



## **INTERNATIONAL BUSINESS NEWS – JUNE 2008**

### **REACH: THE NEW EUROPEAN CHEMICALS REGULATION PRE-REGISTRATION STARTS JUNE 1, 2008**

REACH is a major reform of EU chemicals policy, affecting all global supply chains that produce and use chemicals. The first business relevant deadline is on June 1, 2008 when pre-registration starts. REACH requires that chemical substances on their own, in preparations and those which are intentionally released from articles have to be registered to the European Chemicals Agency (ECHA). The regulation applies to substances manufactured in, or imported to the EU in annual quantities of 1 ton or more per company, unless the regulation indicates otherwise. The chemicals currently on the EU market which meet the definition of phase-in substances should be pre-registered between June 1, 2008 and December 1, 2008. For more on REACH resources, including a Webinar on June 24, and link to a brochure on REACH information for exporters to the European Union, go to <http://www.buyusa.gov/europeanunion/reach.html>

### **EUROPEAN UNION: THE MAKE-OVER OF THE SINGLE MARKET: WHAT IS IN THE NEW PACKAGE**

The free movement of goods in the European Union is still hindered by local requirements despite harmonization of EU regulation throughout the single market of 27 member states. In an effort to remove these obstacles and to improve the functioning of the single market, the Commission prepared a package of measures in 2007, which was adopted in first reading by the European Parliament in February 2008. The package of measures, which consists of well-known existing instruments, such as market surveillance and new approach legislation (CE marking), is now awaiting a vote in the Council of Ministers of the European Union. By fine-tuning the tools, the Commission hopes to create better regulatory instruments leading ultimately to streamlining and simplification of the regulatory environment. As it is meant to improve free flow of goods in the single market, it will benefit exporters. To read the complete report, go to <http://www.buyusa.gov/arkansas/eumakeover.pdf>

### **EUROPEAN UNION: REPEAL OF CERTAIN CUSTOMS DUTIES**

As of May 1, 2005, the European Union has applied a 15% ad valorem additional customs duty on certain American imports as a response to the US's Byrd Amendment legislation. In Fiscal Year 2006, the European Commission estimated the impact of the Byrd Amendment to be more than \$81 million. To compensate for this impact, the Commission added goods to the list of affected items subject to the 15% added customs duty. However, in FY2007, the estimated impact decreased to \$33.4 million and, as a result, items have been removed from the affected product list. Between the original legislation and its amendments, a total of 58 products were subjected to the additional 15% duty including clothing and footwear, paper goods, corn, eyeglass frames, lorry truck-type vehicles, pneumatic hand tools, plastic furniture, pens/markers, printers and prefabricated buildings. For more information go to <http://www.buyusa.gov/arkansas/eu08customs.pdf>

### **MANDATORY ELECTRONIC FILING FOR ALL SHIPMENTS REQUIRING SED EFFECTIVE JULY 2, 2008**

The U.S. Census Bureau has issued the final rule, which is requiring mandatory filing of export information through the Automated Export System (AES) or through the AESDirect for all shipments where a Shipper's Export Declaration (SED) is required, effective July 2, 2008. There will be a 90-day implementation period, which ends September 30, 2008. After that, you must file your export information electronically through the AES or AESDirect. These new regulations, published in the Federal Register on June 2, 2008, have tougher penalty provisions that affect everyone in the export process. Penalties may be imposed per violation of the Foreign Trade Regulations (FTR) from \$1,100 to \$10,000 both civil and criminal. Anyone submitting paper SEDs after September 30, 2008, will be in violation and subject to penalties. For more information on this important rule, please visit: <http://www.census.gov/foreign-trade/aes/mandatory/index.html>

## MEXICO: TEMPORARY IMPORTS FOR TRADE SHOWS

Mexico is an important and a strategic market for American exporters. The increasing importance of Mexico can be seen in the growing calendar of trade events, trade fairs and major trade shows. Trade Fairs and trade shows offer some of the best opportunities to understand the Mexican market and to find potential trade partners. A trade show offers the opportunity to see potential new costumers and the real possibility to sell equipment and machinery during the days of the trade shows. To learn the basic procedures of how U.S. companies should ship products and equipment to a Mexican trade show, as well as some Customs topics, read "Mexico: Temporary Imports for Trade Shows." Address will be: <http://www.buyusa.gov/arkansas/mexmay08temp.pdf>

## DHS ANNOUNCES CUSTOMER SERVICE IMPROVEMENTS TO ENTRY PROCESS FOR INTERNATIONAL TRAVELERS

On June 6, 2008 the U.S. Department of Homeland Security announced the launch of "The Global Entry Pilot Program," "The Passenger Service Program, and "The Expanded Model Ports Initiative" to strengthen customer service at U.S. ports of entry. For more information, [click here](#).

## FIVE BEST PRACTICES TO ENSURE YOU GET PAID FOR YOUR EXPORTS

As U.S. exports continue to show healthy growth, powered by an ever-weaker U.S. dollar, continued strength in emerging markets, and the lash of slowing domestic sales, the importance of implementing the best possible practices to ensure payment for global receivables has grown. Export professionals may be feeling the heat from worried CEOs who look to global markets to offset the company's slumping domestic sales. In the face of such very real pressures, it has never been more critical not to cut corners on global due diligence for the sake of a sale you might not get paid for. Learn the five key best practices to put your export operation in the strongest position to both take aggressive advantage of the strong global market for U.S. exports and ensure you get paid by your overseas customers. For the complete article, [click here](#).

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## THE AMERICAS COMPETITIVENESS FORUM AUGUST 17-19, 2008

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