



*Women in International Trade – Orange County
presents*

Mechanisms to Capitalize on Duty Savings Opportunities for Importers and Exporters What's Trending in 2015?

Morning Workshop and Luncheon

Tuesday, September 22, 2015

Many global businesses do not know what options maybe available to them to take advantage of proven duty saving programs to help reduce import and export costs, increase profitability and gain competitive advantage in U.S. and foreign markets. Join us and learn what's trending in the international trade arena for multinational companies, importers and exporters about several ways to reduce or eliminate import tariffs and taxes on merchandise shipped into the United States and/or exported from the United States into foreign countries. Come meet and learn from our panel of seasoned professionals who will walk you through the intricacies of how to benefit from using Duty Drawback, Foreign Trade Zones, Customs Bonded Facilities, Free Trade Agreements and Special Duty Programs in your day-to-day business operations. Our presenters will provide an overview of the programs, some of the noteworthy requirements and the associated risks. There will be a discussion of the latest trends in using these programs, best practices and tips for regulatory compliance.

This workshop is designed for Vice Presidents, Directors, Managers, Supervisors, Corporate Counsel and other professionals of companies who are importing and/or exporting with responsibility for trade compliance, import/export processing, supply chain and logistics management, sales and finance. International trade-related service providers in legal, customs brokerage, freight forwarding, consultants, banking and city economic development will also find this workshop of value. Even if your company is using any of these duty relief programs, we are confident that you will walk away with something beneficial to share with your colleagues or put into practice.

******* Workshop Topics Explained *******

Duty Drawback: Duty Drawback is a refund program administered by U.S. Customs & Border Protection (CBP) allowing for the recovery of certain duties, taxes and fees collected by CBP on imported merchandise that is either subsequently exported or destroyed. The merchandise can be articles that are in their same condition as when imported or used to manufacture items that are exported or destroyed. The merchandise can be same or similar item, their components or materials. You do not have to be the importer or exporter to reap the benefits of this underutilized program.

Foreign Trade Zones: Foreign Trade Zones are designated areas where qualifying businesses are considered to be outside of the U.S. for customs purposes. Certain types of goods can be imported into a Zone without going through traditional customs entry procedures or paying for duties and certain taxes. Import duties and excise taxes are due only at the time of transfer from the Zone for U.S. consumption. If the merchandise never enters the U.S. commerce, then no duties or taxes are paid on those goods. Zones can also be used for other purposes.

Bonded Facilities: USCBP is responsible for cargo security, including the accountability of transfers to and storage of cargo at “bonded facilities.” A CBP approved bonded facility is a privately owned and operated building in which merchandise may be stored or manipulated without the payment of import duties and certain taxes/fees for up to 5 years from the date of importation into the United States. Customs bonded facilities include customs bonded warehouses, container freight stations and Foreign Trade Zones.

Free Trade Agreements: The U.S. now has about 22 free trade agreements or special duty programs in full force, each of which carry their own unique set of rules. Worldwide, we estimate about 172 agreements. Other talked about agreements (Trans-Pacific Partnership, Trans-Atlantic Trade and Investment Partnership) are on the horizon. Free trade agreements and special duty preference programs, including the Generalized System of Preferences (GSP) can mean big bucks for the importer/exporter who is educated about the programs and clearly understands how to properly qualify and document their claims. Customs authorities worldwide are more frequently verifying the sufficiency of preference claims as the free trade agreements present a major revenue risk for the authorities.

***** **SPEAKER LINE-UP** *****

Program Moderator and Speaker
Duty Drawback

Anne Hilsabeck
Founder and President
AMH CUSTOMS CONSULTANTS
Newport Beach, California

Anne Hilsabeck leads the team of AMH Customs Consultants (AMH) seasoned professionals who are highly accomplished in their given fields of expertise encompassing audit backgrounds and regulatory experience with various Federal agencies who have purview over imported and exported merchandise, including U.S. Customs and Border Protection. Established in 1983, AMH is a leading provider of consulting and advisory services for companies doing business internationally, customs brokers, freight forwarders, customs attorneys, banks and tax accountants. The firm specializes in import and export business planning, customs and export trade compliance.

Ms. Hilsabeck regularly advises clients on matters of tariff classification and valuation of imported/exported merchandise, duty drawback, import/export compliance audits and reviews, customs broker and freight forwarder management reviews, export controls and licensing, EPA and DOT import applications for vehicles, preferential duty programs, including Foreign Trade Zones, bonded warehouses, NAFTA, GSP and FTA's, and other government-related administrative programs such as C-TPAT, Importer Self-Assessment Program (ISA), Importer Security Filing Program (ISF), Automated Export System Programs and Filings (AES), and ACE. She is a licensed customs broker and a qualified legal expert on U.S. customs matters. Among other prestigious credentials she is a former regulatory auditor with CBP and director with a worldwide certified public accounting firm. She holds a B.S. degree in Business Administration – Accounting and Economics, from California State University, San Diego, California.

Speaker
Free Trade Agreements and Special Duty Preference Programs

Heather Litman
Attorney
Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt
Los Angeles, California

Heather Litman is an attorney with Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt in Los Angeles, California. Ms. Litman previously served as law clerk to the Hon. Harvey Schneider and the Hon. Stephen O'Neil of the Los Angeles Superior Court. She received a B.A. in Philosophy from the University of California at Berkeley, graduated cum laude from Tulane University Law School, and is a licensed Customs Broker. Ms. Litman is a past Chair of the Los Angeles County Bar Association, Customs Law Committee, is a former board member of the Los Angeles Chapter of Women in International Trade, and regularly speaks on issues concerning Customs law and international trade.

Speaker
Foreign Trade Zones

Kim Taylor
Director, Foreign Trade Zone Services
Schenker, Inc.
Carson, California

Kim Taylor is the Director of FTZ services for Schenker, Inc., operating multiple zones across the country. She has experience in the FTZ production environment, 3 PL environment and in the operator distribution environment. Kim's background includes former positions as a Director of Compliance for a major southern California importer, and as a Compliance Manager for a 3PL Customs Broker. She is a licensed Customs Broker and Certified Export Specialist.

Schenker, Inc. provides full service 3PL, Freight Forwarding, Customs Brokerage and consulting. DB Schenker, the parent company operates around the world with headquarters in Germany.

Luncheon Speaker Topic

Bonded Warehouses
What are they How are they managed ...
Advantages and Comparisons to Other Bonded Facilities
CBP Compliance Reviews ... What's trending ...

US CBP Representative
Cargo Processing
Port of Los Angeles/Long Beach Seaport
Long Beach, California

***** **EVENT DETAILS AND REGISTRATION** *****

Date

September 22, 2015

Venue

Radisson Hotel, Newport Beach
4545 MacArthur Blvd.
Newport Beach, CA 92660

Program Agenda

8:30 a.m. – Registration, Networking & Continental Breakfast
9:00 a.m. – 11:30 a.m. Panel Presentations with Q&A

11:45 a.m. – 1:30 p.m. Luncheon and Guest Speaker

Registration Fees

WITOC Members: \$115/person
Non-Members: \$145/person
Corporate Tables of 6: \$550

*Registration after Thursday, September 17, 2015 – Add \$10 to the price
On-Site Registration – Add \$15 to the price
No Shows are Billed
No Cancellations or Refunds after Wednesday, September 16, 2015*

*Sponsorship Opportunities Available
Contact Rich Johnson (714) 905-4802
or Anne Hilsabeck (949) 794-1891*

REGISTER ONLINE: www.witoc.org



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