

# 2018 TRADE COMPLIANCE AND POLICY SEMINAR



C.H. ROBINSON

## MIAMI, FLORIDA

### DAY 1

#### 2018 Trade Update

**You need to know what is going on with critical international trade topics and new regulations in 2018 and beyond.** What does the future hold? In this section of the seminar we will discuss what is on the table in 2018, and in the immediate near future, in regards to trade topics that can impact your business. We will discuss pending changes to regulations, international treaties/negotiations that are in the works, and various compliance topics all of which can have a direct impact on your global supply chain. Get ahead of the curve and stay abreast of the changes.

#### Concepts of Duty Minimization

**You think trade compliance is all about managing risk – not so fast!** Sure, that is the main role of trade compliance, but there are also real potential savings to a company that can result from a good trade compliance program. In this section of the seminar we will review some of the most common methods of duty minimization. We will share some of the general concepts of these programs that may be the right fit for your organization, the way you do business, and the products you import.

#### Risk Management

**When was the last time you thoroughly examined the risk to invested capital during international transit?** Within your organization, who is responsible for assessing the risk to cargo during transit? If you're not sure of the answer, the person responsible might be you! During this section of the seminar our team will outline the legal liability limits of international cargo carriers, the pitfalls of commonly used Incoterms®, and the communication divide within organizations that can put invested capital unnecessarily at risk. We will also discuss risk transfer techniques, insurance, and coverages readily available in the marketplace that are not widely utilized.

#### HTSUS-How Do You Classify Your Product?

**Product Classification is the single most important step in the importing process.** As an Importer of Record, you are solely responsible for determining your classification. Are you confident in your abilities? In this session, attendees will learn the history of the Harmonized Tariff Schedule of the United States (HTSUS), the correct usage of the General Rules of Interpretation (GRIs), and the step-by-step process of determining and documenting your methodology for product classification.

#### AD/CVD and What it means to Your Total Landed Cost



**Antidumping and countervailing duty (AD/CVD) enforcement is a priority for CBP and it can have a drastic impact on your total landed cost.** Importers must be aware of what AD/CVD is and the implications both from a financial as well as compliance perspective. In this session, we will explain what AD/CVD is, how to check to see if your item is covered under a “scope ruling”, how the additional duties will impact your total landed cost, and what your organization needs to do to stay compliant.

### Roundtable Discussion

**Do you have additional or off topic questions that were not addressed during today’s sessions?** The presenters will avail themselves at the end of the day to publicly address any additional questions. Additionally, we will be available for side bar conversations as needed at the end of the seminar.

## DAY 2

### How to Limit your Compliance Exposure in an Export Transaction

**In order to avoid risk you need to set yourself up for success!** Focusing on export transactions that are governed under the Export Administration Regulations (“EAR”) and the FTR, we will discuss ways a company can minimize their exposure of export non-compliance through the use of internal/external controls, standardized documentation, knowledgeable/empowered staff, and internal auditing.

### How Do You Perform an Import Entry and EEI Filing Audit?

**Once you have general awareness of import compliance and know how to develop an import compliance manual, what’s next?** It all comes back to “reasonable care.” To comply with U.S. Import Regulations, the Importer of Record must ensure it has appropriate checks and balances. One of the most important “checks” is to perform Entry Audits. Our Trade Policy Team will walk you through a tried and true process to perform transactional entry auditing—from gathering records through completing an Entry Audit Checklist. They will provide documentation to help you perform entry audits for your organization.

**Once you have awareness of general export compliance and know how to develop an export compliance manual, what’s next?** Just as with importing, it all comes back to “reasonable care.” In order for a United States Principle Party in Interest (USPPI) to operate in compliance with the “procedural” piece of exporting, the company must ensure it has appropriate checks and procedures in place. One of the most important “checks” is the performing of EEI Filing Audits. Our Trade Policy Team will walk you through a tried and true process to perform transactional EEI auditing—from gathering records through completing an EEI Audit Checklist. You will also receive documentation to help you perform these audits for your organization.

### How to Develop a Customhouse Brokerage Standard Operating Procedure

**Does your company have a SOP with its customhouse brokers?** Surprisingly, when this question is asked the answer is “No”. It is extremely important to not only have well documented internal procedures but to also have well developed external procedures for service providers. In this section of the seminar we will discuss the importance of developing a collaborative customhouse broker SOP, topics to be covered in the SOP, and utilizing



the SOP to develop Key Performance Indicators to enhance your overall import compliance program and produce more meaningful and efficient business reviews with you service provider.

### How to Join CBP's Trade Partnership against Terrorism & Maintain Your Program

**C-TPAT was established over 15 years ago and has 11,500 members in the program, yet many companies are still interested in joining and those that are members often have questions on how to maintain their certification.** During this session of the seminar, we will discuss the process of becoming C-TPAT Certified—from how to evaluate business partners to the submission of the Security Profile on CBP's Security Web Portal. Additionally we will address the on-going maintenance of being a C-TPAT Member including annual updates, validations, and completing a Risk & Vulnerability Assessment.

### Risk Management

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## SPEAKER BIOGRAPHIES

**Kevin Doucette** joined C.H. Robinson International, Inc. in 2009 after a decade as a Manager with a leading international trade and regulatory compliance consulting firm. Kevin is the Director of North American Trade Policy and Compliance for C.H. Robinson International, Inc. In this role Kevin oversees the external Consulting Division (Trade Policy), the internal Export Corporate Compliance Department, and both the internal Supply Chain Security Divisions for C-TPAT and TSA.

Kevin is experienced and well versed in the areas of U.S. import and export compliance and supply chain security. In his career, Kevin has worked with, and for, executive, director, and managerial leaders for many Fortune 500 companies. Kevin has provided various services to hundreds of importers to include import compliance mock audits, development of import internal controls and manuals, training, trade data analysis, determination of trade program eligibility, prior disclosure assistance, submission of binding rulings, and various ad hoc activities. Similarly, Kevin has worked on numerous export projects and issues to include export licensing; implementation of export compliance programs; performing export audits; drafting Export Policy and Procedure Manuals; and providing voluntary disclosures assistance and advice to name a few. Kevin has been at the forefront of the



supply chain security movement and is credited for helping hundreds of importers obtain C-TPAT certification and validation. He has expertise in mapping supply chains, assessing supply chain risk, conducting facility and business partner audits, developing internal controls, and conducting supply chain security training. Kevin is experienced in preparing importers and their supply chain business partners for the rigors of C-TPAT validation, both in the U.S. and abroad. He has done validations in North America, Europe, and Southeast Asia.

Kevin has been a guest speaker at trade compliance conferences and seminars throughout the United States. He is a Licensed Customs House Broker, and a member of C.H. Robinson's Corporate Compliance Council. Kevin is based in Woburn, MA, and can be reached at 978-496-6918.

**Jeff Simpson** joined C.H. Robinson International, Inc. in 2013, and is the manager of the Trade Policy Division, providing international trade and regulatory compliance consulting services to brokerage clients. Jeff has a diverse background that includes serving as an Officer in the United States Merchant Marine. For the past 15-plus years, he has worked in the consumer products, industrial, manufacturing, and technology industries in various roles, including managing international supply chains, global transportation teams, import and export operations, and global trade compliance. Most recently, Jeff was the director of global trade compliance for a Fortune 100 Company, and was responsible for import and export compliance for all of their divisions globally. Jeff has created, implemented, and managed cross-functional import and export compliance programs across multiple countries and continents at several companies. He sat on various professional panels for many international trade topics. Jeff holds a Bachelor of Science degree in Marine Engineering, a Master of Arts degree in History and International Relations, and a Master of Science degree in International Logistics. He is a Licensed Customs House Broker and a Licensed Engineering Officer in the U.S. Merchant Marine. He holds a professional engineers license, is a certified 6 Sigma Green Belt, and holds a certificate in International Maritime Law through the United Nations International Maritime Organization. Jeff is based in Hartford, CT, and can be reached at 978-319-1289.

**Paul Smart** is the Manager of Global Insurance, responsible for cargo risk mitigation within the Global Forwarding division of C.H. Robinson. Backed by his experience in several industries, he supports the company's clients through supply chain risk management assessments and risk transfer recommendations. Paul has more than 20 years in international logistics in roles that include risk management, trade management, acquisition integration, sales, and strategic account management. He holds a resident property and casualty insurance license in the State of Georgia and non-resident licenses in 48 States. Before beginning his international logistics career, Paul focused on property exposures—specifically, marine and shipper's interest cargo coverage—in the commercial insurance industry. He earned a Bachelor of Business Administration degree from Austin Peay State University, and is based at C.H. Robinson's office in Atlanta, GA.

