



INTERNATIONAL
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Trade Trends, Policy Actions and Resources for Metals and Critical Minerals

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January 16, 2020



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Trade Trends, Policy Actions and Resources for Metals and Critical Minerals

January 16, 2020

Today's Speakers

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



Presenters: **Ashley Albritton**, Statistician
International Trade Indicator Micro Analysis Branch
U.S. Census Bureau

Henock Kebede, Section Chief
International Trade Indicator Macro Analysis Branch
U.S. Census Bureau



Today's Speakers (continued)

Gary Stanley, Director
Office of Materials Industries
International Trade Administration

Salim Bhabhrawala, Senior International Trade Specialist
Office of Materials Industries
International Trade Administration



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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

Ashley Albritton, Statistician

International Trade Indicator Micro Analysis Branch

Economic Indicators Division

Email: ashley.f.albritton@census.gov

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Branch line: 1-800-549-0595; Option #2

Branch email: eid.scheduleb@census.gov



Schedule B Search Demonstration

www.census.gov/scheduleb

United States **Census** Bureau

U.S. Department of Commerce | Blogs | Index A-Z | Glossary | FAQs

TOPICS Population, Economy | **GEOGRAPHY** Maps, Products | **LIBRARY** Infographics, Publications | **DATA** Tools, Developers | **SURVEYS/PROGRAMS** Respond, Survey Data | **NEWSROOM** News, Blogs | **ABOUT US** Our Research

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- Schedule B**
- FAQs

Important Links

- Global Reach Blog
- Newsletters
- ACE AESDirect
- DropBox
- Guide to Foreign Trade
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- USA Trade® Online

Related Sites

- Business and Industry

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

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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

Henock Kebede, Section Chief

International Trade Indicator Macro Analysis Branch
Economic Indicators Division

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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

<https://www.census.gov/library/visualizations/interactive/export-markets.html>

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

SEPTEMBER 19, 2019

Export Markets for U.S. Goods

Find Your Schedule B Commodity Code ?
(Enter Keywords or a Commodity Code)

Schedule B Code Description

0101210000	HORSES, PUREBRED BREEDING, LIVE (NO)
0101290000	HORSES, LIVE, EXCEPT PUREBRED BREEDING (NO)
0101300000	ASSES, LIVE (NO)
0101900000	MULES AND HINNIES, LIVE (NO)
0102210010	BOVINES, PUREBRED BREEDING, DAIRY, MALE, LIVE (NO)

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- [North American Industry Classification System \(NAICS\)](#)

[Economic Indicator Database](#)

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 import or export 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 \$72.8 billion in August from \$72.5 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)

August 2019 Trade in Goods and Services

Deficit: \$54.9 Billion
Exports: \$207.9 Billion
Imports: \$262.8 Billion

Next release: November 5, 2019

[Complete Release Schedule](#)

Export Training

[Collection of videos](#) to enhance export training.

[2019 World Trade Month Webinar Series](#)

[2018 International Trade Webinars Archive](#)

[2017 Features of ACE Exports Archive](#)

[2016 Trade Webinars Archive](#)

[2015 Trade University](#)



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Office of Materials Industries Overview and Discussion of The Executive Order on Critical Minerals

Gary Stanley & Salim Bhabhrawala



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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



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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

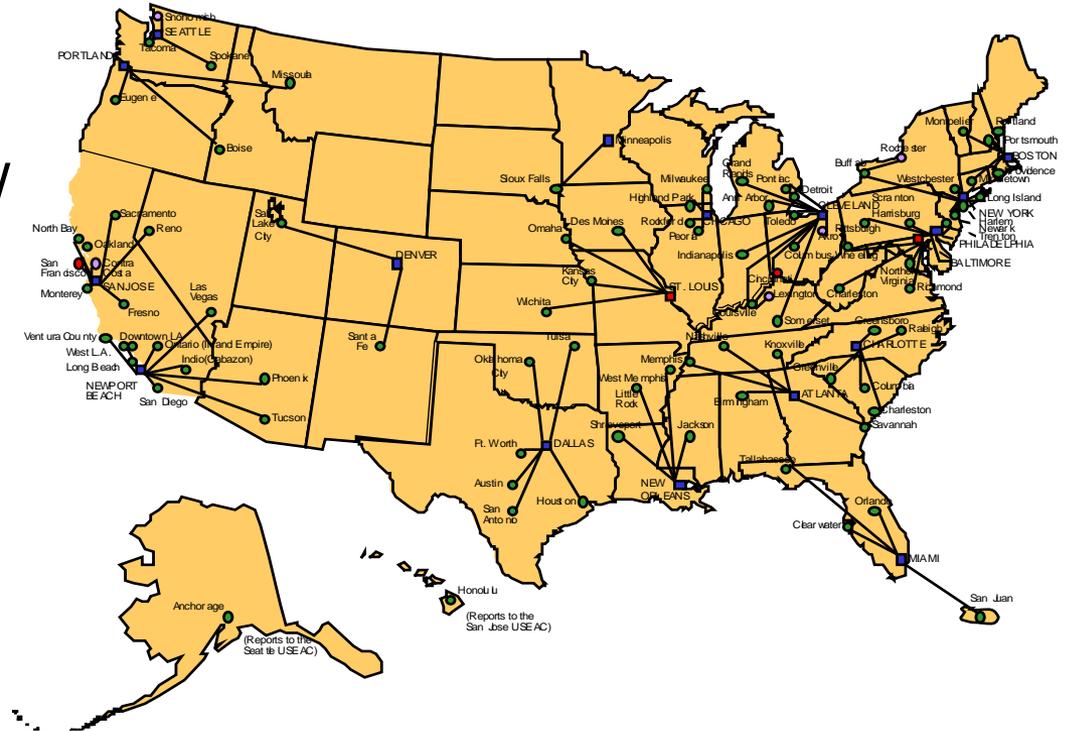
Monitors our trading partners compliance with trade agreements and support US firms engaged in disputes for unfair trading practices



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ITA's U.S. COMMERCIAL SERVICE (GLOBAL MARKETS)

- Teach exporting basics
- Assist in developing a company's export strategy
- Assist in selecting best markets
- Assist in evaluating overseas partners
- Promote trade events to bolster brand awareness and market exposure



ITA Trade Specialists in 109 U.S.
Export Assistance Centers



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ITA'S GLOBAL FOOTPRINT

- Market intelligence
- Country Commercial Guides
- Affordable consulting services:
 - Customized business matchmaking
 - International Partner Search
 - Gold Key Service



119 overseas posts in 77 markets



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.

U.S. Building Products Total Annual U.S. Exports

2019 Projected: **\$81.4 Billion***
(*based on annualized Jan-Aug data)

 <p>Wood Products 2017: \$8.1 billion 2018: \$7.3 billion 2019: \$4.1 B projected</p>	<p>Plumbing Products 2017: \$1.09 billion 2018: \$1.2 billion 2019: \$1.2 B projected</p>	<p>Asphalt 2017: \$610 million 2018: \$673 million 2019: \$641 M projected</p>
 <p>HVAC Equipment 2017: \$18.5 billion 2018: \$18.8 billion 2019: \$18.6 B projected</p>	<p>Plaster & Gypsum Board 2017: \$207 million 2018: \$212 million 2019: \$201 M projected</p>	<p>Cement & Concrete 2017: \$466 million 2018: \$458 million 2019: \$419 M projected</p>
 <p>Metal Products 2017: \$22.9 billion 2018: \$24.1 billion 2019: \$22.9 B projected</p>	 <p>Insulation 2017: \$1.04 billion 2018: \$1.10 billion 2019: \$1.01 B projected</p>	<p>Masonry & Stone 2017: \$224 million 2018: \$232 million 2019: \$220 M projected</p>
 <p>Electrical Systems & Lighting 2017: \$21.3 billion 2018: \$22.5 billion 2019: \$21.8 B projected</p>	<p>Appliances 2017: \$3.11 billion 2018: \$3.11 billion 2019: \$2.99 B projected</p>	<p>Glass 2017: \$857 million 2018: \$769 million 2019: \$791 M projected</p>
 <p>Paints, Adhesives & Plastics 2017: \$4.3 billion 2018: \$4.5 billion 2019: \$4.6 B projected</p>	<p>Doors & Windows 2017: \$751 million 2018: \$720 million 2019: \$690 M projected</p>	<p>Miscellaneous Other 2017: \$1.16 billion 2018: \$1.18 billion 2019: \$1.15 B projected</p>



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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 5** – Forest Products, Building Materials, Construction, and Nonferrous Metals



A Federal Strategy to Ensure Secure and Reliable Supplies of Critical Minerals

Response to Executive Order 13817



INTERNATIONAL
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Federal Register

Vol. 82, No. 246

Tuesday, December 26, 2017

Presidential Documents

Title 3—

The President

Executive Order 13817 of December 20, 2017

A Federal Strategy To Ensure Secure and Reliable Supplies of Critical Minerals

By the authority vested in me as President by the Constitution and the laws of the United States of America, it is hereby ordered as follows:

Section 1. Findings. The United States is heavily reliant on imports of certain mineral commodities that are vital to the Nation's security and economic prosperity. This dependency of the United States on foreign sources creates a strategic vulnerability for both its economy and military to adverse foreign government action, natural disaster, and other events that can disrupt supply of these key minerals. Despite the presence of significant deposits of some of these minerals across the United States, our miners and producers are currently limited by a lack of comprehensive, machine-readable data concerning topographical, geological, and geophysical surveys; permitting delays; and the potential for protracted litigation regarding permits that

Executive Order 13817

- The President issued Executive Order (EO) 13817, *A Federal Strategy to Ensure Secure and Reliable Supplies of Critical Minerals*, which seeks to address strategic vulnerabilities in critical minerals supply chains
- EO 13817 directs:
 - The Secretary of Interior, in coordination with executive branch agencies and offices, to publish a list of critical minerals
 - The Secretary of Commerce, in coordination with executive branch agencies and offices, to submit a report to the President that includes:
 - (i) a strategy to reduce the Nation's reliance on critical minerals
 - (ii) assessment of progress toward developing recycling and reprocessing technologies, and technological alternatives
 - (iii) options for investment and trade with our allies and partners
 - (iv) improved topographic, geological, and geophysical mapping data and metadata, made electronically accessible to support private sector mineral exploration
 - (v) recommendations to streamline permitting and review processes related to developing leases; enhancing access to critical mineral resources; and increasing discovery, production, and domestic refining of critical minerals



DEPARTMENT OF THE INTERIOR

Office of the Secretary

[178D0102DM, DS6CS00000,
DLSN00000.000000, DX.6CS25]

Final List of Critical Minerals 2018

AGENCY: Office of the Secretary, Interior.
ACTION: Notice.

SUMMARY: The United States is heavily reliant on imports of certain mineral commodities that are vital to the Nation's security and economic prosperity. This dependency of the United States on foreign sources creates a strategic vulnerability for both its economy and military to adverse foreign government action, natural disaster, and other events that can disrupt supply of these key minerals. Pursuant to Executive Order 13817 of December 20, 2017, "A Federal Strategy to Ensure Secure and Reliable Supplies of Critical

business hours. The FRS is available 24 hours a day, 7 days a week, to leave a message or question with this individual. You will receive a reply during normal business hours. Normal business hours are 9:00 a.m. to 5:30 p.m., Monday through Friday, except for Federal holidays.

SUPPLEMENTARY INFORMATION: Executive Order 13817, "A Federal Strategy to Ensure Secure and Reliable Supplies of Critical Minerals" (82 FR 60835, December 26, 2017), addressed the United States' dependency on vulnerable limited and foreign supply chains of mineral commodities that are vital to the Nation's security and economic prosperity. The Executive Order directed the Secretary of the Interior, in coordination with the Department of Defense and in consultation with other executive branch agencies, to produce a list of critical minerals. The Secretary of the Interior in turn directed the U.S.

both fuel and non-fuel uses, and for which Energy Information Administration data indicated high production concentration and significant import reliance. Based on those data, the USGS agreed that it would be consistent with the methodology to include uranium on the draft list for public comment.

Pursuant to Executive Order 13817, on February 16, 2018, the Secretary of the Interior published the draft list of critical minerals in the **Federal Register** (83 FR 7065). The draft list consisted of 35 minerals or mineral material groups deemed critical under the definition provided in the Executive Order: Aluminum (bauxite), antimony, arsenic, barite, beryllium, bismuth, cesium, chromium, cobalt, fluor spar, gallium, germanium, graphite (natural), hafnium, helium, indium, lithium, magnesium, manganese, niobium, platinum group metals, potash, the rare earth elements group, rhenium, rubidium, scandium,

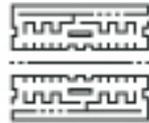


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Energy

HAFNIUM
RHENIUM
TANTALUM
URANIUM



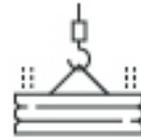
Technology

GERMANIUM
INDIUM
GALLIUM
RARE EARTHS



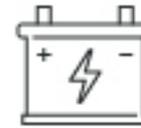
Industrial

BERYLLIUM
ZIRCONIUM
TUNGSTEN
ALUMINUM
PGMs
BARITE
FLUORSPAR
ARSENIC
SCANDIUM
STRONTIUM
TITANIUM
POTASH



Steel

MAGNESIUM
CHROMIUM
TIN
TELLURIUM
MANGANESE
VANADIUM
NIOBIUM



Batteries

LITHIUM
COBALT
ANTIMONY
GRAPHITE



Research

HELIUM
RUBIDIUM
CESIUM
BISMUTH



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A Federal Strategy to Ensure Secure and Reliable Supplies of Critical Minerals

A Federal Strategy to Ensure Secure and Reliable Supplies of Critical Minerals

Tuesday, June 4, 2019

Attachment

Size

 [A Federal Strategy to Ensure Secure and Reliable Supplies of Critical Minerals](#)

872.24 KB

<https://www.commerce.gov/news/reports/2019/06/federal-strategy-ensure-secure-and-reliable-supplies-critical-minerals>

Executive Order Calls to Action (CTA)

- 1. Advance Transformational Research, Development, and Deployment Across Critical Mineral Supply Chains**
- 2. Strengthen America's Critical Mineral Supply Chains and Defense Industrial Base**
- 3. Enhance International Trade and Cooperation Related to Critical Minerals**
- 4. Improve Understanding of Domestic Critical Mineral Resources**
- 5. Improve Access to Domestic Critical Mineral Resources on Federal Lands and Reduce Federal Permitting Timeframes**
- 6. Grow the American Critical Minerals Workforce**

CTA1: Advance Transformational Research, Development, and Deployment Across Critical Minerals Supply Chains

Goal I: Develop an R&D strategy to enhance scientific and technical capabilities across critical mineral supply chains

Goal II: Increase U.S. private industry investment in innovation and improve technology transfer from federally funded science and technology

Summary of Goals:

- Develop a roadmap to identify key R&D needs and coordinate ongoing R&D activities
- Establish new public-private partnerships and leverage existing partnerships to efficiently address R&D challenges and validate/verify new materials and processes across the supply chain
- Complete technical and economic feasibility studies of production from secondary and unconventional sources
- Provide industry and external stakeholders access to computing capabilities, testing, and validation support facilities
- Evaluate and provide recommendations to incentivize development and use of R&D innovations in private industry
- Support small and medium businesses by leveraging and expanding the existing coordination among research consortia, national laboratories, and universities



Image credit: Critical Materials Institute at Ames Laboratory.



Image credit: Idaho National Laboratory.

CTA2: Strengthen America's Critical Mineral Supply Chains and Defense Industrial Base

Goal I: Leverage critical mineral expertise from stakeholders outside of the Federal Government

Goal II: Develop, expand, modernize, and sustain U.S. critical minerals downstream materials production capacity and supply chain resiliency

Goal III: Stabilize and strengthen the National Defense Stockpile's abilities to respond rapidly to urgent and unanticipated military and essential civilian requirements during U.S. wartime and other national emergencies



Beryllium Metal Pebble Plant at Materion in Elmore, OH. Funded by Defense Production Act Title III Program.



Germanium Space Qualified Solar Cell Manufacturing Improvement Program at 5N Plus in St. George UT. Funded by Defense Production Act Title III Program.

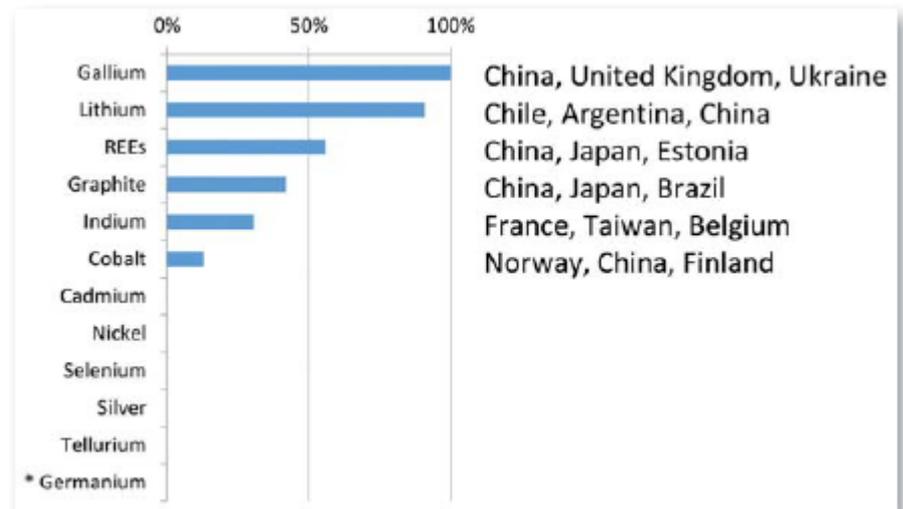
CTA3: Enhance International Trade and Cooperation Related to Critical Minerals

Goal I: Increase international exchanges of information with partner nations to share best practices for trade and collaboration

Summary of Recommendations

- Continue and expand cooperation with interested partners such as Canada, Mexico, Australia, the European Union, Japan, and South Korea
- Complete a best practice report by evaluating other countries' approaches to private industry critical mineral supply chain issues
- Establish accurate estimates of supply and demand of critical minerals through government to government cross-agency engagement

Combined net import reliance for North America by commodity.



North American net import reliance of mineral materials in 2014 for advanced technologies

Mining Engineering, 2018, Vol. 70, No. 7, pp. 107-112
Brainard, J.; Sinclair, R.G.; Stone, K.; Sangine, E.; Fortier, S.M.

DOI: <https://doi.org/10.19150/me.8365>

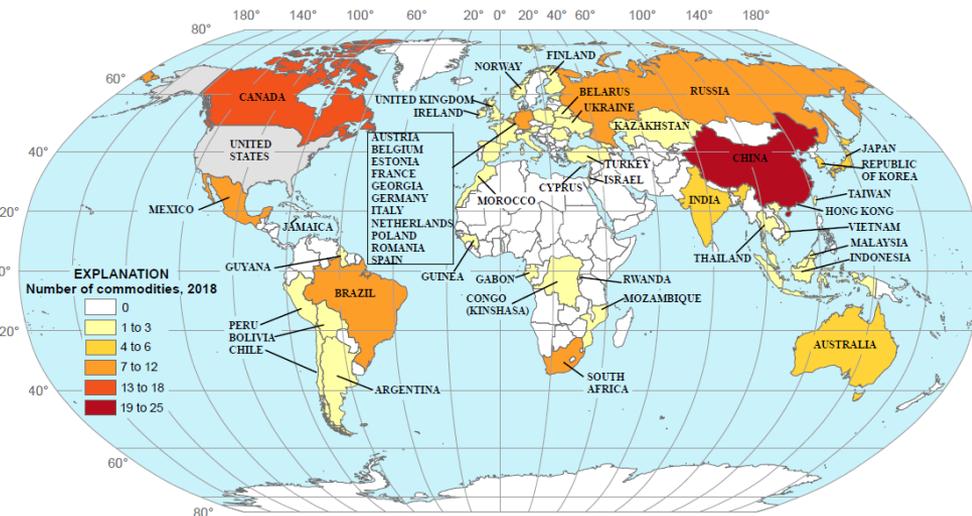
CTA3: Enhance International Trade and Cooperation Related to Critical Minerals

Goal II: Secure access to critical minerals through trade and investment with international partners, while ensuring that foreign trade practices do not harm U.S. industries

Summary of Recommendations

- Leverage existing and future acquisition and procurement agreements to reduce U.S. critical mineral supply chain vulnerabilities
- Monitor barriers to critical mineral trade and investment and seek to remove such barriers when they arise
- Use international trade agreements to challenge unlawful or otherwise unfair trading practices of foreign countries, where applicable

MAJOR IMPORT SOURCES OF NONFUEL MINERAL COMMODITIES FOR WHICH THE UNITED STATES WAS GREATER THAN 50% NET IMPORT RELIANT IN 2018

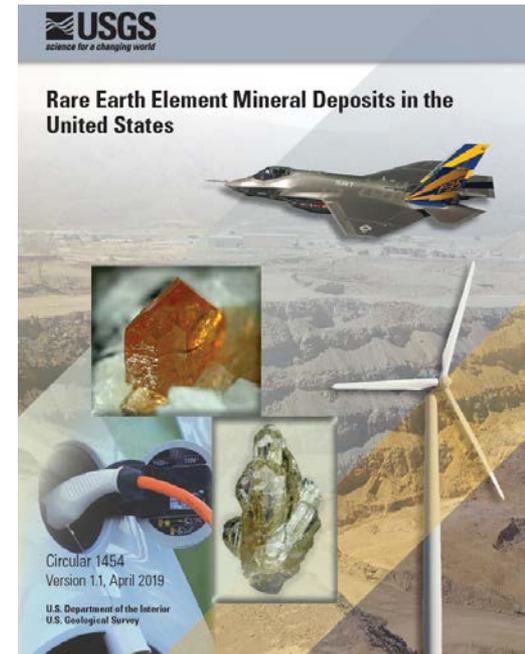
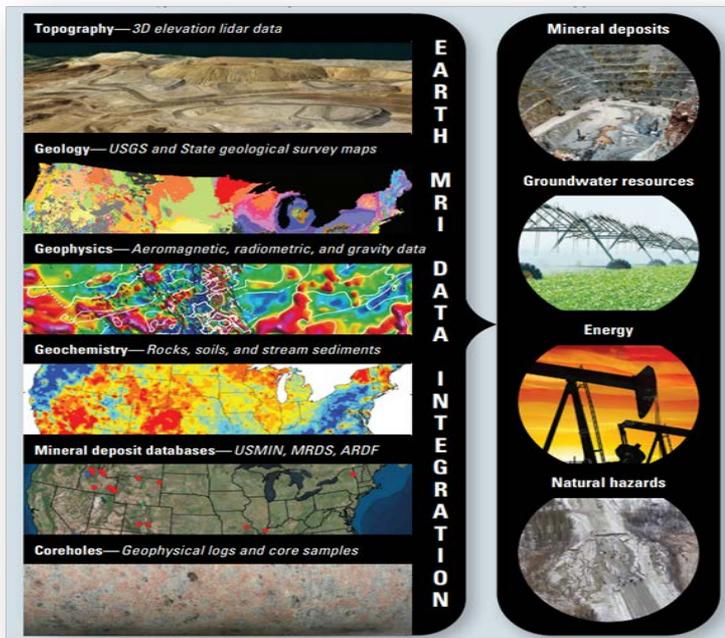


CTA4: Improve Understanding of Domestic Critical Mineral Resources

Goal I: Use critical mineral supply and demand data to develop metric to enable commodity specific mitigation strategies

Goal II: Conduct critical mineral resource assessments for byproducts, conventional, and unconventional sources

Goal III: Improve the geophysical, geological, topographic, and bathymetric mapping of the United States and associated coastal and ocean territory



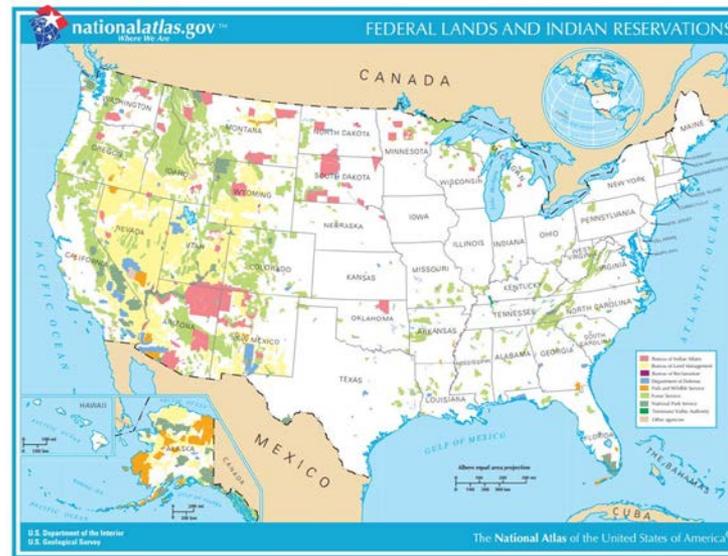
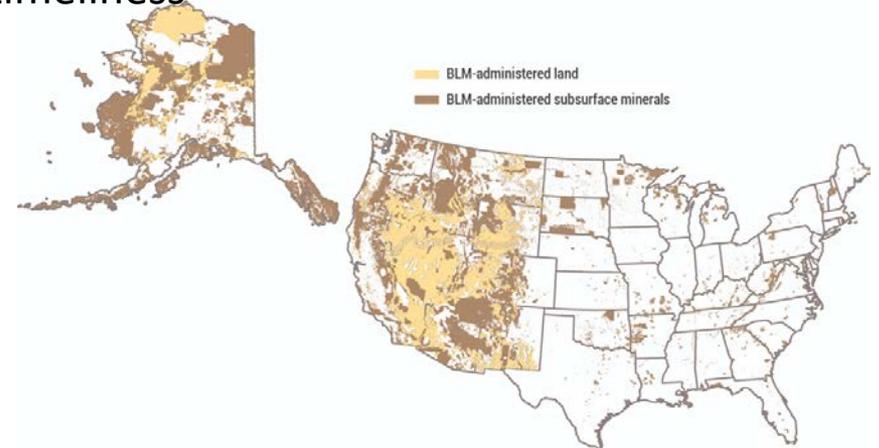
CTA5: Improve Access to Domestic Critical Mineral Resources on Federal Lands and Reduce Federal Permitting Timeframes

Goal: Revise land-use planning, review land withdrawals and travel management plans, evaluate NEPA and other regulations to improve timeliness

Federal Estate

Key Stats:

- BLM manages more than 700 million acres of onshore subsurface mineral estate and 245 million acres of surface estate
- USFS manages 190 million acres of surface estate.
- More than 50% of the federal mineral estate is closed to mining.
- Mining impacts approximately 0.10% of the surface.



CTA6: Grow the American Critical Minerals

What to Do

Goal I: Bolster education in mining engineering, geology, and other fields related to critical materials manufacturing

Goal II: Cross-fertilize material science, computer science, and related disciplines to modernize the minerals supply sector industry and make the field more attractive to new talent

Summary of Recommendations

- Develop partnerships with academia and private sector to support universities involved with mineral related education and research
- Develop opportunities to facilitate partnerships between industry and technical colleges to coordinate credentialing / skillset alignment
- Bolster the mineral supply chain sector workforce by leveraging provisions in the Strengthening Career and Technical Education for the 21st Century Act

Education Priorities

Comprehensive Local Needs Assessment:

Perkins V contains a new requirement within the local recipient application for funds, must be included in each local application and updated at least every two years. The law requires an analysis of how CTE programs are meeting workforce needs, and provides eligible recipients with multiple ways to demonstrate labor market demand.

Innovation & Modernization Grants:

Under this new discretionary grant program, the Department will award competitive grants to eligible entities, institutions, or recipients to identify, support and rigorously evaluate evidence-based and innovative strategies and activities to improve and modernize CTE and align workforce skills with labor market needs.

High School Pathways to STEM Apprenticeships:

This demonstration program is designed to support state efforts to expand and improve the transition of high school CTE Students to postsecondary education and employment through apprenticeships in science, technology, engineering, and mathematics (STEM) fields that begin during high school. \$3,000,000 in Perkins funds were awarded to six states for a three-year project period.



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U.S. Government Trade Data Resources

Identify New Markets with the Global Market Finder

<https://www.census.gov/library/visualizations/interactive/export-markets.html>

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<www.census.gov/scheduleb>



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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>



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