AES Newsletter

In This Issue

New Features Available on USA Trade Online

by Terri Long and Kevin Rhodes, Data Dissemination Branch
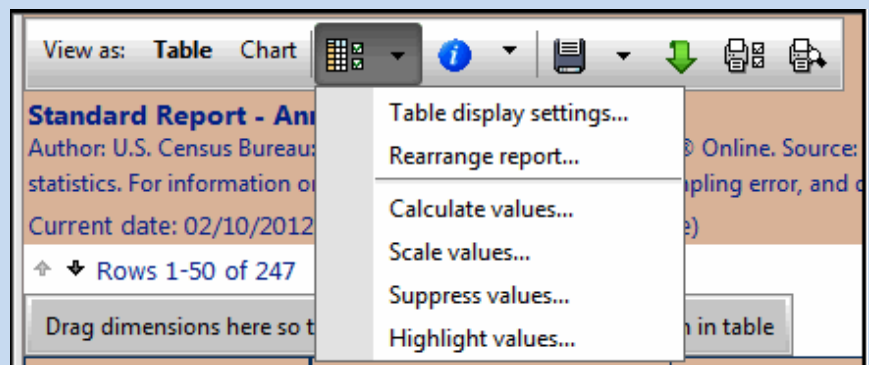
USA Trade Online (www.usatradeonline.gov) is one of the best sources for U.S. merchandise trade data, and with a recent upgrade, it is now even more powerful and easy to use.

USA Trade Online is the fastest and most economical way to access the current and historical monthly merchandise trade numbers. Using the Harmonized System (HS) and the North American Industry Classification System (NAICS) codes, users are able to create customized reports featuring statistics, as broad as live animals and as specific as pork bacon. Users are also able to build detailed import and export reports that include value, quantity, and country detail at the district-, port-, and state-level.

With these data at their fingertips, USA Trade Online users can improve their businesses through market share research, foreign competition analysis, and trend forecasting.

Here are just a few of the newest features:

- **Improved performance:** Users will experience faster loading times.
- **Streamlined navigation:** In response to customer feedback, many of the icons have been replaced with text links.
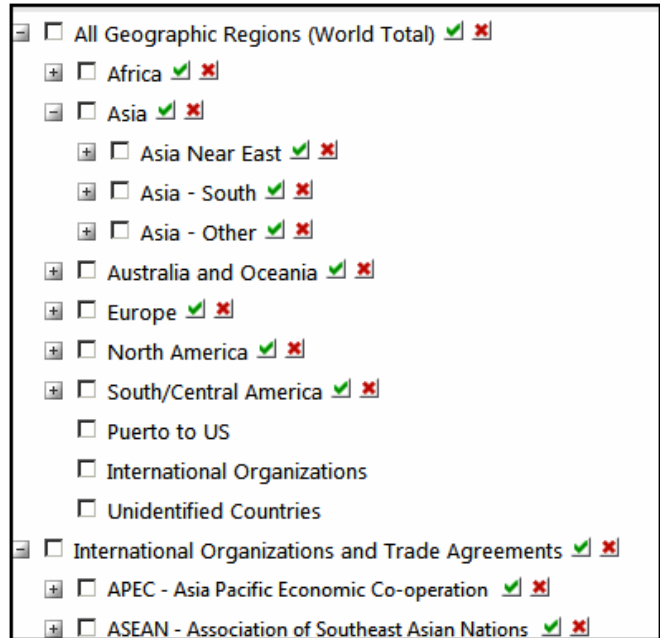
United States Census Bureau

- **Geographic and organizational country groupings:** Country group ings by geographic area (continental and regional) and international organizations (European Union, NATO, APEC, etc.) are now available on the Country selection screen.

- **User-created customized groupings:** Users can create their own customized groups for commodity and country by clicking on the "Custom Groups" tab on the Commodity or Country selection pages.

Whether your business is small, medium, or large, anyone can benefit from the trade data USA Trade Online provides.

Sign up for a free trial today at
www.usatradeonline.gov.

Importer/Exporter Profile

by Katrina Rosen, Data Dissemination Branch

The U.S. Census Bureau, Foreign Trade Division released the report, *A Profile of U.S. Importing and Exporting Companies 2009–2010*, on April 12, 2012. The importer and exporter profiles were developed to provide government and private sector users with information about the importing and exporting community including:

- employment size,

- type of company, and

- major foreign markets.

The profile was created from import and export merchandise trade data and company characteristics contained in the Census Bureau's database of company information, the Business Register.

This year, the report contains two new exhibits:

- Exhibit 7a: 2010 Exports by 3-Digit North American Industry Classification System (NAICS) for Small and Medium Sized Companies

- Exhibit 7b: 2009 Exports by 3-Digit (NAICS) for Small- and Medium-Sized Companies

NAICS is an industry and commodity classification system, offering five levels of detail. Starting at the two-digit level, each digit in the code is part of a series of progressively narrower categories, with more digits in the code signifying greater detail. By utilizing the NAICS system, users can see in which industries small and medium sized companies contribute the most towards exports.

To view a copy of the report, please see
www.census.gov/foreign-trade/Press-Release/edb/2010.

Clarifying Automated Export System (AES) Broadcast Messages

by VeCoya Greene, Automated Export System Branch

Do you find yourself checking your e-mail and getting messages from the U.S. Census Bureau?

What is an AES Broadcast message?

An AES Broadcast message is an informative e-mail notification sent to numerous members of the export trade community. Each AES Broadcast message recipient has a subscription that they may edit if they so choose. The AES Broadcast subscription topics include:

- AES Updates—Subscribers receive important updates that pertain to the AES program and its components including filing tips, system updates, scheduled maintenance, and AES-related announcements from Other Partnership Agencies.

- AES and TradeSource Newsletters—Subscribers receive notification of the AES publications, including the AES Newsletter, which contains articles written by staff from various branches within the Foreign Trade Division (FTD) in English and Spanish, and the TradeSource Newsletter, which has contributions from authors working at Other Partnership Agencies.

- Training and Presentations—Subscribers receive announcements about upcoming AES seminars and presentations across the country.

The content of AES Broadcast messages is general and **DOES NOT** contain specific information that pertains to your company solely. Just like any other subscription you receive, some content may apply to you while some of it may not.

An AES broadcast message is always from the U.S. Census Bureau's census@subscriptions.census.gov e-mail address.

What should I do when I receive an AES Broadcast message?

It is important to remember that when you receive an AES Broadcast message to review its content carefully. Keep in mind that all messages may not affect you. However, the content of AES Broadcast messages could, and often does, impact your export filing practices in some capacity.

Broadcasts always contain contact information at the bottom of the message. If you have inquiries regarding the message, feel free to utilize the contact information.

How can I receive AES Broadcast messages?

If you do not currently receive AES Broadcast messages and wish to subscribe, you can sign up by going to www.aesdirect.gov and accessing the "GET EMAIL UPDATES" icon.

Archived broadcast messages are located on the FTD Web site.

Why Did My Automated Export System (AES) Compliance Report Change?

by Keith Jones, Automated Export System Branch

Beginning with the April 2012 AES Compliance Report, a new Compliance Rate was implemented and filers received additional information regarding any unresolved AES Fatal Errors. This modification will provide AES filers with a complete Compliance Rate that reflects a filer's effort to maintain compliance with the Foreign Trade Regulations.

Enhancements to the AES Compliance Report include:

- Identifying the last three digits of your Filer ID.

- Fatal Error information, including the number of unresolved Fatal Errors, the Shipment Reference Number, AES Response Code, and AES Response Narrative for any unresolved Fatal Errors.

- Your most frequent unresolved Fatal Errors during the reporting period, with a description of the reason for the error, as well as a suggested method for resolving the error. To see a complete listing of all AES Filing Response Messages, please consult [Appendix A of the AESTIR](#).

Prior to these changes, the AES Branch was busy sending AES Broadcast messages, making telephone calls, and writing articles for the AES Newsletter and the [GlobalReach](#) Blog, all announcing these changes months prior to implementation. Our goal has been to alert the export trade community of the new AES Compliance Rate that factors in unresolved AES Fatal Errors. If your AES Compliance Rate is lower than before, please review your Fatal Errors and take steps to resolve them as soon as possible.

As a reminder,15 CFR Part 30—Foreign Trade Regulations, [Section 30.9](#) states that these errors must be corrected and the Electronic Export Information resubmitted prior to export for shipments filed pre-departure and as soon as possible for shipments filed postdeparture but not later than 10 calendar days after departure.

For further information or questions, contact the U.S. Census Bureau's AES Branch at 800-549-0595, menu option 1.

Which Booking Information Is Required When Using a Non-Vessel Operating Common Carrier (NVOCC)?

by Omari Wooden, Foreign Trade Ombudsman

The Transportation Reference Number (TRN) is a conditional field reported in the Automated Export System (AES), required for vessel shipments. The TRN is required to be reported as the booking number, which is the reservation number assigned by the carrier to hold space on the vessel for cargo to be exported. There are some cases where an entity, other than the carrier, will book space on the vessel and that entity is normally called a NVOCC. Furthermore, the NVOCC will provide that booking number to the US Principal Party in Interest (USPPI)

or the authorized agent to report in the AES. This article addresses situations where the USPPI or the authorized agent may have received the booking from the NVOCC and/or the carrier, but may not be aware of which booking and carrier information is required to be reported in the AES.

The USPPI or authorized agent is allowed to report the carrier code of either the NVOCC or the actual carrier. The key to reporting this information is to NOT mix and match the carrier and NVOCC with

CARRIER CODE TYPE	CARRIER SCAC/IATA*	NVOCC SCAC/IATA	CARRIER SCAC/IATA	NVOCC SCAC/IATA
TRN	CARRIER BOOKING	NVOCC BOOKING	NVOCC BOOKING	CARRIER BOOKING
	ACCEPTABLE	ACCEPTABLE	UNACCEPTABLE	UNACCEPTABLE

*SCAC—STANDARD CARRIER ALPHA CODE   IATA—INTERNATIONAL AIR TRANSPORTATION ASSOCIATION

the respective booking number. The following table should provide clarification on how to report this information in the AES.

Some USPPIs and authorized agents have stated, in some situations, they only have the NVOCC booking and their carrier information. Is this acceptable to report in the AES? Yes, you can report the

NVOCC carrier information, as long as you report the NVOCC booking number. You can report the carrier information and booking number from either the actual carrier or the NVOCC. Just make sure you do not mix and match them. If you need more details on this requirement, you can contact the AES Branch on 800-549-0595, menu option 1.

Clarification to October 2010 AES Newsletter: Advice for Reporting a DSP-5 License in the Automated Export System (AES)

by Omari Wooden, Foreign Trade Ombudsman

Based on the Foreign Trade Regulations (FTR), Section 30.2(a)(1)(iv), any export shipment requiring a U.S. Department of State, Directorate of Defense Trade Controls license, or is subject to the International Traffic in Arms Regulations (ITAR) must be reported in the AES, regardless of value. In the October 2010 AES Newsletter, I wrote an article titled, "Advice for Reporting a DSP-5 License in the AES." The article was intended to clarify the reporting requirements based on the fields in the AES, as compared to the information contained on the DSP-5 license.

I specifically want to provide clarification related to the End User and Ultimate Consignee fields. As I mentioned in the article, there is no End User field in the AES; however, the Ultimate Consignee may be the End User. Based on the *FTR, Section 30.1*, the definition of the Ultimate Consignee is "the person, party, or designee that is located abroad and actually receives the export shipment. This party may be the end user or Foreign Principal Party in Interest (FPPI)." Based on this definition, box 14 on the DSP-5 license, "Foreign End User" will need to be shown as the Ultimate Consignee in the AES.

Be sure to review the requirements found in both the FTR and the ITAR when reporting the DSP-5 licensed shipments in the AES.

Advice for Reporting a DSP-5 License in the AES

by Omari Wooden, Foreign Trade Ombudsman

Based on Foreign Trade Regulations (FTR) section 30.2(a)(1)(iv), any export shipment **requiring a U.S. Department of State, Directorate of Defense Trade Controls (DDTC) license or subject to the International Traffic in Arms Regulations (ITAR)** must be reported in the Automated Export System (AES), regardless of value. As I conduct training around the country, I receive feedback from companies on the topic of how to report State Department shipments, especially those with DSP-5 licenses. The purpose of a DSP-5 license is for the export of unclassified defense articles and related unclassified technical data. The main question that arises is **what fields on the DSP-5 license correspond to the fields in the AES?** Based on the FTR, the ultimate consignee and ultimate country of destination on the DSP-5 license must conform to what is reported in the AES. However, as a best practice, information on the license should match with what is reported in the AES.

The following table reflects the box number on the DSP-5 license and compares it to the required field in the AES. I hope you find this information useful.

Note, not all fields in the DSP-5 license are included in this table.

Box Number	DPSP–License field	AES required field
2	PM/DDTC applicant registrant code	DDTC registration number—The format is usually A-NNNN or ANNNNN. For example, M-1234 would be a valid format, and the dash is required to be reported in the AES.
3	Country of ultimate destination	Country of ultimate destination—Based on FTR 30.6(a)(5), the country listed on the license must conform to the country listed in the AES.
9	Quantity	DDTC quantity and DDTC unit of measure—Block 9 on the DSP-5 license contains both the quantity and the unit of measure for the product. In some cases, the DDTC unit of measure may not be the same as the Schedule B/HTS unit of measure.
11	USML category number	DDTC USML category code—This is a two-digit code representing the category of the product being exported.
16	Name and address of foreign consignee	Consignee information—Based on FTR 30.6(a)(3), the ultimate consignee listed on the license must conform to the ultimate consignee listed in the AES.
14	Name and address of the foreign end user	NOT REPORTED IN THE AES—There is no field for end user in the AES. However, the ultimate consignee may be the end user.
19	Name and address of seller in United States	U.S. principal party in interest—The person or legal entity in the United States who receives the primary benefit, money or otherwise, from the export transaction.

AES Newsletter October 2010   3

CONTACT INFORMATION

Foreign Trade Division Call Center
800-549-0595 (see menu options in the table below)
SECURE FAX: 301-763-8835 (ALL BRANCHES)

Automated Export System Branch, Option 1	**Commodity Analysis Branch, Option 2**
Monday–Friday 7:30 a.m.–5:30 p.m. ET Fax: 301-763-6638 E-mail: askaes@census.gov	Monday–Friday 8:30 a.m.–5 p.m. ET Fax: 301-763-4962 E-mail: ftd.scheduleb@census.gov
Regulations, Outreach, and Education Branch, Option 3	**Data Dissemination Branch, Option 4**
Monday–Friday 7 a.m.–6:30 p.m. ET Fax: 301-763-4610 E-mail: ftdregs@census.gov	Monday–Friday 8:30 a.m.–5 p.m. ET Fax: 301-763-4962 E-mail: ftd.data.dissemination@census.gov

*The secure fax number is for confidential company information (i.e., data requests). Please include a cover sheet with the name and/or branch phone number to whom the fax should be delivered.

The e-mail addresses below are not secure. Confidential company information should not be sent to these addresses.

AES*Direct* Technical Support (toll-free)

Every day, 7 a.m.–7 p.m. ET	Voice: 877-715-4433
E-mail: boc-support@tradegate2000.com	Fax: 301-562-7795

AES PARTNERSHIP AGENCIES	**WEB SITES**
U.S. Customs and Border Protection (CBP) Trade Enforcement and Facilitation For questions regarding CBP, ITAR, and Used Vehicles contact: Robert Rawls, Program Manager, 202-344-2847 E-mail: robert.rawls@dhs.gov or manifest.branch@dhs.gov **Bureau of Industry and Security (BIS)** Help Desk, Washington, DC 202-482-4811 Western Regional Office, Los Angeles/Newport Beach, CA 949-660-0144 Western Regional Office, San Jose, CA 408-351-3378 **Directorate of Defense Trade Controls** U.S. State Department, Washington, DC Response Team 202-663-1282 D-Trade Questions 202-663-2838	**U.S. Census Bureau, Foreign Trade** www.census.gov/trade **U.S. Customs and Border Protection** www.cbp.gov **Bureau of Industry and Security** www.bis.doc.gov **U.S. State Department, Directorate of Defense Trade Controls** www.pmddtc.state.gov **U.S. Treasury Department, Office of Foreign Assets Control** www.treas.gov/offices/enforcement/ofac