Celebrating Manufacturers

Trends and Resources for Acceleration within the Chemical Industry

October 17, 2019
Celebrating Manufacturing Day

Celebrating Manufacturers Day with two federal government agencies. Learn how to classify your products, discover data tools for attracting new markets and trade trends in the chemical industry to help grow your company’s international sales.

Brought to you by your federal government trade partners: International Trade Administration & U.S. Census Bureau

Access more international trade resources on www.export.gov
Today’s Speakers

Host: Wendy Peebles, Lead Outreach Coordinator
Data User and Respondent Outreach
U.S. Census Bureau

Presenters: Mayumi Escalante, Classification Section Chief
International Trade Indicator Micro Analysis Branch
U.S. Census Bureau

Mala Kline, Chief
International Trade Indicator Macro Analysis Branch
U.S. Census Bureau
Today’s Speakers (continued)

**Presenters:**

**Tracy Gerstle**, International Trade Specialist  
Office of Materials Industries  
International Trade Administration

**John Meakem**, International Trade Specialist  
Office of Materials Industries  
International Trade Administration
Today’s Agenda

• Introduction to Online Databases and Data Analyses Tools
• Examples of Tools in Action
• Products and Services ITA Offers to Promote Exports and Facilitate Trade
• Questions and Answers
Schedule B Classification Search Tool

Mayumi Escalante, Classification Section Chief
International Trade Indicator Micro Analysis Branch
Economic Indicators Division
Email: mayumi.hairston.escalante@census.gov
Phone: 301-763-7061

Branch line: 1-800-549-0595; Option #2
Branch email: eid.scheduleb@census.gov

United States Census Bureau
Schedule B Search Demonstration

www.census.gov/scheduleb

Schedule B

The export statistics are initially collected and compiled in terms of approximately 8,000 commodity classifications in Schedule B. Statistical Classification of Domestic and Foreign Commodities Exported from the United States.

Sections

Search | Browse | Download | Obsolete Codes

Schedule B Search

Use our enhanced search at http://uscensus prod 3ceonline com (Note). For more information, read our announcement.
Schedule B Classification Training

- **Global Reach Blog** Posts
  - "Finding Your Schedule B Number"
  - "Exporting with Import Classification Numbers"
- **Export Training** Webinars
  - "Classifying Your Product" under Basics of Export Compliance
  - "Export Classification (Spanish)" under International Trade Webinars
Online Data Analysis Tools

Mala Kline, Chief
International Trade Indicator Macro Analysis Branch
Economic Indicators Division
Email: mala.mistry.kline@census.gov
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Branch email: eid.international.trade.data@census.gov
Official Source

The **U.S. Census Bureau** is the official source for U.S. export and import goods statistics and is responsible for issuing regulations governing the reporting of all export shipments from the United States.
Data Tools Demonstration

Global Market Finder


USA Trade® Online

usatrade.census.gov

Global Market Finder: An Interactive Tool for U.S. Exporters

USA Trade® Online

Welcome! U.S. Census Bureau

SIGN-UP NOW
ACCESS DATA
ACCOUNT

Login with other credentials

About USA Trade® Online

Trade Resources

Update

Census API Update

Latest International Trade Data

World Pop Clock
Related Party Trade
Profile of Companies
MTR

Get Email Updates
FOREIGN TRADE is the official source for U.S. export and import statistics and responsible for issuing regulations governing the reporting of all export shipments from the United States. If you’re searching for export or import statistics, information on export regulations, commodity classifications, or a host of other trade-related topics, this is the place to get the information you need.

News

- **The U.S. International Trade in Goods and Services Deficit Increased in August 2019**
  The nation’s international trade deficit in goods and services increased to $54.9 billion in August from $54.0 billion in July (revised), as imports increased more than exports. (October 4, 2019)

- **The Advance International Trade in Goods Deficit Increased in August 2019**
  The nation’s international advance trade in goods deficit increased to $72.5 billion in August from $72.3 billion in July as imports increased more than exports. (September 26, 2019)

- **Profile of U.S. Importing and Exporting Companies, 2016-2017**
  The Department of Commerce released the report, A Preliminary Profile of U.S. Importing and Exporting Companies, 2016-2017. It provides information on identified companies and their known export or import value. (September 26, 2019)

- **Imports and Exports by Related Parties, 2018**
  The Department of Commerce released the report, U.S. Goods Trade: Imports & Exports by Related-Parties 2018. Related-party trade accounted for 42.6 percent ($1,771.4 billion) of total goods trade ($4,162.3 billion). Related-party total goods trade is based on consumption imports and total exports. (September 4, 2019)

- **U.S. Exports by Metropolitan Area, Second Quarter 2019**
  The Department of Commerce released the report, U.S. Exports By Metropolitan Area, Second Quarter 2019. It provides quarterly, not seasonally adjusted data on exports by metropolitan areas. (September 12, 2019)
ITA specialized teams and in-house experts aim to strengthen U.S. industry competitiveness via multiple programs and activities.

**Industry Expertise**
- Sector analysis
- Actionable Data Products
- Market research
- Advisory committees
- Strategic Partnerships

**Market Access & Export Promotion**
- Export assistance
- Trade Events (missions)
- In-country presence
- Firm-specific advocacy

**Investment Attraction**
- SelectUSA
- Free Trade Zones
- Links to Local EDOs
- Firm-specific advocacy

**Support for U.S. Manufacturers**
- Anti-dumping duties
- Countervailing duties
- Protection against unfair trade practices
How ITA is Organized to Help You

**Industry & Analysis/Industry Offices**
Leads within ITA for an assigned industry sector, monitor US exports and competitiveness, producing market research and supporting trade policies in support of industry

**U.S. Commercial Service**
Often first, local point of inquiry, within ITA, Business Advisor and Coordinator for USG assistance

**Enforcement & Compliance**
Monitors our trading partners compliance with trade agreements and support US firms engaged in disputes for unfair trading practices
Defining the Chemicals Industry
## The Harmonized Tariff Schedule

<table>
<thead>
<tr>
<th></th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>28</td>
<td>Inorganic Chemicals; Organic Or Inorganic Compounds Of Precious Metals, Of Rare-Earth Metals, Of Radioactive Elements Or Of Isotopes</td>
</tr>
<tr>
<td>29</td>
<td>Organic Chemicals</td>
</tr>
<tr>
<td>31</td>
<td>Fertilizers</td>
</tr>
<tr>
<td>32</td>
<td>Tanning Or Dyeing Extracts; Tannins And Derivatives; Dyes, Pigments And Other Coloring Matter; Paints And Varnishes; Putty And Other Mastics; Inks</td>
</tr>
<tr>
<td>33</td>
<td>Essential Oils And Resinoids; Perfumery, Cosmetic Or Toilet Preparations</td>
</tr>
<tr>
<td>34</td>
<td>Soap Etc.; Lubricating Products; Waxes, Polishing Or Scouring Products; Candles Etc., Modeling Pastes; Dental Waxes And Dental Plaster Preparations</td>
</tr>
<tr>
<td>35</td>
<td>Albuminoidal Substances; Modified Starches; Glues; Enzymes</td>
</tr>
<tr>
<td>36</td>
<td>Explosives; Pyrotechnic Products; Matches; Pyrophoric Alloys; Certain Combustible Preparations</td>
</tr>
<tr>
<td>37</td>
<td>Photographic Or Cinematographic Goods</td>
</tr>
<tr>
<td>38</td>
<td>Miscellaneous Chemical Products</td>
</tr>
<tr>
<td>39</td>
<td>Plastics and Articles Thereof</td>
</tr>
</tbody>
</table>
US Chemical Exports
2009-2018

Source: U.S Merchandise Trade, Chapters 28-39, except 30
## Fastest Growth Sectors

<table>
<thead>
<tr>
<th>HS</th>
<th>2018 Exports (Billion)</th>
<th>10-Year Export Growth (CAGR)</th>
</tr>
</thead>
<tbody>
<tr>
<td>33 Cosmetics</td>
<td>13.6</td>
<td>5.35%</td>
</tr>
<tr>
<td>38 Misc Chemicals Products</td>
<td>30.3</td>
<td>5.26%</td>
</tr>
<tr>
<td>35 Adhesives/Sealants</td>
<td>3.6</td>
<td>4.84%</td>
</tr>
<tr>
<td>39 Plastics, Resins, Articles Thereof</td>
<td>66.6</td>
<td>4.5%</td>
</tr>
<tr>
<td>34 Soaps/Lubricants/Pastes</td>
<td>7.3</td>
<td>3.80%</td>
</tr>
<tr>
<td>32 Pigments/Dyes/Paints</td>
<td>8</td>
<td>3.33%</td>
</tr>
<tr>
<td>29 Organic Chemicals</td>
<td>40.3</td>
<td>2.65%</td>
</tr>
<tr>
<td>36 Explosives/Combustibles</td>
<td>761 million</td>
<td>1.79%</td>
</tr>
<tr>
<td>28 Inorganics</td>
<td>12.5</td>
<td>1.39%</td>
</tr>
<tr>
<td>31 Fertilizers</td>
<td>4.16</td>
<td>0.11%</td>
</tr>
<tr>
<td>37 Photographic/Cinematographic</td>
<td>2.2</td>
<td>-2.23%</td>
</tr>
</tbody>
</table>

Source: U.S Merchandise Trade, Chapters 28-39, except 30
Trade Policy
How OMI participates in the Trade Policy Agenda

- **Bringing core sectoral expertise to USG preparatory work for Free Trade Agreement (FTA) negotiations**

- **Identifying and addressing increased market access in connection with USEACs, GM, foreign officials contacts, and in compliance with FTA provisions**

- **Reaching out, and beyond ITA, to advocate for a level playing field for U.S. business, while ensuring compliance with FTA provisions.**
The FTA Tariff Tool combines tariff data into a simple and easy to search public interface.

This tariff search tool allows users to find tariff information on all products covered under the U.S. Free Trade Agreements (FTAs). The tool shows the tariff applied on the date the FTAs enters into force and the rates each subsequent year as the tariffs are eliminated under the agreement.

The tool also provides product-specific rules of origin to help companies determine eligibility for preferential rates.

Launch the FTA Tariff Tool
https://ustr.gov/issue-areas/enforcement/section-301-investigations/search

Subheading
290122

Search Results

29012200

Unofficial Article Description:
Propene (Propylene)

Comment Process Due Date: 6-Sep-18

Product Exclusion Request Due Date: 30-Sep-19

(List 3) $200 Billion Tariff Action Effective on September 24
Trade Policy: Industry Trade Advisory Committees
A Unique Public-Private Partnership – Industry’s Voice in U.S. Trade Policy

Since 1974, the U.S. Department of Commerce and the U.S. Trade Representative (USTR) have worked side-by-side with business leaders who serve as industry trade advisors to the U.S. Government.

USTR/Commerce jointly administer the Industry Trade Advisory Committee (ITAC) program to reflect today’s U.S. economy & vision for the future (www.trade.gov/itac).

Currently, approximately 370 industry representatives serve as advisors to Commerce and USTR with a diverse representation of private industries ranging from small to large companies and from all U.S. geographic regions.

Commerce and USTR consider the ITACs to be an integral part of the U.S. trade policy-making process. Advisors have direct access to policymakers and negotiators to offer industry positions on U.S. trade policy and negotiating objectives.

ITAC 3 – Chemicals, Pharmaceuticals, Health/Science Products and Services
ITA Network

150 offices in 80 countries representing 96% of world exports

Contact the ITA Chemicals Team with your trade issues and questions including Customs, Regulations, Standards, Counterfeits
Trade Facilitation
Welcome to MTBPS - Creating and maintaining an open and transparent process for consideration of petitions for duty suspensions and reductions...

Submit

View

Support

2016 Information

Submit Petition

View Petitions

Help Guides & Documentation

2016 Petitions

2016 USITC Reports
https://enforcement.trade.gov/ftzpage/index.html
Antidumping (AD) and Countervailing Duty (CVD)

Petition Counseling and Analysis Unit

The AD/CVD Petition Counseling and Analysis Unit has a dedicated staff of professionals who are available to assist U.S. companies in a myriad of ways with respect to the U.S. unfair trade laws. This staff, which is involved in all aspects of initiating antidumping and countervailing duty investigations, brings a tremendous amount of experience which may be of assistance to your company. Some examples of how the AD/CVD Petition Counseling and Analysis Unit may be able to help you include:

- Helping you to understand U.S. unfair trade laws dealing with dumping and unfair foreign government subsidies, and the process of filing a petition requesting the initiation of an investigation;
- Providing guidance to potential petitioners to assist them in determining what types of information will be required in order to pursue action against an industry suspected of unfair trade practices;
- Assisting potential petitioners in ensuring their petition is in compliance with statutory initiation standards;

Although this website is not meant to be a substitute for counseling by private experts, it is designed to introduce you to the basics of the U.S. unfair trade laws with respect to AD/CVD investigations, and provide information on the statutory petition requirements which must be satisfied for the Department of Commerce to initiate an investigation. Prior to the official filing of a petition, any communications with you on these matters will be treated as confidential information and will not be disclosed to outside parties.
Trade Promotion
TAKE YOUR BUSINESS GLOBAL

Developed by international trade experts and economists, Export.gov provides trusted market intelligence, practical advice and business tools to help U.S. companies expand in global markets.
Market Reports

Asia Personal Care & Cosmetics Market Guide 2018

PLASTICS MATERIALS AND MACHINERY EXPORT GUIDE
A Reference for U.S. Exporters in the Plastics Industry

Prepared by:
U.S. Commercial Service, Commercial Specialists and the CS Manufacturing Team
September 2013

2016 Top Markets Report Building Products and Sustainable Construction
A Market Assessment Tool for U.S. Exporters
May 2016
OMI and Stakeholders Commit to Innovation and Collaboration

In 2014, upon request from US stakeholders, in the field of green chemistry and safer choice products, OMI took the leadership, to better integrate USG, and promote Government to Government (G2G) information exchange on activities and programs supporting advanced manufacturing and innovation in green chemistry;

A number of G2G dialogues have been initiated with the ASEAN region, the EU, and Brazil. They are part of a discovery process for government officials and industry representatives toward public-private partnerships to accelerate the adoption of greener chemical compounds along the supply chain.

More recently, and to address the demand of US SMEs, and Start-up, OMI helped introduced the first Business to Business (B2B) information exchange. The US-EU SME Collaborative Forum on Sustainable Chemistry aims to ensure increased bilateral support for sustainable chemistry incentives.
FDI + Manufacturing = Jobs

At the intersection of U.S. manufacturing and FDI are millions of jobs
OMI Materials & Chemicals Team

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www.trade.gov/industry/materials/
Celebrating Manufacturing Day
Appendix
U.S. Government Trade Data Resources

Identify New Markets with the Global Market Finder

Discover Trends and Analyze Markets with USA Trade Online
usatrade.census.gov

Find the Right Harmonized System Code with the Schedule B Search Engine
www.census.gov/scheduleb
U.S. Government Trade Data Resources (continued)

Access Economic and Trade Data for Top Markets
http://tpis.trade.gov

Identify Reduced Tariff Rates with our Free Trade Agreement (FTA) Partners
http://export.gov/fta/ftatarifftool/

How to Navigate the Section 301 Tariff Process
https://ustr.gov/issue-areas/enforcement/section-301-investigations/search