



## HTS/Schedule B Classification Seminar

Thursday, March 6<sup>th</sup>, 2014

8:00 am - 4:30 pm

Eden Resort

222 Eden Road, Lancaster, PA 17601

Product classification is one of the hardest parts of importing/exporting. How do you know the classifications used by your customs broker or freight forwarder are up-to-date? Do you have a current list of each of your classifications and descriptions and is it reviewed by your staff and/or an expert regularly to ensure its accuracy? Relying on a customs broker or freight forwarder without input from the importer/exporter is not using due diligence or reasonable care. How can you prove to Customs that you used due diligence and reasonable care when determining your classifications?

Many companies are exposing themselves unnecessarily by not regularly reviewing or understanding their own product classifications. Importers and exporters are required to use reasonable care and due diligence in determining accurate classifications. This program will help you understand the Harmonized Tariff System for imports and the Schedule B listing for exports. We will learn and review the 6 General Rules of Interpretation (GRI) used to classify every product. We will go through instructor and Customs & Border Protection (CPB) based sample classifications using each of the General Rules. By using the CROSS system we will show how CBP reviews binding ruling requests and what that means for your products.

### Topics Include:

- Understanding the HTS/Schedule B classification system
- Review of Chapter 98 for proper U.S. Goods returned/repairs/warranty classifications
- The abbreviations for commodity classification and units of quantity/measure
- Determining the difference between duty, user fees, and antidumping/countervailing duties

### Meet our Presenter:

Mike Allocca is President of Allocca Enterprises, a consulting and training company that specializes in import and export procedures, regulations, documentation, classification and compliance audits. After spending over ten years as a freight forwarder, Mike now conducts on-site and public training seminars domestically and internationally and works on a daily basis with importers and exporters.

### HTS/Schedule B Full Day Seminar

Visa/MasterCard #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Additional Participants: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

**Seminar Cost:** \$195 WTC Members  
\$245 Non-Members

*Cost includes seminar handouts, breakfast, lunch, and refreshments.*

### Register By:

- Phone: (717) 843-1090
- Fax: (717) 854-0087
- Online: [www.wtccentralpa.org](http://www.wtccentralpa.org)
- Mail: 600 N. Hartley St., Ste 110  
York, PA 17404

Checks payable to: *World Trade Center Harrisburg*

Note that cancellations must be received by March 4, 2014