (GSP) Program

> Bill Jackson Office of the U.S. Trade Representative Executive Office of the President July 2012





Presentation Summary

Overview of the U.S. GSP Program

B-H's GSP exports to the U.S.

How to increase B-H's use of dutyfree opportunities



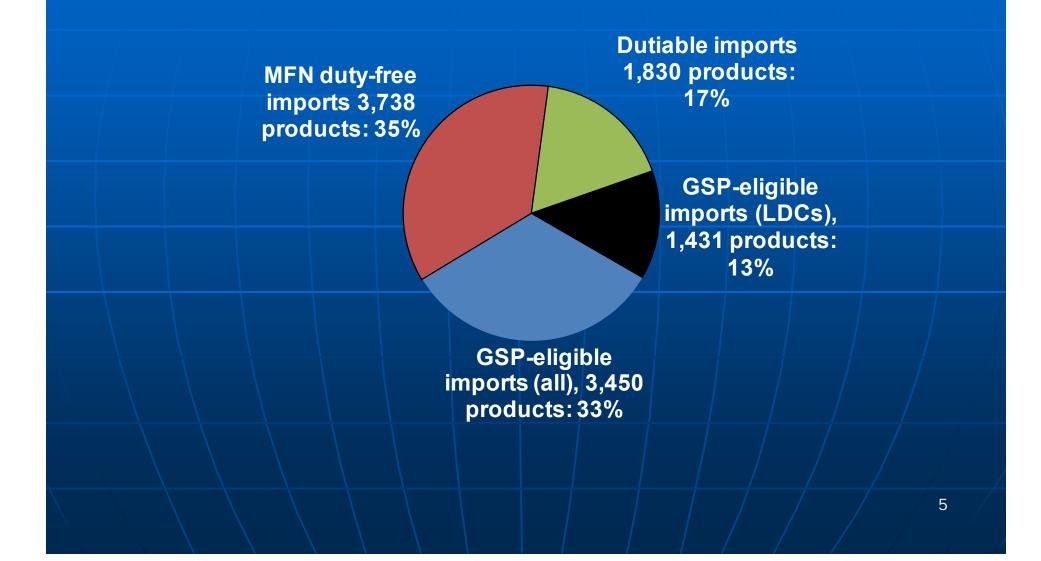
- Enhanced access to U.S. market
- Expanded choices for U.S. industries & consumers
- Provides duty-free treatment for up to 5,000 products from 128 countries
- \$18.5 billion in total U.S. GSP imports (2011)
- GSP program authorized through July 2013

<u>GSP Program:</u> <u>Eligible Imports</u>

 <u>Eligible</u>: many manufactured items & inputs, most jewelry, many agricultural products, chemicals, minerals, marble, carpets

Ineligible: most textiles & apparel, watches, footwear, handbags, luggage, and some gloves and leather products

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



U.S. and B-H Trade

2011 U.S. imports from B-H: \$48.5 million
 GSP imports: \$4.3 m (9% of total imports)

Top GSP imports in 2011:

Interchangeable tools (2.9-8.4% MFN tariff)\$2.4 mPreserved cucumbers (9.6% MFN tariff)\$0.3 mFrozen berries (4.5- 9% MFN tariff)\$0.2 m

Overall GSP utilization rate: 66.2%

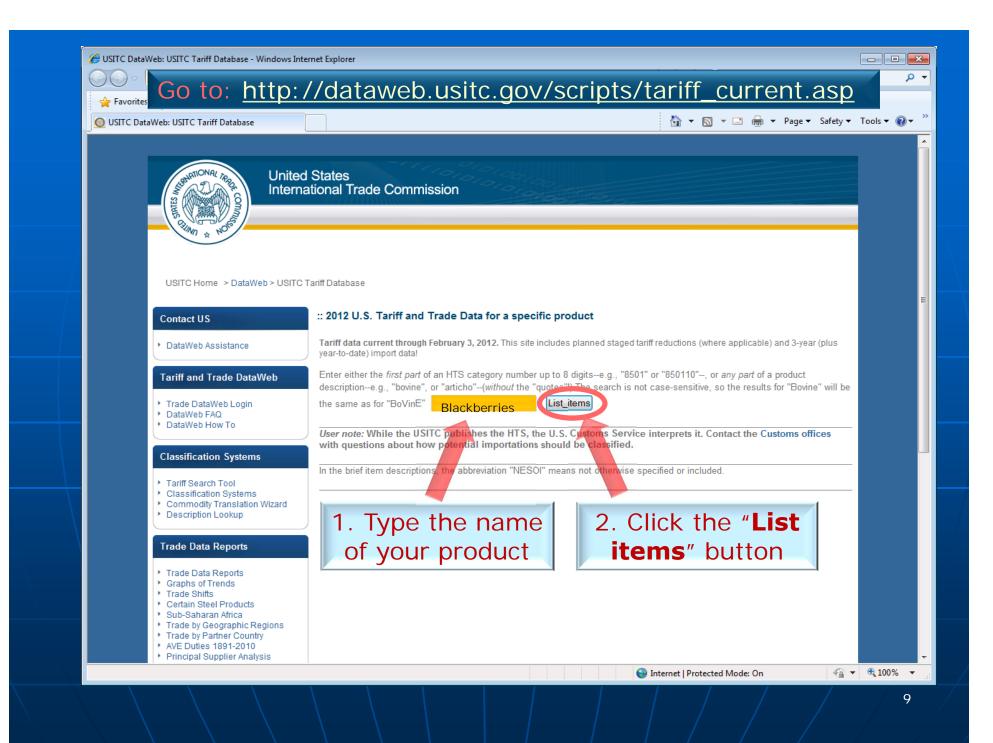
<u>How to Qualify for Duty-Free</u> <u>Treatment under GSP</u>

- Must be a GSP-eligible product
- Must be a product or growth of B-H
- If using non-B-H inputs, local content & processing must be ≥ 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: <u>http://www.ustr.gov/trade-topics/trade-development/preference-programs/generalized-system-preferences-gsp/gsp-program-i-0</u>



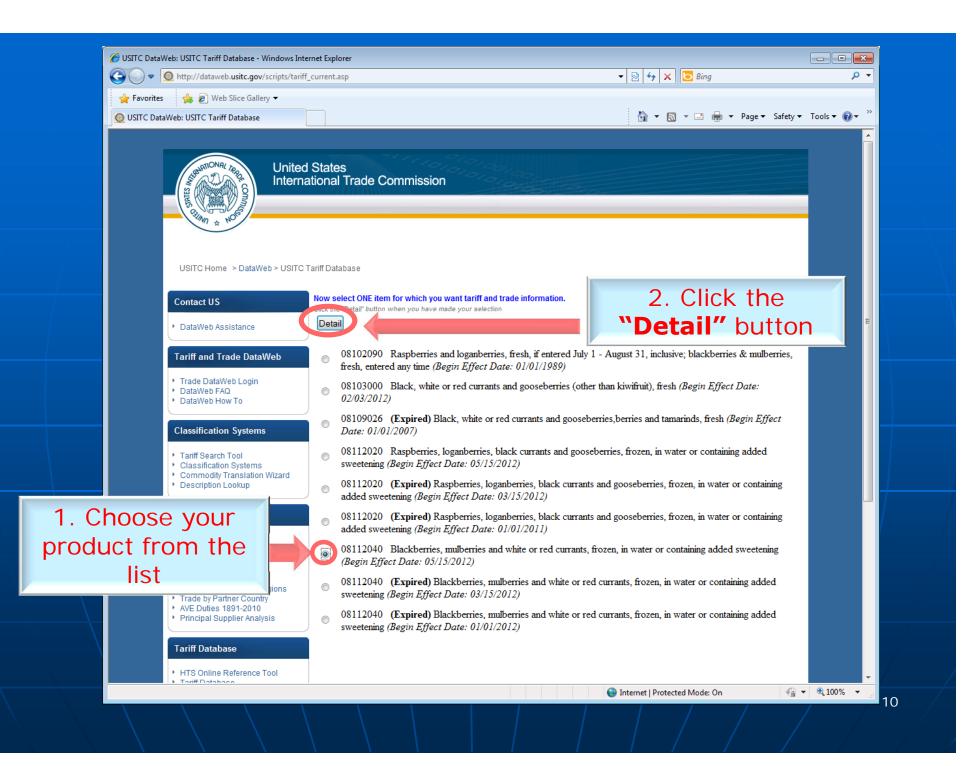


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USITC Trade Database--Web Access

US imports for consumption at Customs value for HTS8 08112040:

by sources, in descending value of 2011 imports

	2009	2010		2011		2012	
Source	thousand dollars			Percent Januar		ry-April	Percent change YTD2011- YTD2012
		ousand don	ars	of total	thousan	d dollars	
All sources	\$8,712.4	\$10,832.9	\$17,730.7	100.0%	\$9,081.7	\$11,366.3	25.2%
Chile	\$7,411.9	\$8,296.2	\$13,773.4	77.7%	\$8,269.7	\$9,814.8	18.7%
Republic of Serbia	\$40.7	\$960.6	\$1,912.3	10.8%	\$203.5	\$552.2	171.4%
Mexico	\$405.0	\$891.6	\$919.4	5.2%	\$276.8	\$765.1	176.4%
China	e		4051.0	5.770	9177.2	971.5	38.8%
Bosnia-Hercegovina	\$23.0	\$93.2	\$155.2	0.9%	\$59.5	\$72.7	22.2%
Colombia	3/0.2	\$ 21.0					-39.0%
Turkey	\$0.0	\$0.0	\$53.7	0.3%	\$53.7	\$0.0	-100.0%
Hungary	\$0.0	\$0.0	\$44.5	0.3%	\$0.0	\$0.0	
Poland	\$0.0	\$39.7	\$44.4	0.3%	\$44.4	\$36.5	-17.8%
Romania	\$0.0	\$0.0	\$32.8	0.2%	\$0.0	\$0.0	
Pakistan	\$0.0	\$0.0	\$22.5	0.1%	\$0.0	\$0.0	
Canada	\$284.1	\$116.2	\$19.6	0.1%	\$3.7	\$3.4	-8.1%
Ecuador	\$22.4	\$61.2	\$19.0	0.1%	\$4.8	\$13.3	177.1%
Guatemala	\$0.0	\$0.0	\$8.5	0.0%	\$0.0	\$0.0	
Philippines	\$0.0	\$0.0	\$0.0	0.0%	\$0.0	\$0.0	
Byelarus	\$0.0	\$9.0	\$0.0	0.0%	\$0.0	\$0.0	
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Costa Rica							

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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 B-H is exporting to other markets
- Consider products with a GSP advantage

<u>GSP-Eligible Imports: Underutilized in</u> <u>2011</u>

Interchangeable tools, suitable for cutting metal (8.4% MFN tariff) \$0.7m 43.5% utilization

Sugar confections and sweetmeats, not w/cocoa (5.6% MFN tariff) \$62,000 75.4% utilization

 Oil, fuel and air filters for combustion engines (2.5% MFN tariff) \$0.9m
 0% utilization

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 (6.6% duty)
- Drawn & blown glass (6.4% duty)
- Carpets and rugs (6% duty)
- Brass, beaded, silver & other jewelry (5-11%)
- String & wind musical instruments (2.9-8.7%)
- Wall-hangings & pillow/cushion covers (3.8%)
- Handmade paper & paperboard (MFN free)

GSP Success story

HTS 2001.10.00 Preserved cucumbers (9.6% MFN tariff)



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; deadlines listed in Federal Register

Provide the information required by the regulations

For Further Information

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

Lists of GSP-eligible and ineligible products:

http://www.ustr.gov/trade-topics/tradedevelopment/preference-programs/generalizedsystem-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>http://www.usitc.gov/publications/docs/tata/hts/bychapt</u> <u>er/1210gn.pdf#page=11</u>

U.S. Embassy contact:

Thank you! Hvala!

