How USMCA Advance Rulings Can Help Small Businesses

U.S., Mexico and Canada



UNITED STATES-MEXICO-CANADA AGREEMENT



Loretta Greene

Associate Administrator
Office of International Trade
U.S. Small Business Administration



U.S. Small Business Administration



Gerardo Lameda

Minister
Head of Trade Office
Mexican Embassy to the U.S.



For more detailed information please visit

T-MEC SITE |SE|

https://www.gob.mx/t-mec



MIPYMES MX

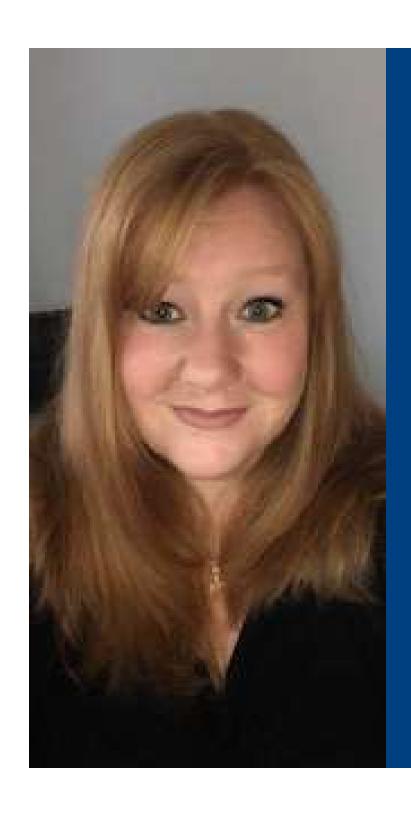
https://mipymes.economia.gob.mx/



T-MEC SITE |SAT|

http://omawww.sat.gob.mx/tmec/Paginas/index.html





Edith Laflamme

Director of the Trade Policy Division Canada Border Services Agency





Claudia Garver

Attorney-Advisor

Chemicals, Petroleum, Metals and Miscellaneous Classification Branch Regulations and Rulings

Office of Trade

U.S. Customs and Border Protection



The Rulings Process Reviewed

Claudia Garver
Attorney-Advisor
US Customs and Border Protection
Office of Trade
Regulations and Rulings



Ruling Basics

- What is a Ruling?
- Why Does U.S. Customs and Border Protection ("CBP") Issue Rulings?
- Who Issues CBP rulings?
- What is the difference between a ruling, an internal advice decision and a protest review decision?
- What is the effect of CBP Rulings?
- What is the Process for Modifying or Revoking a Ruling?

What is a Ruling?

- Written decision
- Issued by CBP's Regulations and Rulings
- Tells the requester how CBP will treat a good when it is imported into or arrives in the United States.
 - Topics: tariff classification, country of origin, marking, valuation, compliance with entry procedures, intellectual property rights infringements....
- Binding on the specific importer and good

Who Can Request a Ruling?

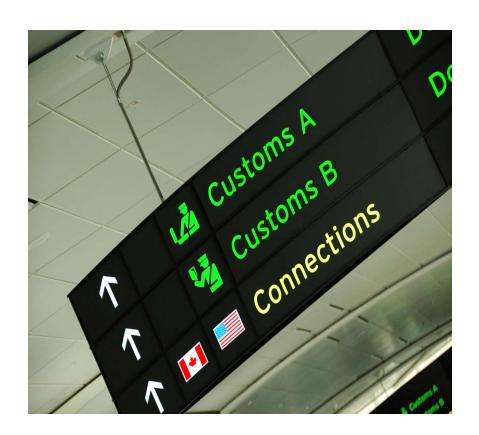
- The importer, exporter, producer, or anyone who is related to the trade transaction can request an advance ruling
 - Distinct from NAFTA
- There is <u>no fee</u> for requesting a ruling

Who Issues Rulings?

- CBP's Office of Trade, Regulations and Rulings (RR)
- RR has three divisions that issue rulings:
 - The National Commodity Specialist Division (NCSD) in New York
 - Commercial and Trade Facilitation Division at CBP HQ in DC
 - 3 Classification Branches
 - Entry Process and Duty Refund Branch
 - Valuation and Special Programs Branch
 - Border Security and Trade Compliance Division
 - Intellectual Property Rights, Cargo Security & Carriers, and Penalties Branch

Types of Rulings

- Prospective (Advance) Rulings
 - Prospective transactions only
- Internal Advice
 - Good has arrived at the port but has not been liquidated
- Further Review of Protests
 - The port has taken final action on the transaction at issue
- Ruling Reconsiderations
 - Revoking or modifying an existing ruling



Advance Ruling Benefits

- Predictability
- Business planning
- Facilitation of entry
- Transparency and Guidance to others (CROSS)
- Guarantee product qualifies under USMCA

USMCA Advance Rulings

- Topics:
 - Tariff classification Customs valuation Origin of goods •
 Quota
- Advance rulings are binding in the territory of the issuing government.
 - i.e., U.S. Advance Rulings do not apply to Mexico or Canada.
 - For sales of goods to Mexico and Canada, U.S. exporters need to apply directly with the destination country.
- To be issued within 120 days per USMCA
- Effective on the issuance date or a specific later date written in the ruling
- NAFTA Advance Rulings are no longer in effect.

How to Request an Advance Ruling

- National Commodity Specialist Division (NCSD) and E-rulings
 - E-rulings are submitted to CBP's National Commodity Specialist Division in New York
 - Only issues rulings on Classification, Marking, Country of Origin, and FTAs
 - https://erulings.cbp.gov/s/
 - NY rulings usually issued in 30 days
- Headquarters Ruling Letters
 - HQ can issue rulings on Classification, Marking, Country of Origin, FTAs, Valuation, Entry Collection and Procedures, Vessels and Carriers, Intellectual Property, Restricted Merchandise, Duty Drawback, Foreign Trade Zones, and Merchandise Processing Fees.
 - US Customs and Border Protection Office of Trade Regulations and Rulings 90 K St NE, 10th Floor Washington, DC 20229-1177

Information Required for Advance Ruling Requests

- The name, address, email address and phone number of the requesting party
- The name(s) of the port(s) in which the merchandise will be entered (if known).
- A description of the transaction
 - I.e., the specific merchandise to be imported and from which country
- A statement that there are, to the importer's knowledge, no issues on the commodity pending before CBP or any court.
- A statement as to whether advice has been sought from a CBP office; and if so, from whom, and what advice was rendered, if any.

Information Required for Advance Ruling Requests (Cont.)

Classification:

 A full and complete description of the article, principal use, commercial or technical designation, relative quantity by weight of each component, illustrative literature, photographs...

Country of Origin:

- Countries where each of the source materials were made or harvested;
- Countries where each of the various production steps took place.

Trade Program or Agreement:

- · Countries where each of the source materials were made or harvested;
- Countries where each of the various production steps took place.
- Costs incurred in each of the production countries.

Marking:

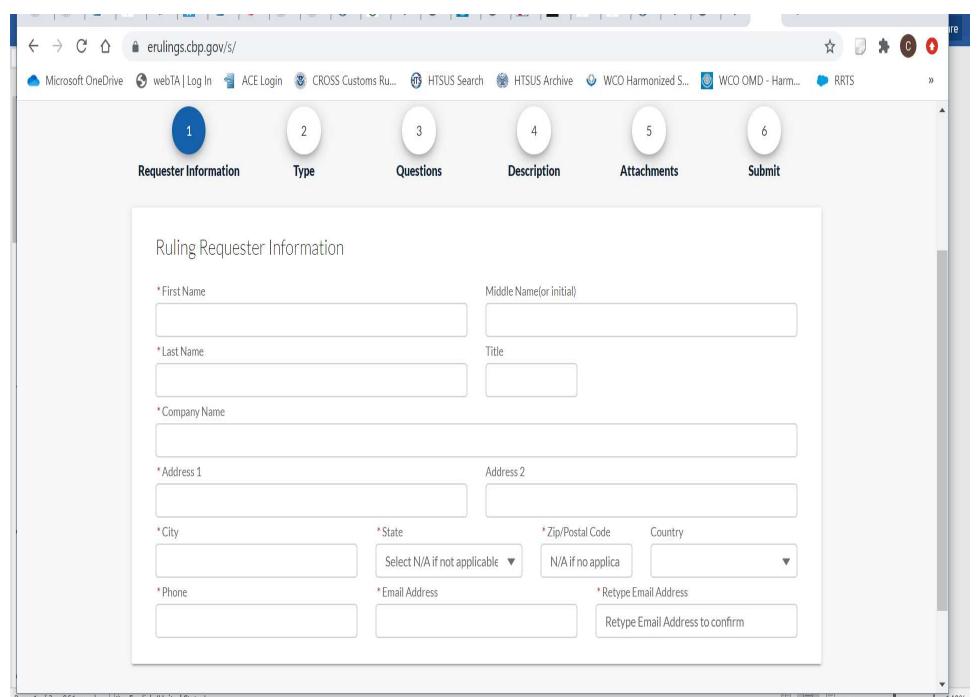
- How the article and its container will be marked.
- Illustrations that show clearly how the goods are labeled and packaged.
 - Illustrations should show all other labeling and packaging details, besides the actual country of origin marking.
- Detailed description of how the goods will be used or sold upon importation.

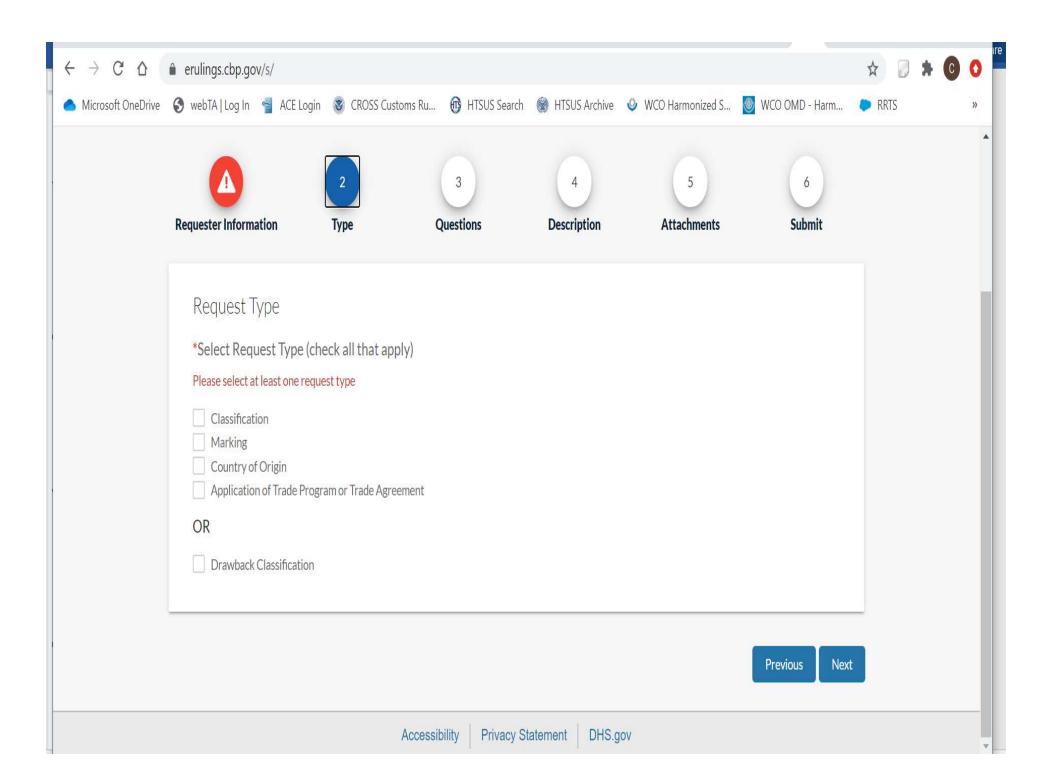
Confidential Information

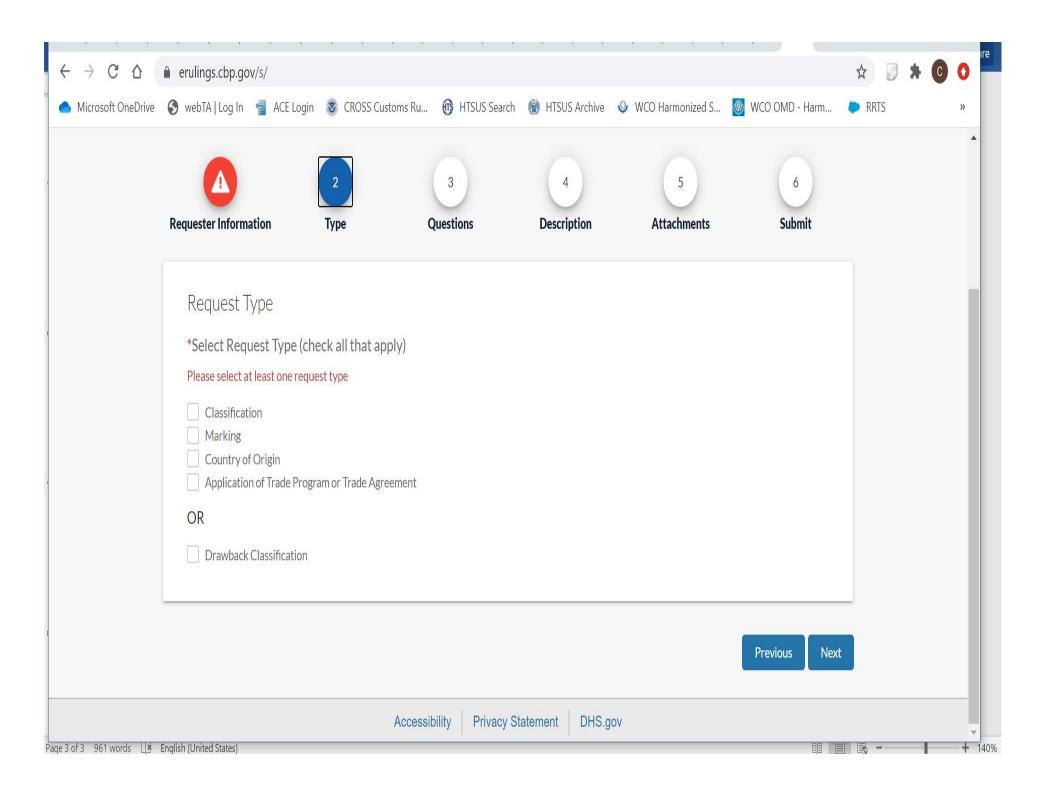
- Trade secrets and other privileged commercial information will be protected from disclosure by CBP if identified by the requestor
 - The standard for determining whether information will be granted confidential treatment:
 - If disclosed, such information would cause substantial harm to the competitive position of the person making the request

E-Rulings

- Online filing of a binding ruling request directly to the National Commodity Specialist Division (NCSD) of Regulations and Rulings.
- Only for Classification, Marking, Country of Origin, and FTAs
 - Questions on regional value content requirements the appropriate basis or method for reasonably allocating costs for calculating the net cost of the good or the value of an intermediate material must be requested from the HQ office
- Prospective Shipments only
 - If the merchandise has already been entered and liquidated, you can either protest the liquidation or seek internal advice
- https://erulings.cbp.gov/s/







N314233

September 4, 2020

MAR-2-85:OT:RR:NC:N2:209

CATEGORY: Marking, Country of Origin

Aria Wu Etherwan Systems, Inc. 33F, No. 93, Sec. 1, Xintai 5th Rd., Xizhi Dist., New Taipei City, 221 Taiwan

RE: The country of origin and marking of an Ethernet extender

Dear Ms. Wu:

In your letter dated August 27, 2020, you requested a country of origin ruling.

The item concerned is referred to as an Ethernet extender (model # ED3575-622). It is a hardened managed Ethernet switch and extender combo. This device is equipped with Ethernet, SFP, copper extender ports, and it is used to bridge the gap between modern and legacy infrastructure networks.

The Ethernet extender is designed and assembled in Taiwan. It consists of a Main printed circuit board assembly (PCBA), a CPU PCBA, a Relay/Power PCBA and

various housing/mounting/electrical components. A bill of materials listing all sub-assemblies and components with their countries of origin has been submitted.

The manufacturing process that takes place within Taiwan involves the manufacturing of the printed circuit board assemblies (PCBA) using surface mount technology (SMT) and dual in-line processing (DIP). During this process electrical elements (i.e. diodes, transistors, capacitors, etc.) are placed on a printed circuit board and soldered into the circuitry. When complete each PCBA is tested. A manufacturing narrative and various flow charts depicting the manufacturing process have been submitted.

Next, the competed PCBAs and other housing/support/electrical components from various countries of origin, are assembled into the finished device. Finally, firmware is installed into the device, and the finished products are inspected.

The marking statute, Section 304, Tariff Act of 1930, as amended (19 U.S.C. 1304) provides that, unless excepted, every article of foreign origin (or its container) imported into the U.S. shall be marked in a conspicuous place as legibly, indelibly and permanently as the nature of the article (or its container) will permit, in such a manner as to indicate to the ultimate purchaser in the U.S. the English name of the country of origin of the article.

The "country of origin" is defined in 19 CFR 134.1(b) as "the country of manufacture, production, or growth of any article of foreign origin entering the United States. Further work or material added to an article in another country must effect a substantial transformation in order to render such other country the 'country of origin' within the meaning of this part; however, for a good of a NAFTA country, the NAFTA Marking Rules will determine the country of origin."



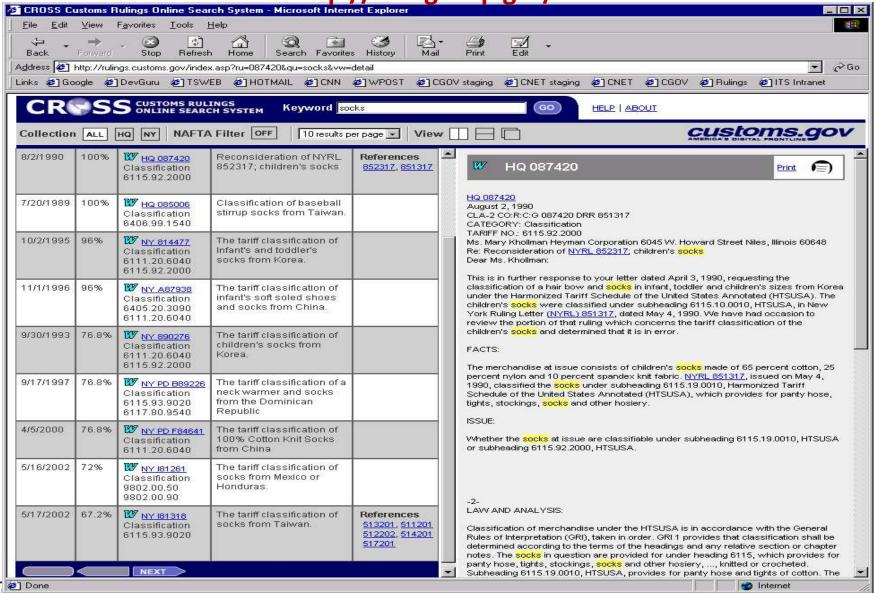


Revoking or Modifying a Ruling

- 1. A person who has received a ruling and disagrees with it has the right to appeal that ruling
- 2. Write to CBP HQ and explain the reason you believe the ruling is incorrect
- 3. If CBP agrees that the previously issued ruling is incorrect, it will publish a proposed ruling revoking or modifying the earlier ruling
 - The noticed of proposed revocation is published in the Customs Bulletin (https://www.cbp.gov/trade/rulings/bulletin-decisions)
- 4. The public has 30 days to comment on the proposed action
- 5. The final revocation or modification will be effective 60 days after publication in the Customs Bulletin
 - This will not affect duties already paid; the effect will be prospective only for the same or substantially similar merchandise

Customs Rulings Online Search System

http://rulings.cbp.gov/home



Other Resources

USMCA-SPECIFIC:

- USMCA@CBP.DHS.gov.
- https://www.cbp.gov/trade/priority-issues/trade-agreements/free-trade-agreements/USMCA
 - Contact info for specific inquiries, USMCA text, implementation instructions

INFORMED COMPLIANCE PUBLICATIONS:

- Guides to broader Customs topics—classification, Valuation, Origin, Entry...
- https://www.cbp.gov/trade/rulings/informed-compliance-publications

DIRECTIVES AND HANDBOOKS:

- More specific guidance on questions such as NAFTA procedures, section
 232 steel and aluminum tariffs, textile quotas...
- https://www.cbp.gov/trade/rulings/directives-handbooks

Summary

- CBP has the a very open and transparent ruling system
- An advance ruling is the best vehicle for predictability: it is quick and inexpensive and will not be changed without notice to the importer
- Most rulings are never modified or revoked
- If the good has already been imported, the internal advice procedure and perhaps the protest review procedure are available.

US Customs and Border Protection Office of Trade Regulations and Rulings 90 K St. NE Washington, D.C. 20229- 1177 (202) 325-0100 https://www.cbp.gov/trade





Stephen Desroches

Manager of the Tariff Policy Unit Canada Border Services Agency







ADVANCE RULINGS

FOR THE IMPORTATION OF GOODS INTO CANADA

OCTOBER 20, 2020 PRESENTATION BY STEPHEN DESROCHES TRADE POLICY DIVISION

PROTECTION • SERVICE • INTEGRITY



ABOUT THE CANADA BORDER SERVICES AGENCY (CBSA)

- CBSA ensures Canada's security and prosperity by facilitating and overseeing international travel and trade across Canada's borders
- The CBSA carries out its responsibilities with a workforce of approximately 14,000 employees, including over 6,500 uniformed CBSA officers who provide services at approximately 1,200 points across Canada and at 39 international locations
- The Agency is a federal institution that is part of the <u>Public Safety</u> portfolio



ADVANCE RULINGS PROVIDED BY CBSA

- To help importers and foreign exporters or producers of goods determine the proper tariff classification, or the origin of goods under Free Trade Agreements, CBSA publishes advance rulings
- The CBSA will issue an advance ruling that will include the following:
 - the tariff classification number and the reasons why it was selected
 - whether the goods qualify as originating goods and are entitled to the benefit of preferential tariff treatment under a free trade agreement
 - an advance ruling number
- These rulings, issued under paragraph 43.1(1) of the <u>Customs Act</u>, provide information on the importation of particular goods, including their 10-digit tariff classification number under the Canadian Customs Tariff



TYPES OF ADVANCE RULINGS PROVIDED BY CBSA

- Advance Rulings for Origin Under Free Trade Agreements
 - D11-4-16 Advance Rulings for Origin Under Free Trade Agreements
- Advance Rulings for Tariff Classification
 - D11-11-3 Advance Rulings for Tariff Classification



WHY GET AN ADVANCE RULING?

- The advance ruling ensures that the tariff classification number and/or the origin used on Customs declarations is deemed correct by the CBSA. The ruling is binding until it is revoked or modified
- Provides certainty to the importer, foreign exporter or producer, as to how goods are to be classified and/or if the goods are entitled to be claimed under a free trade agreement
- Reduces the risk of an importer receiving Administrative Monetary Penalties (AMP), for non-compliance
- There is no service fee for an advance ruling



WHO CAN REQUEST AN ADVANCE RULING?

- Importers of goods in Canada
- Persons who are authorized to account for goods under paragraph 32(6)(a) or subsection 32(7) of the Act
- Exporters or producers of those goods outside of Canada
- Any person who is authorized to do so may transact business under the Act as the agent of another person, upon a written authority, in a form approved by the Minister, from the person on whose behalf he is acting



HOW TO REQUEST AN ADVANCE RULING

Request can be sent by mail or email, in English or French, and must include the following information:

- name, address, and business number of the applicant (if applicable)
- a statement indicating if the request is made by the importer, foreign exporter or producer, or authorized agent
- the principal ports of entry which the goods will be imported
- a statement that there are no issues on the goods pending before CBSA or a judicial or quasi-judicial review
- whether the goods have previously been imported into Canada
- a complete description, including composition and anticipated use of the goods

A **full list** of requirements is provided in Memorandum D11-11-3, Advance Rulings for Tariff Classification and Memorandum D11-4-16, Advance Rulings for Origin Under Free Trade Agreements

SUBMITTING THE REQUEST

Once the request has been drafted, it must meets these requirements:

- signed by the applicant or an authorized agent
- marked "Attention: Tariff Classification Advance Ruling Request and/or for Origin Under Free Trade Agreements"
- sent by mail or by email to the appropriate regional CBSA <u>Trade</u>
 <u>Operations Divisions Mail and Email Addresses</u>
- limited to a single product; however, more than one request may be sent to the CBSA at a time

See <u>D11-11-3</u>, for more information on the exchange of information by email with the CBSA



CBSA SERVICE STANDARD

- Once the CBSA has received the request and all the required information, the standard processing time is within 120 calendar days. The CBSA aims to issue rulings within a shorter period
- If supplementary information is required, the CBSA will notify the applicant in writing, and will be given a period of 30 calendar days to provide the required information
 - If the request is not accepted, the CBSA will give its reasons in writing. For example, the request is hypothetical or an advance ruling had been previously issued for the same good and importer.



CONFIDENTIALITY

- Any confidential business information contained in a request for an advance ruling will remain confidential pursuant <u>Section 107 of the</u> <u>Act</u>
- The only information with respect to an advance ruling that will be released, is if an advance ruling number remains in effect or has been revoked or modified
- If consent has been given to the CBSA to publish the advance ruling in its entirety, such information would be included



MODIFICATION OR REVOCATION OF AN ADVANCE RULING

The CBSA may review an advance ruling at any time to confirm its continued validity. As a result of the review, an officer may modify or revoke an advance ruling for the following reasons:

- if the advance ruling is based on an error of fact or in the tariff classification/origin of the goods
- to conform with a decision of a Canadian court or tribunal or a change in the laws of Canada
- if there is a change in the material facts or material circumstances on which the advance ruling is based
- if the President revises an advance ruling



REQUEST FOR A REVIEW

- If the recipient of the advance ruling disagrees with the classification number or the origin of the goods, a request for a review can be made
- A request for review of the advance ruling must be filed within 90 days of the date of issuance of the ruling letter



ADVANCE RULINGS SEARCH

- Information on Advance Rulings and Published Rulings* can be found on CBSA website:
 - https://www.cbsa-asfc.gc.ca/import/ar-da/ar-da-eng.html
- Non-published rulings cannot be viewed by the public

^{*}Decisions rendered in published rulings can help guide for the accounting of goods on classification/origin. However, the classification/origin decision is only legally binding to the specific goods and the recipient to which the ruling was issued.





Questions?



For more information, call the Border Information Service (BIS) at 1-800-461-9999 (accessible within Canada and the United States). If calling outside Canada and the United States, call 204-983-3500 or 506-636-5064. Long distance charges will apply. Live agents are also available to assist you from 6 am to 10 pm (eastern daylight time), 7 days a week. Alternatively, you may send your enquiries to the following address: contact@cbsa.gc.ca.

Visit our Website:

www.cbsa-asfc.gc.ca



Victor Almiray
Customs Expert
Mexico City

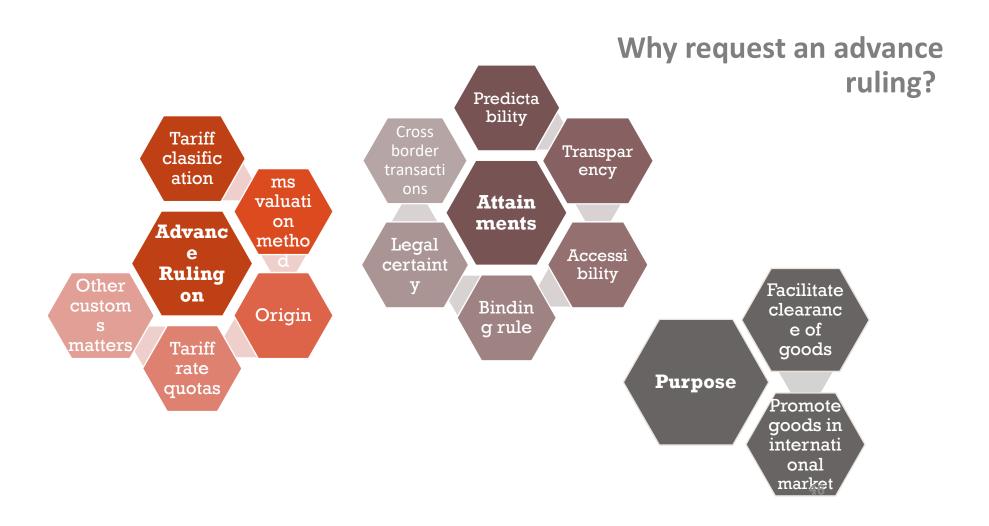


Zaknikte Carbajal
Coordinator, Certificates of Origin
Ministry of Economy

Webinar: Small Businesses Under USMCA/T-MEC/CUSMA

ADVANCE RULINGS AS A TRADE-TOOL FOR SME'S

October 20, 2020



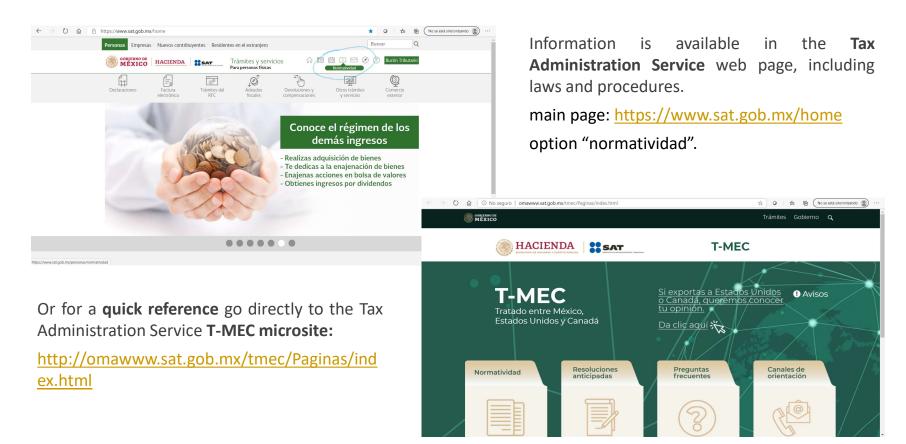
13 FTA's signed by Mexico, and each one has its own advance ruling procedure.



Requester: an importer in its territory, an exporter, producer (including the producer of materials) or any other person with a justifiable cause, or a representative thereof.



How to apply



Advance Ruling Format E/13. Available in Spanish but designed in a very

easy way to fill out.

- ✓ General information to identified the requester.
- ✓ Questionnaire (Yes/Not) to confirm eligibility.
- ✓ Brief explanation by the requester.
- ✓ Supporting documents.

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Redacted versions available to the public.

Advance Rulings are published in the Tax Administration Service web page: https://www.sat.gob.mx/home option "otros trámites y servicios" or directly in the next link:

http://www2.sat.gob.mx/sitio internet/sitio aplicaciones/Resoluciones Favorables/



Win / Win relation between traders and authorities. Advance Rulings

Authorities:

- ✓ Increase cooperation between importers, exporters, and customs agency.
- ✓ **Simplification of procedures** in advance rulings requests.
- ✓ Reduction in complains and avoidance of appeals.
- ✓ Uniformity in application of law and procedures.
- ✓ Assertiveness in customs verifications and feed back in risk management.

Traders:

- √ Predictability prior imports.
- √ Transparency on the application of procedures.
- ✓ **Facilitate** clearance of goods.
- ✓ Promote goods in international market.
- ✓ **Inclusive** commerce for SME's.

51

For any inquiry about this mechanism, the Tax Administration Service also provides an inquiry point for customs matters at facilitacion@sat.gob.mx

Thank You!

Linked in Victor Almiray

Trade Facilitation Tools

Ministry of Economy



4 out of 100

SMEs participate in global value chains

87%

Of the SMEs that do not participate in GVCs, is due to lack of information.

Current situation Low participation of Mexican SMEs

30%

Small and medium-sized enterprises do not grow due to excessive paperwork and high taxes.

92%

SMEs do not have access to financing programs.

Source: National Survey on Productivity and Competitiveness of SMEs 2018 (ENAPROCE), INEGI, SE, AMSDE.

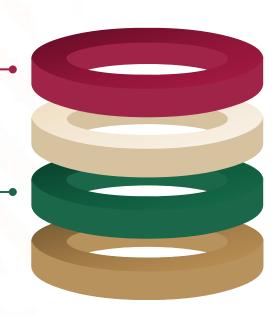
ONEROUS REGULATION

+12 regulatory and operational agencies

SHCP, SAT, SE, SSA, SEMARNAT, SADER, SEDENA, SEGOB, SRE, SCT, PGR, PF

Scattered and outdated information

Numerous portals with information: duplicated, outdated, incomplete, erroneous and difficult for users to understand.



Complex tariff:

- 12,500 classifications:
- 40% with low trade
- 70% with 'Ex' duty

40% of the tariff codes register low trade (below one million dollars per year).

Lack of methodology

Each agency acts according to its understanding, disjointed, duplicating, refusing to make improvements. No instance of supervision and monitoring.

No dialogue with individuals.

SNICE: National Service of Foreign Trade Information



Compliance Trade Facilitation Agreement / USMCA

Our first microsite completely in English

Acerca de Facilitacion del Comercio Mapa de sitio Contacto SNICE

SNICE

Español

MEXICAN IMPORT LABELING REGULATION

If you are importing to Mexico, you should be aware of the following information as of October 1st, 2020:

1. Food and non alcoholic beverages will have to display the new frontal labeling:













Everything will have to be in Spanish!

2. Other goods subject to commercial and sanitary information standards.

Goods which are subject to complying with labeling standards contained in the following list, will no longer be able to use these exemptions to enter the country:

With the purpose of making easier the entrance of SMEs, to foreign trade, we have developed:



Calculator of Origin



My Tariff Code

Calculator of Origin

Free tool

Determine whether or not the goods qualify as **originating**



Answer a **short questionnaire**

Avoids technical language

All the information you need can be found on the microsite

CALCULADORA DE ORIGEN

¡Te presentamos la Calculadora de Origen!

Consulta de forma sencilla y gratuita si tu mercancía cumple con las **Reglas de origen** del T-MEC y si está o no sujeta al pago de aranceles al importarse a los EE.UU o Canadá.



Calculadora de Origen



Mi Fracción Arancelaria



Archivo para carga de Insumos



Manual de Usuario



Glosario y FAQs



My Tariff Code

Approach to the tariff code

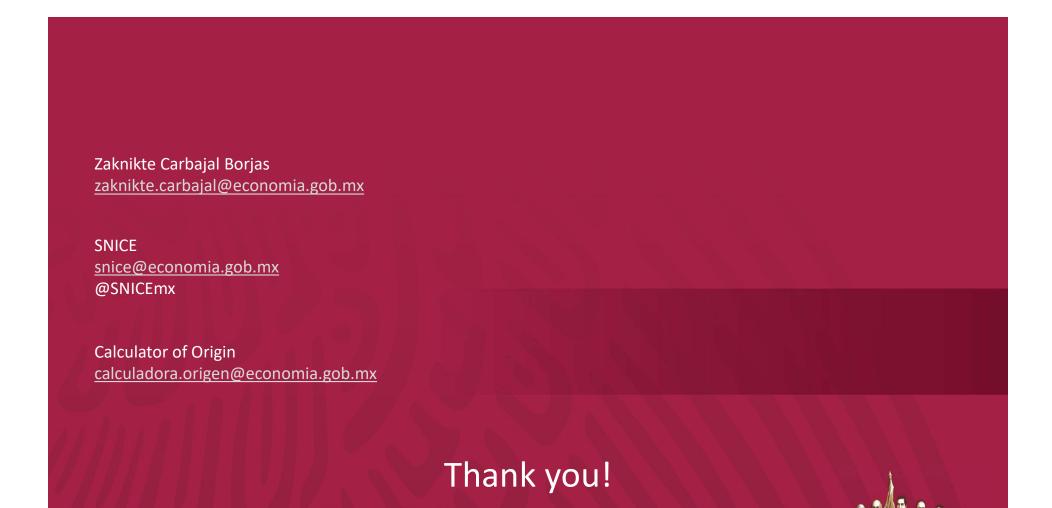


Search by name or common word

Additional information about regulations, restrictions and duties

Historical and current information

Video







Resources & Contact



Canada:

- CBSA: contact@cbsa.gc.ca; www.cbsa-asfc.gc.ca; or 1-800-461-9999 (accessible within Canada and the United States) or 204-983-3500 or 506-636-5064;
- USMCA Informational Sharing: https://www.international.gc.ca/trade-commerciaux/agr-acc/cusma-aceum/index.aspx?lang=eng

Mexico:

- Contacts: Customs matters at <u>facilitacion@sat.gob.mx</u> and Calculator of Origin: <u>calculadora.origen@economia.gob.mx</u>
- SNICE: https://www.snice.gob.mx/
- USMCA Information Sharing: https://www.gob.mx/t-mec

U.S.:

- U.S. SBA: SBA Office of International Trade Hotline available at (855) 722-4877 or international@sba.gov or visit: www.sba.gov/tradetools
- CBP: https://www.cbp.gov/trade/rulings
- USMCA Information Sharing: www.trade.gov/usmca