

# Povećavanje izvoza Bosne i Herzegovine kroz program Generalnog sistema povlastica

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Juli 2012**



# *Sadržaj prezentacije*

- Pregled GSP programa SAD-a
- Izvoz BiH u SAD kroz GSP program
- Kako povećati korištenje bescarinskih mogućnosti za BiH

# *GSP Program*

**Unaprijeđenje pristupa tržištu SAD-a**

**Proširenje izbora za industrije i potrošače u  
SAD**

**Obezbeđuje bescarinski tretman za do 5.000  
proizvoda iz 128 zemalja**

**18,5 milijardi \$ u ukupnom SAD GSP uvozu  
(2011)**

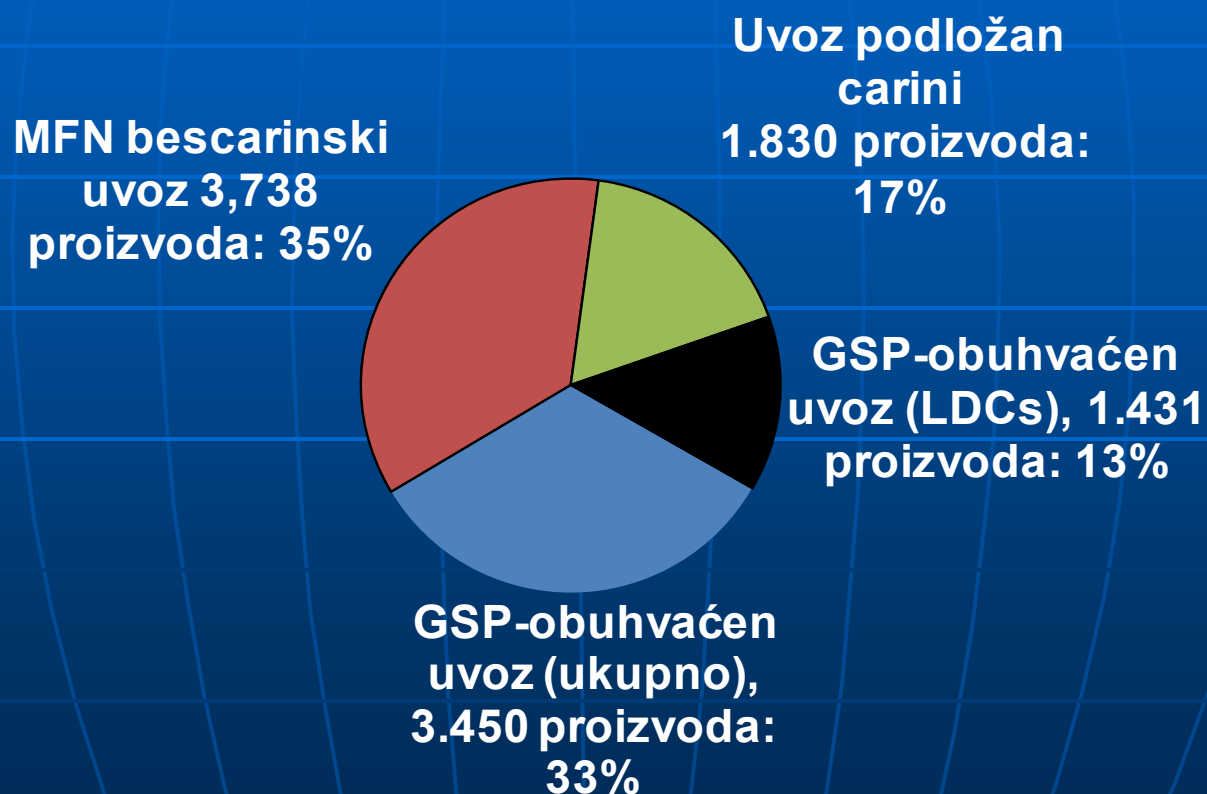
**GSP program odobren do jula 2013**

# Proizvodi obuhvaćeni uvozom kroz GSP Program

Obuhvaćeni: mnogi industrijski proizvodi i sirovine, većina nakita, mnogi poljoprivredni proizvodi, hemikalije, minerali, mermer, tepisi

Neobuhvaćeni: većina tekstila i odjeće, satovi, obuća, torbe, koferi, neki kožni proizvodi i rukavice

# Koliko proizvoda je obuhvaćeno GSP bescarinskim tretmanom?



## Trgovina SAD i BiH

2011 uvoz SAD iz BiH: \$ 48.5 miliona

Uvoz kroz GSP: \$ 4.3 m (9% od ukupnog uvoza)

### Uvoz u okviru GSP programa u 2011.:

namjenski alati (2,9 - 8,4% MFN tarifa) \$ 2.4 m

zervirani krastavci (9.6% MFN tarifa) \$ 0.3 m

prznuo bobičasto voće (4.5- 9% MFN tarifa)\$0.2m

prosječna stopa iskorištenosti GSP programa:

3.00%

## **Proizvođač mora se kvalifikovati za bescarinski tretman u okviru GSP programa**

Proizvod mora biti obuhvaćen GSP programom

Proizvod mora biti proizvod porijeklom iz/ili uzgojen u BiH

Proizvođač ako se koriste sirovine koje nisu iz BiH, lokalni sadržaj i obrada moraju sačinjavati  $\geq 35\%$  same vrijednosti proizvoda

Proizvod mora biti direktan uvoz u SAD, bez trgovine preko trećih zemalja

Uvoznik mora podnijeti zahtjev za ostvarivanje beneficije

Uvoznik mora voditi proizvodne / računovodstvene evidencije radi pomoći uvozniku u provjeri GSP zahtjeva

# *Da li je moj proizvod obuhvaćen bescarinskim tretmanom kroz GSP program?*


- Najlakši način provjere je preko Internet stranice:  
[http://dataweb.usitc.gov/scripts/tariff\\_current.asp](http://dataweb.usitc.gov/scripts/tariff_current.asp)
- Lista proizvoda obuhvaćenih GSP programom:  
<http://www.ustr.gov/trade-topics/tradedevelopment/preference-programs/generalized-system-preferences-gsp/gsp-program-i-0>



USITC DataWeb: USITC Tariff Database - Windows Internet Explorer

Go to: [http://dataweb.usitc.gov/scripts/tariff\\_current.asp](http://dataweb.usitc.gov/scripts/tariff_current.asp)

USITC DataWeb: USITC Tariff Database



United States  
International Trade Commission

USITC Home > DataWeb > USITC Tariff Database

**Contact US**

- DataWeb Assistance

**Tariff and Trade DataWeb**

- Trade DataWeb Login
- DataWeb FAQ
- DataWeb How To

**Classification Systems**

- 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. Ukucajte ime Vašeg proizvoda

2. Kliknite na "List items"

Internet | Protected Mode: On 100%

USITC DataWeb: USITC Tariff Database - Windows Internet Explorer  
http://dataweb.usitc.gov/scripts/tariff\_current.asp

United States International Trade Commission

USITC Home > DataWeb > USITC Tariff Database

Contact US  
DataWeb Assistance

Tariff and Trade DataWeb  
Trade DataWeb Login  
DataWeb FAQ  
DataWeb How To

Classification Systems  
Tariff Search Tool  
Classification Systems  
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Description Lookup

Trade by Partner Country  
AVE Duties 1891-2010  
Principal Supplier Analysis

Tariff Database  
HTS Online Reference Tool  
Tariff Database

Now select ONE item for which you want tariff and trade information.  
Click the "Detail" button when you have made your selection

**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*)

Internet | Protected Mode: On 100%

1. Izaberite Vaš proizvod sa liste

2. Kliknite na "Detail"

USITC DataWeb: USITC Tariff Database - Windows Internet Explorer  
 http://dataweb.usitc.gov/scripts/tariff\_current.asp

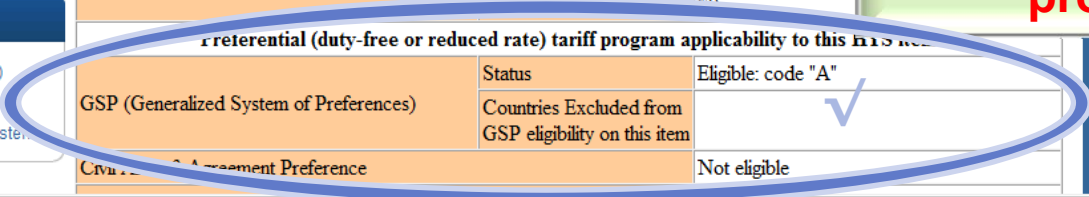
USITC DataWeb: USITC Tariff Database

### 2012 U.S. Tariff and Trade Data for a specific product

#### 2012 Tariff and Most Recent Annual U.S. Import Information

HTS Number	08112040	
Brief Description	Blackberries, mulberries and white or red currants, frozen, in water or containing added sweetening	
<b>Customs value of recent U.S. imports for consumption</b>		
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)	2011 imports (thousand dollars) <b>\$17,730.7</b>	
<b>Tariff Treatment</b>		
Beginning Effective Date (most recent date any part of this HTS item's tariff treatment changed)	05/15/2012	
Ending Effective Date (date any part of this HTS item is next scheduled for tariff treatment change)	12/31/2012	
1st Unit of Quantity (Q1)	Kilograms	
2nd Unit of Quantity (Q2)		
2012 Normal Trade Relations (NTR) duty rate (formerly known as the Most Favored Nation (MFN) duty rate)	MFN Text Rate	9%
	Duty calculation	(Ad Valorem Rate) times (Value)
	Ad Valorem (percent of value) component	9%
	Specific (per unit) component	\$0
	Other duty component	\$0
	Binding Status	Bound in World Trade Organization
"Column 2" (non-NTR) duty rate (Applies to imports from a small number of countries that do not enjoy NTR duty status)	COL2 Text Rate	35%
	Duty calculation	(Ad Valorem Rate)
	Ad Valorem (percent of value) component	35%
	Specific (per unit) component	\$0
<b>Preferential (duty-free or reduced rate) tariff program applicability to this HTS item</b>		
GSP (Generalized System of Preferences)	Status	Eligible: code "A" ✓
	Countries Excluded from GSP eligibility on this item	
Civilian Government Preference		Not eligible

Provjerite je li kod "A" na spisku za Vaš proizvod



Više informacija možete dobiti klikom na ove linkove. Na primjer, klikom na "imports by source country" ("uvoz po zemlji porijekla")

USITC DataWeb: USITC Tariff Database - Windows Internet Explorer  
 http://dataweb.usitc.gov/scripts/tariff\_current.asp

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	COL2 Text Rate	35%
	Duty calculation	(Ad Valorem Rate) times (Value)
	Ad Valorem (percent of value) component	35%
	Specific (per unit) component	\$0
Other duty component	\$0	
<b>Preferential (duty-free or reduced rate) tariff program applicability to this HTS item</b>		
GSP (Generalized System of Preferences)	Status	Eligible: code "A"
	Countries Excluded from GSP eligibility on this item	
Civil Aircraft Agreement Preference	Not eligible	

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Import detail for HTS Item (8-digit) - Windows Internet Explorer

http://dataweb.usitc.gov/scripts/details.asp?Phase=HTS8&HTS8=08112040&DESC=

Import detail for HTS Item (8-digit)

**USITC Trade Database--Web Access**

**US imports for consumption at Customs value for HTS8 08112040:**  
**by sources, in descending value of 2011 imports**

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	\$411.0	\$288.0	\$851.0	4.7%	\$173.2	\$91.0	-38.8%
Bosnia-Herzegovina	\$23.0	\$93.2	\$155.2	0.9%	\$59.5	\$72.7	22.2%
Colombia	\$70.2	\$21.0	\$70.2	0.4%	\$10.0	\$10.0	-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	
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	

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# *Kako povećati bescarinski izvoz* *u SAD*

- **Koristite GSP kao marketinški alat**
- **Podnesite zahtjev za GSP program**
- **Identifikujte proizvode obuhvaćene GSP koje BiH izvozi na druga tržišta**
- **Razmotrite proizvode sa GSP prednostima**

## *Uvoz obuhvaćen u okviru GSP: nedovoljna iskorištenost u 2011.*

- **Višenamjenski alati, pogodni za sječenje metala (8.4% MFN tarifa) \$ 0.7m  
iskorištenost 43.5%**
- **Proizvodi od šećera i konditorski proizvodi, sa ili bez kaka (5.6% MFN tarifa) \$ 62,000  
iskorištenost 75.4%**
- **Filteri (za ulje, gorivo i vazduh) za motore na sagorjevanje (2.5% MFN tarifa) \$ 0.9m  
iskorištenost 0%**



# Bescarinski izvoz kućnih dekora i zanatskih predmeta u okviru GSP

- Drvene statue, šolje, namještaj i posuđe (3,2 -10,9% carina)
- Keramičke posude i ukrasni predmeti (6 - 9,8% carina)
- Tipske korpe i torbe (6,6% carina)
- Staklo (6,4% carina)
- Tepisi i prostirke (6% carina)
- Metalni (mesingani) nakit, perle, srebrni i drugi nakit (5 - 11%)
- Gudački i duvački muzički instrumenti (2,9 - 8,7%)
- Zidne zavjese i jastuci/jastučnice (3,8%)
- Ručno rađeni papir i karton (bez MFN)



# Uspješne priče o GSP

**HTS 2001.10.00**

**Konzervisani krastavci (9,6% MFN tarifa)**

2008

2009

2011

\$ 92.614

\$ 165.262

\$ 301.471

# Identifikovanje potencijalnih kupaca u SAD i razvijanje odnosa sa njima

- Zavisí od veličine, sektora, iskustva
- Da li ste spremni za izvoz?
- Razumijevanja tržišta SAD
- Vrste partnerstva: zastupnik, distributer, partner, zajedničko ulaganje
- Najbolji pristup: sopstvena mreža!
- Sajmovi

# *Proces peticije za dodavanje novih proizvoda*

- Proizvod ne smije biti isključen statutom, npr. odjeća
- Poslati peticiju tokom godišnje revizije, rokovi navedeni u Saveznom Registru
- Pružiti informacije koje se zahtijevaju u propisima

## *Za dodatne informacije*

**Opšte informacije o GSP:** <http://www.ustr.gov/trade-topics/trade-development/preference-programs/generalized-system-preference-gsp>

**Liste proizvoda obuhvaćenih i neobuhvaćenih GSP programom:** <http://www.ustr.gov/trade-topics/trade-development/preference-programs/generalized-system-preferences-gsp/gsp-program-i-0>

# *Za dodatne informacije*

**SAD tarifni raspored:** <http://www.usitc.gov/tata/hts>

See esp. General Note 4:

<http://www.usitc.gov/publications/docs/tata/hts/bychapter/1210gn.pdf#page=11>

**Kontaktirajte nas:**

**Ambasada SAD u Sarajevu**

Ekonomski/Trgovinski odjel

Robert C. Frasurea 1

71000 Sarajevo

tel. 033-704-000

fax. 033-659-722

web: <http://export.gov/bosniaandherzegovina/>

*Hvala!*

