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

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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 duty-free opportunities

GSP Program

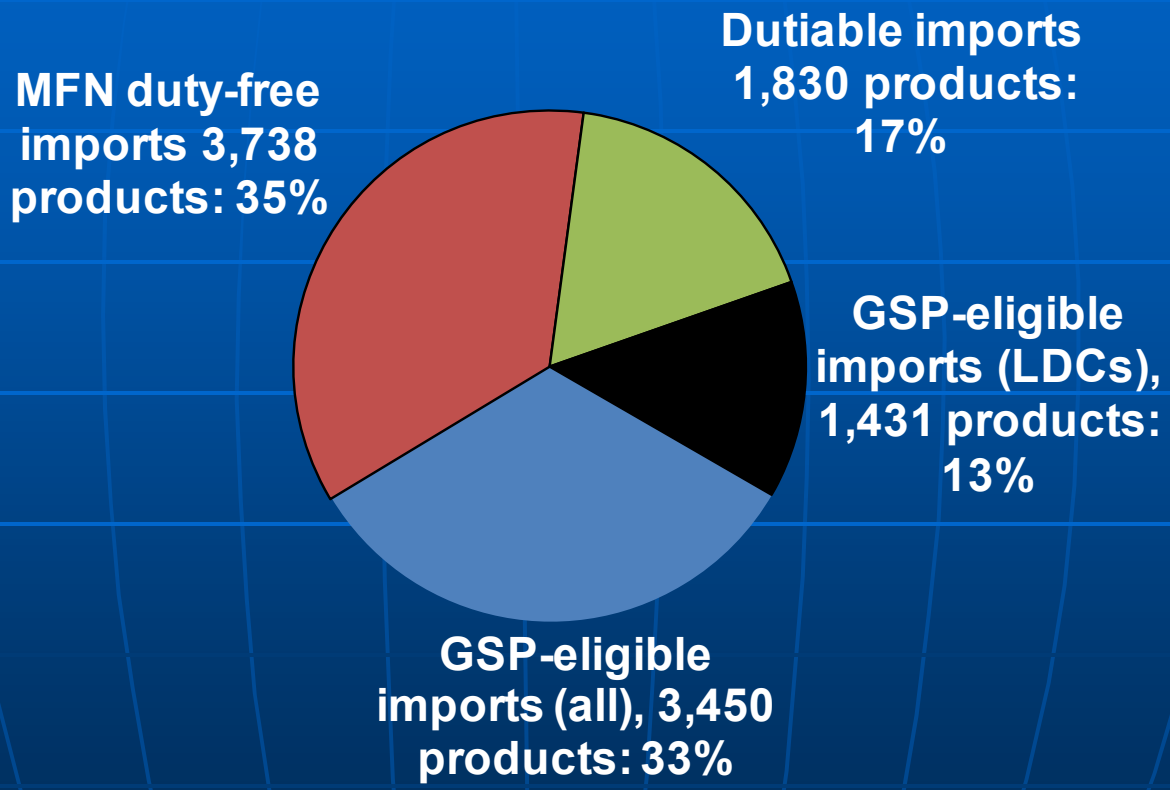
- Enhanced access to U.S. market
- Expanded choices for U.S. industries & consumers
- Provides duty-free treatment for up to 5,000 products from 128 countries
- $18.5 billion in total U.S. GSP imports (2011)
- GSP program authorized through July 2013

GSP Program: Eligible Imports

- **Eligible: 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 m
Preserved cucumbers (9.6% MFN tariff)	$0.3 m
Frozen berries (4.5- 9% MFN tariff)	$0.2 m

- Overall GSP utilization rate: 66.2%

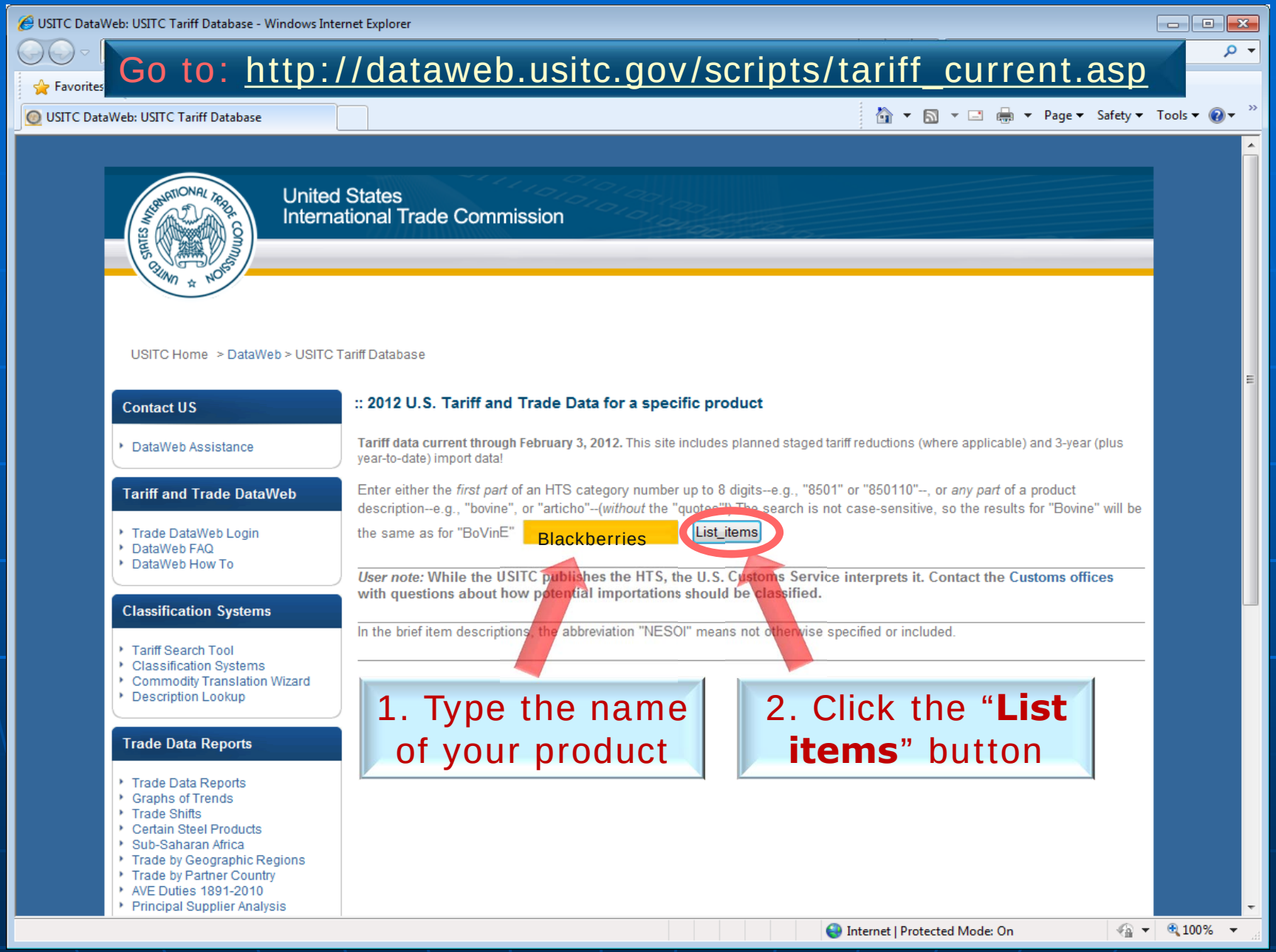
How to Qualify for Duty-Free Treatment under GSP

- 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: http://www.ustr.gov/trade-topics/trade-development/preference-programs/generalized-system-preferences-gsp/gsp-program-i-0**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DataWeb FAQ
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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"
Blackberries
List_items
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. Type the name of your product
2. Click the "List items" button
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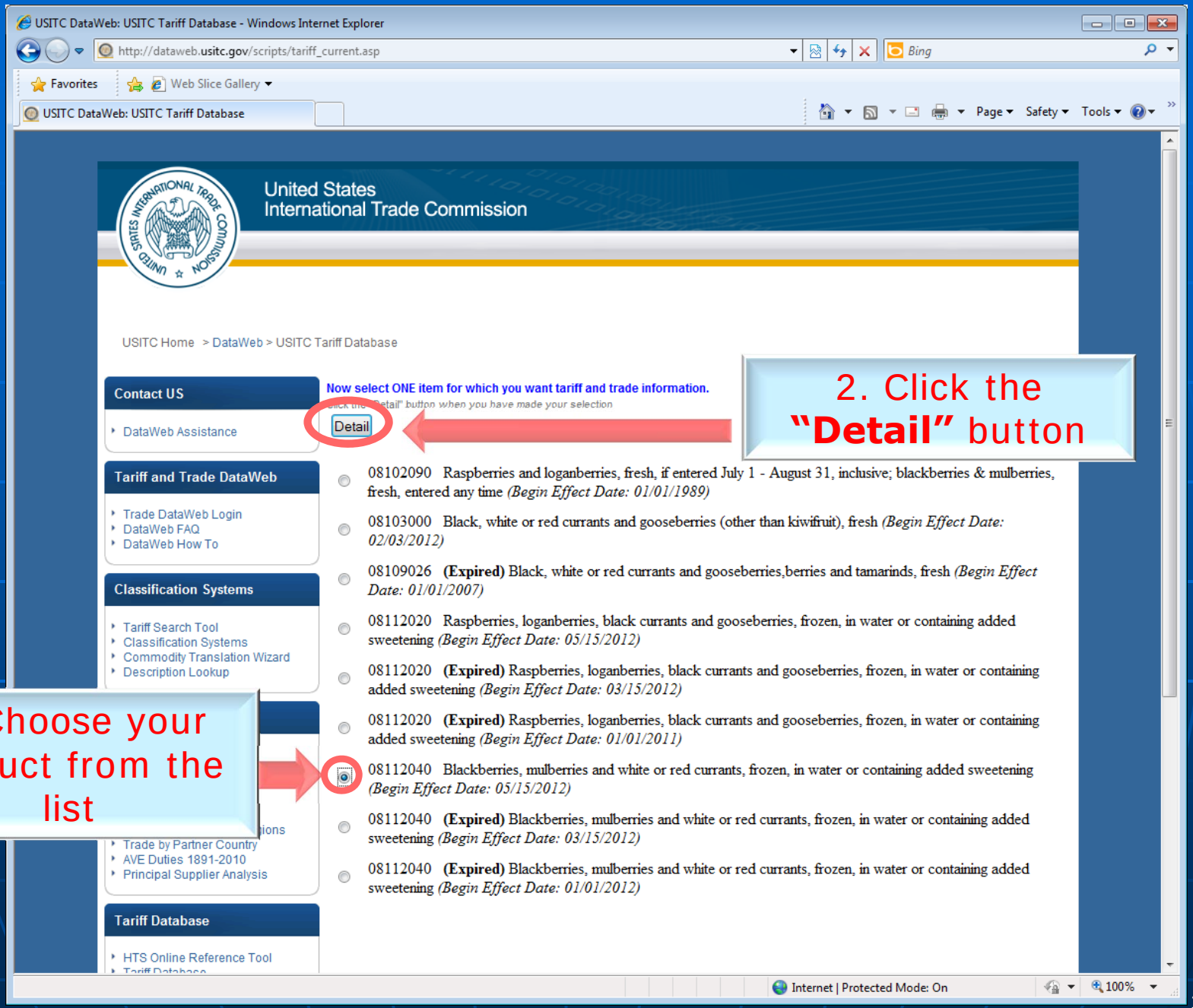
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Contact US
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Tariff and Trade DataWeb
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DataWeb FAQ
DataWeb How To
Classification Systems
Tariff Search Tool
Classification Systems
Commodity Translation Wizard
Description Lookup
Trade by Partner Country
AVE Duties 1891-2010
Principal Supplier Analysis
Tariff Database
HTS Online Reference Tool
Now select ONE item for which you want tariff and trade information.
Detail
08102090 Raspberries and loganberries, fresh, if entered July 1 - August 31, inclusive; blackberries & mulberries, fresh, entered any time (Begin Effect Date: 01/01/1989)
08103000 Black, white or red currants and gooseberries (other than kiwifruit), fresh (Begin Effect Date: 02/03/2012)
08109026 (Expired) Black, white or red currants and gooseberries,berries and tamarinds, fresh (Begin Effect Date: 01/01/2007)
08112020 Raspberries, loganberries, black currants and gooseberries, frozen, in water or containing added sweetening (Begin Effect Date: 05/15/2012)
08112020 (Expired) Raspberries, loganberries, black currants and gooseberries, frozen, in water or containing added sweetening (Begin Effect Date: 03/15/2012)
08112020 (Expired) Raspberries, loganberries, black currants and gooseberries, frozen, in water or containing added sweetening (Begin Effect Date: 01/01/2011)
08112040 Blackberries, mulberries and white or red currants, frozen, in water or containing added sweetening (Begin Effect Date: 05/15/2012)
08112040 (Expired) Blackberries, mulberries and white or red currants, frozen, in water or containing added sweetening (Begin Effect Date: 03/15/2012)
08112040 (Expired) Blackberries, mulberries and white or red currants, frozen, in water or containing added sweetening (Begin Effect Date: 01/01/2012)
2. Click the "Detail" button
1. Choose your product from the list
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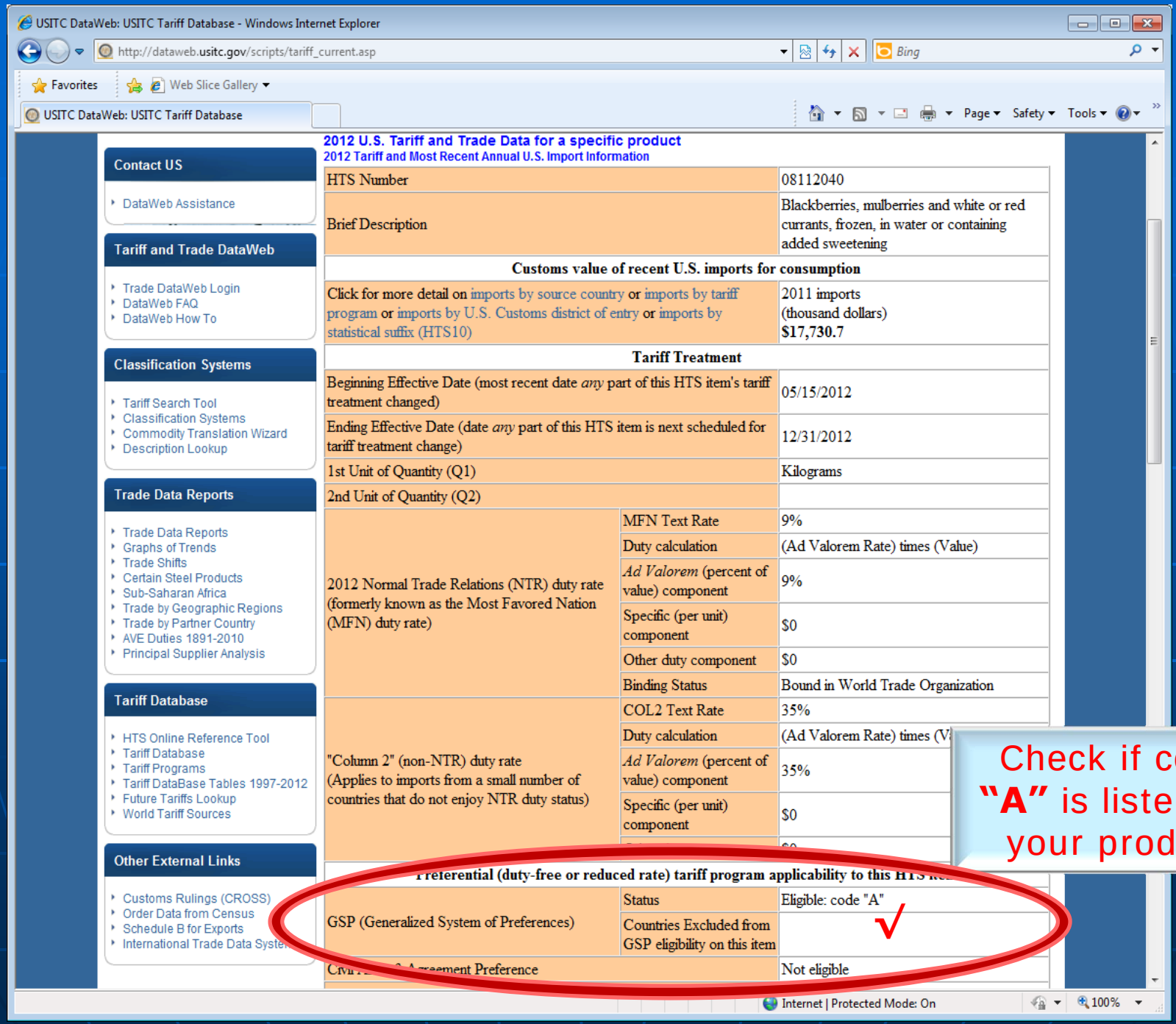
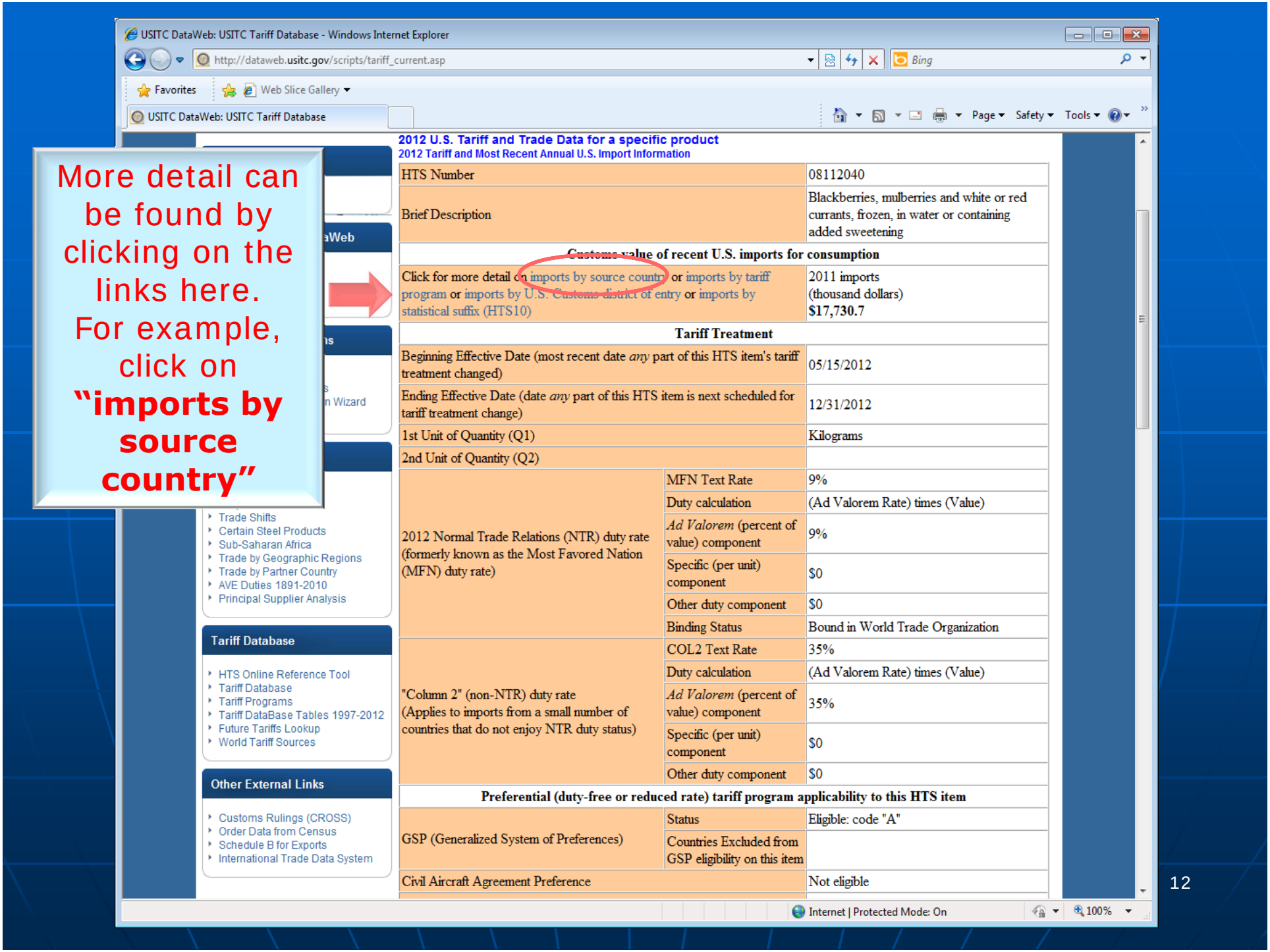
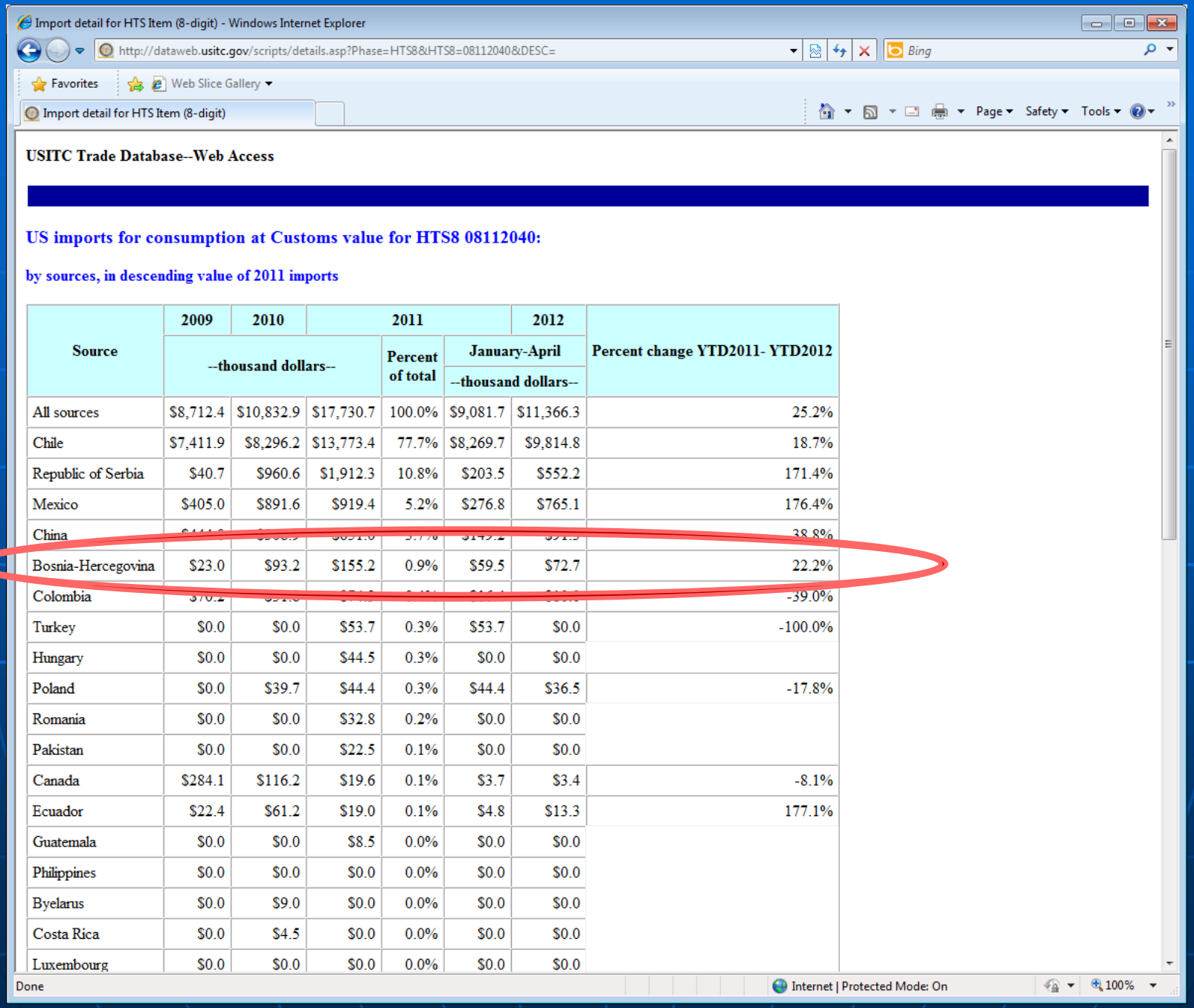


Check if code **"A"** is listed for your product



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



Source	2009	2010	2011		2012		Percent change YTD2011- YTD2012
	--thousand dollars--			Percent of total	January-April --thousand 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							38.8%
Bosnia-Hercegovina	$23.0	$93.2	$155.2	0.9%	$59.5	$72.7	22.2%
Colombia							-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	
Costa Rica	$0.0	$4.5	$0.0	0.0%	$0.0	$0.0	
Luxembourg	$0.0	$0.0	$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 B-H is exporting to other markets
- Consider products with a GSP advantage

GSP-Eligible Imports: Underutilized in 2011

- 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)

2008	2009	2011
$92,614	$165,262	$301,471

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

Lists of GSP-eligible and ineligible products:

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

For Further Information

U.S. Tariff Schedule: http://www.usitc.gov/tata/hts

See esp. General Note 4: http://www.usitc.gov/publications/docs/tata/hts/bychapter/1210gn.pdf#page=11

U.S. Embassy contact:

Thank you!
Hvala!