

Establish a Trade Compliance Program

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Ingersoll Rand Profile

Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments.




Our people and our family of brands—including Club Car®, Ingersoll Rand®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a global business committed to a world of sustainable progress and enduring results.

Our Brands




**Worldwide
transport
refrigeration**

**Comfort and Climate
Control Brands**




**Worldwide
Commercial and
Residential HVAC
Equipment**



**Manufacturer
of golf cars
and utility
vehicles**

Industrial Brands



**Air compressors,
air and power
tools**

Challenges

- Dynamic Regulatory Environment
 - Fast Changing
 - Ambiguity
- Internal Environment
 - Remote from US Corp
 - Need stronger local biz leadership support
- Resource
 - Limited number of Corp FTE
 - High turn over

Establish Basic Programs

- Global Policy
 - Set the minimum acceptable requirements
- Internal Audit
 - Powerful tool
- Non-routine Customs inquiries
 - Customs appeals, audits, disputes
- Newsletter and Training Programs
 - Not only to import/export practitioners
- Manage Key Stakeholders
 - SLA, Dashboard

Keep Improving...

- Export Control
 - Ad_Hoc denied party, embargo screening
- HTS Classification
 - Centralize process
- Transfer Price
 - Periodical test
- Additions to Valuation
 - Royalty, Assist, Indirect payment
- Cost Opportunities
 - FTA, Duty Programs

Get Visibility

- Consolidated Brokers
- Trade Management System

- Thank You!