

Trade Engagement: CBP and the Private Sector



U.S. Customs and
Border Protection

Transforming CBP

Four major strategies to better trade facilitation and enforcement

- Commissioner Bersin is transforming how CBP carries out its trade and security mission.

**Harmonized Approach
to Trade Facilitation**

**Robust Trade
Enforcement**

**Private Sector
Engagement**

**Automation and
Efficiency**

- Successful transformation will mean a more effective and efficient approach to trade facilitation and enforcement.



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Modernizing CBP Trade Processes

Harmonizing Facilitation

Border Interagency Executive Council to coordinate 12 agencies

An internal Trade Integrated Planning Coordination Cell centralizes planning of trade initiatives. Provides critical foundation for future processes

Center of Excellence and Expertise Pilot with the Pharmaceutical Industry

Account Executive Pilot with the Electronics Industry.

Robust Trade Enforcement

Intellectual Property Rights Enforcement
Developing new Risk Models

Review of AD/CVD and Bond Process
New approaches will protect against revenue evasion.

A new Mexico Textile Task Force to address problem of Chinese textiles imported to the US from Mexico.

A full review of CBP's penalties and liquidated damages process



Modernizing CBP Trade Processes

Private Sector Outreach

Critical to this effort has been a newly revamped Office of Trade Relations

OTR goals are to raise the profile of trade within CBP and to ensure that everyone understands that trade is an Integral part of CBP's mission.

Established monthly trade days with Representatives from leading companies and associations

OTR is maintaining a transparent and collaborative approach to agency operations

Automation and Efficiency

Develop performance metrics to track facilitation and commercial enforcement

Recent improvements to the Automated Commercial Environment (ACE) to include implementing a new plan

Improvements to ACE include new leadership with private sector trade experience

Provide regular updates on progress made to congressional committees



CBP Office of Trade Relations: Engaging the Private Sector



Economic Competitiveness and the Supply Chain Engagement Plan



Effort underway by CBP's Office of Trade Relations and the Department of Commerce's International Trade Administration (ITA) to highlight the importance of cross-border trade, efficient supply chains and the secure flow of goods in promoting the nation's economic competitiveness.



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Goal of Our Engagement Plan

Promote economic competitiveness as it relates to the complimentary relationship between efficient supply chains and secure trade flows.

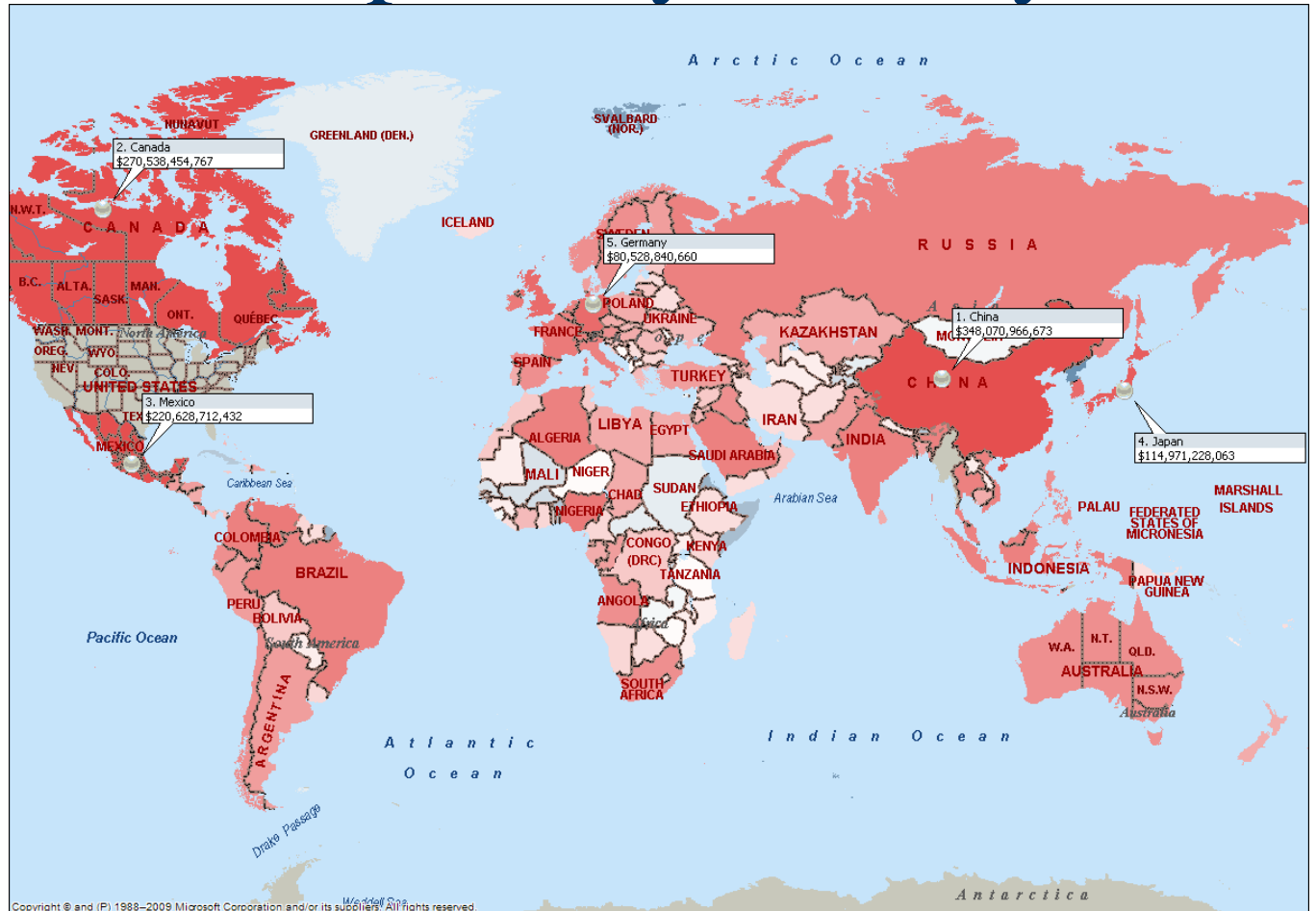
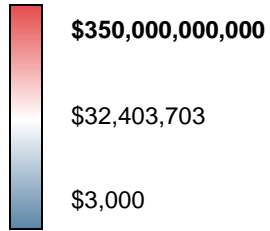


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US Imports

FY 2010 US Imports by Country

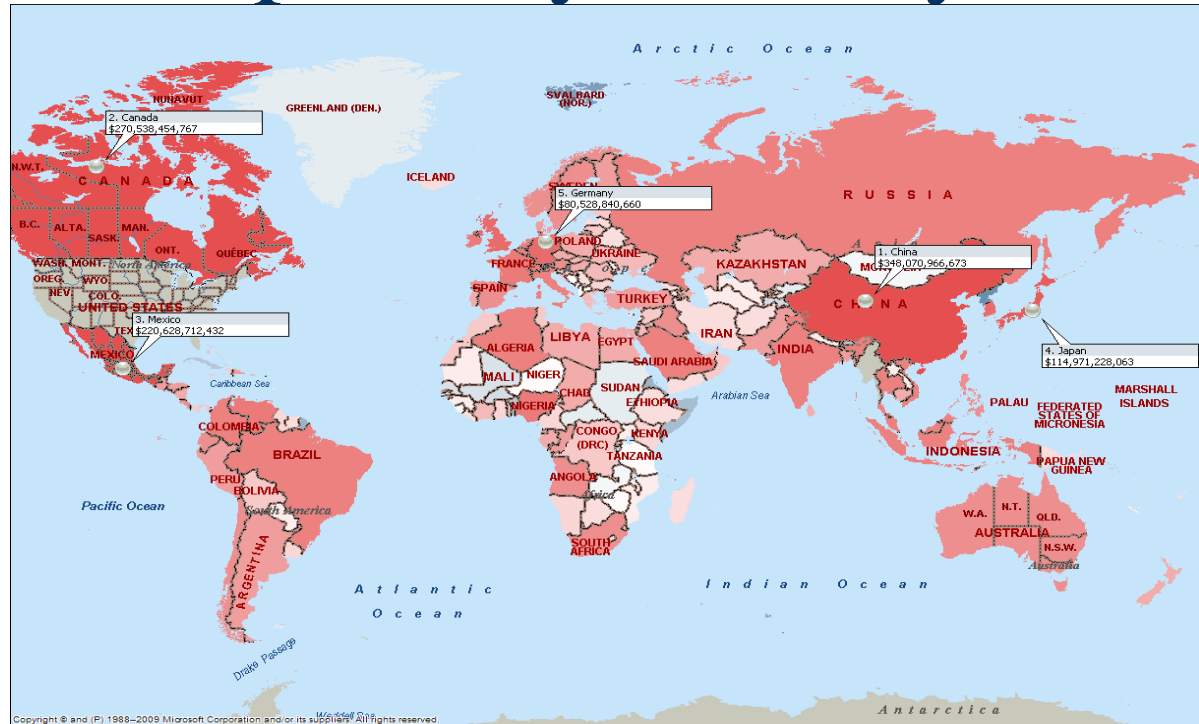
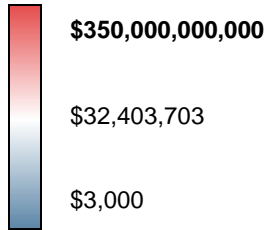
Value by Country



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FY 2010 US Imports by Country

Value by Country



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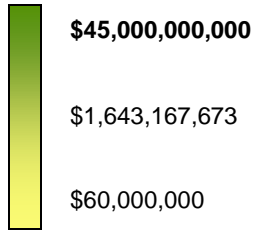
Country	Value	Percent
China	\$348,070,966,673	18.87%
Canada	\$270,538,454,767	14.67%
Mexico	\$220,628,712,432	11.96%
Japan	\$114,971,228,063	6.23%
Germany	\$80,528,840,660	4.37%



U.S. Customs and Border Protection

FY 2010 US Imports from Canada

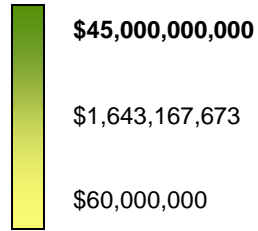
Value by State



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FY 2010 US Imports from Canada

Value by State



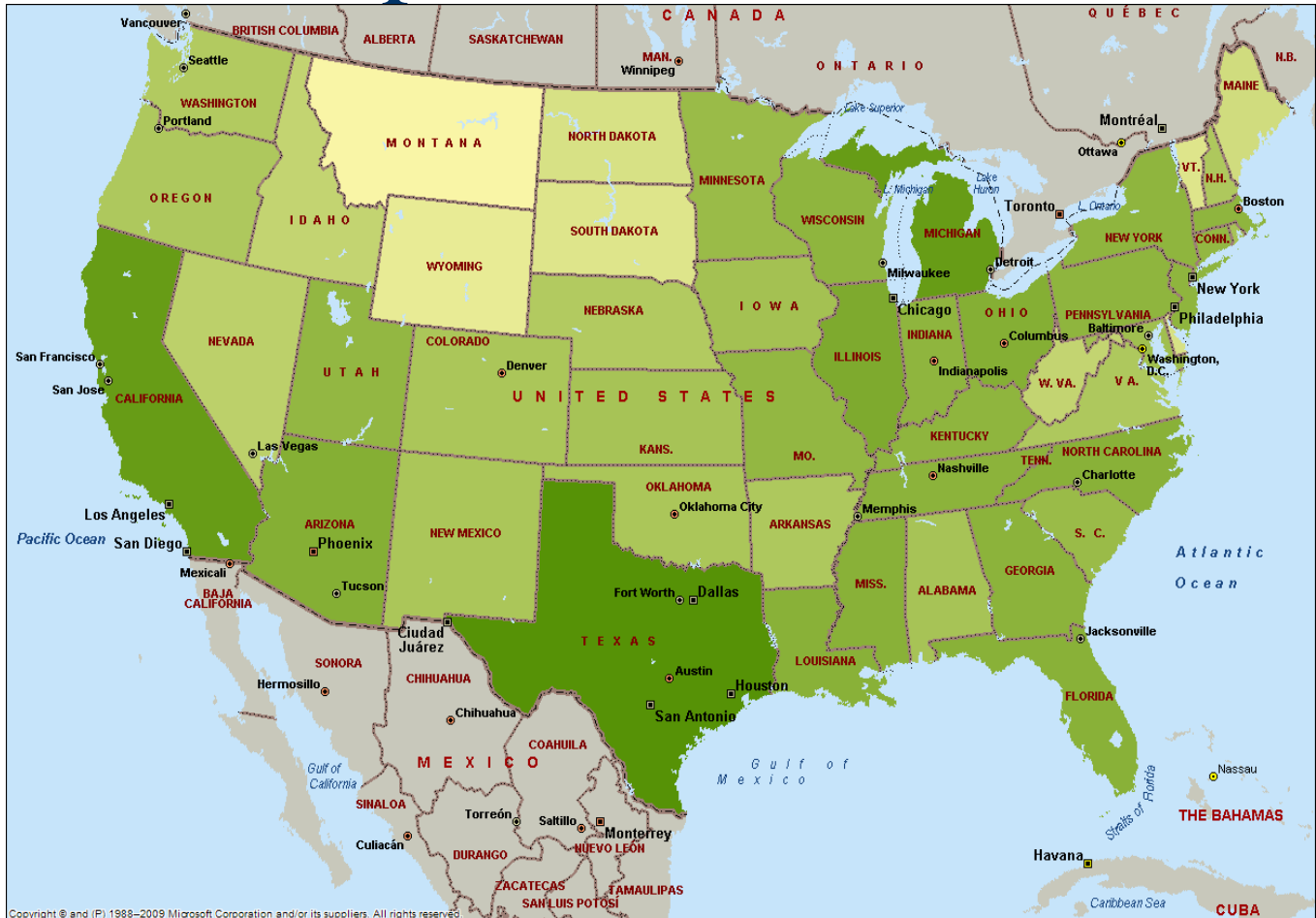
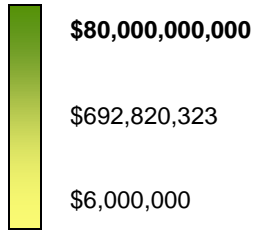
State of Export	Value	Percent
Michigan	\$40,293,162,360	14.89%
Illinois	\$29,421,355,819	10.88%
California	\$21,213,695,229	7.84%
New York	\$19,129,386,899	7.07%
Washington	\$13,855,416,847	5.12%



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FY 2010 US Imports from Mexico

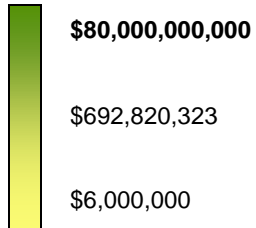
Value by State



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FY 2010 US Imports from Mexico

Value by State



State of Export	Value	Percent
Texas	\$74,798,933,096	33.90%
California	\$32,332,886,529	14.65%
Michigan	\$26,984,878,813	12.23%
Illinois	\$8,255,824,832	3.74%
Arizona	\$5,578,495,649	2.53%



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US Exports

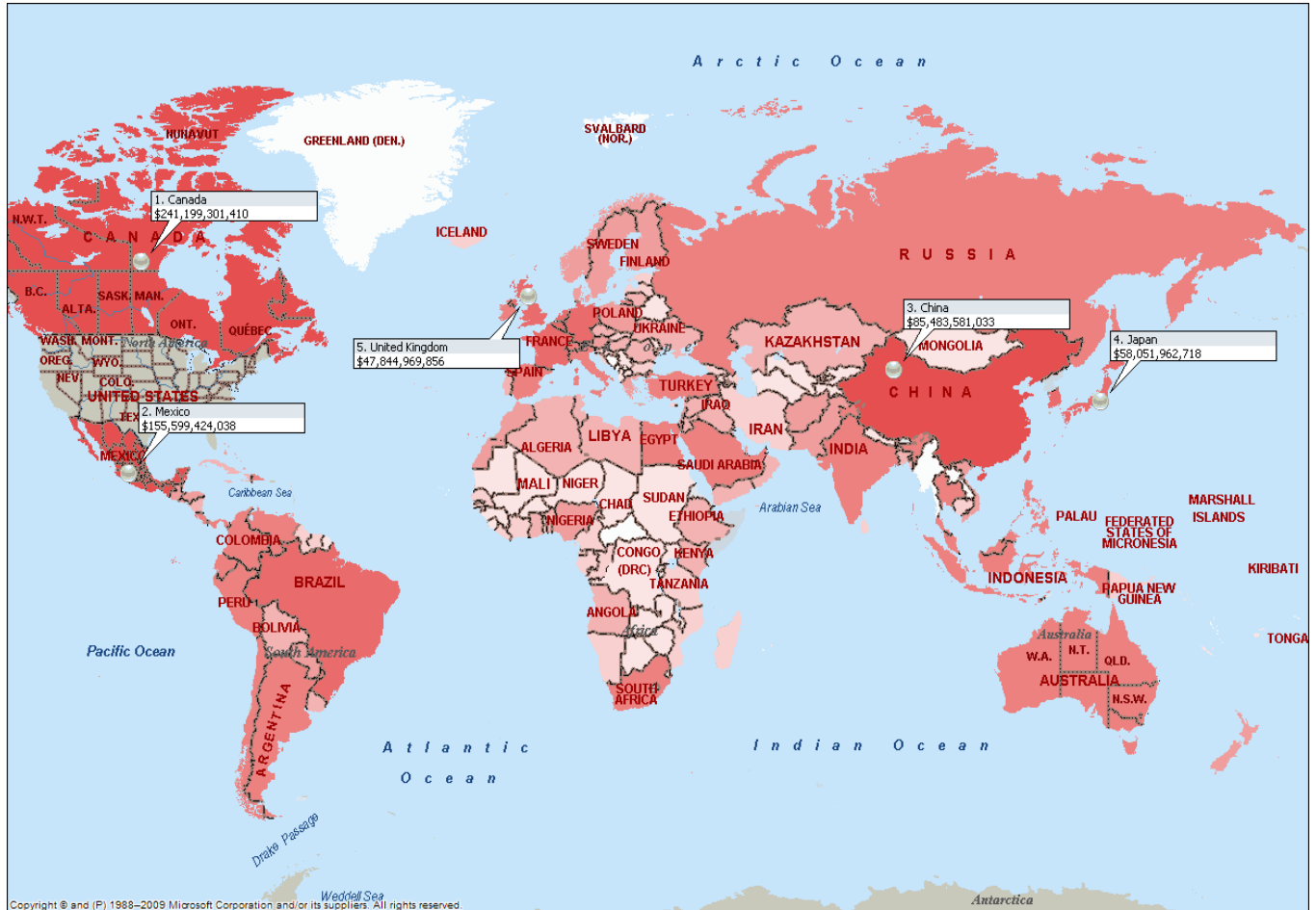
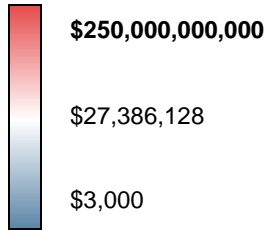
FY 2010 US Exports to Canada and Mexico

- In FY 2010, US trade exports were approximately \$241.20B and \$155.60B to Canada and Mexico respectively.
- Top US industries exporting to Canada: Automotive and Aerospace; Base Metals and Machinery; Pharmaceuticals, Health and Chemicals; and IT/Consumer Electronics.
- Top US Industries exporting to Mexico: IT/Consumer Electronics; Base Metals and Machinery; Automotive and Aerospace; and Pharmaceuticals, Health and Chemicals.



FY 2010 US Exports by Country

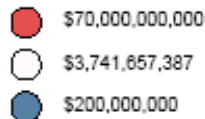
Value by Country



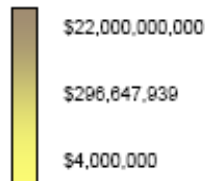
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FY 2010 US Exports to Canada

Value by Port of Export



Value by State



State of Export	Value	Percent
Michigan	\$21,807,034,918	9.04%
Texas	\$17,565,251,694	7.28%
Ohio	\$16,893,766,271	7.00%
California	\$15,656,046,185	6.49%
New York	\$14,259,417,976	5.91%

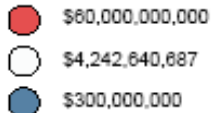
Top 5 U.S. Ports of Export to Canada	Value	Percent
Detroit, MI	\$62,911,074,489	26.08%
Buffalo-Niagara Falls, NY	\$38,765,016,875	16.07%
Port Huron, MI	\$34,659,327,323	14.37%
Blaine, WA	\$10,893,162,073	4.52%
Pembina, ND	\$9,885,821,010	4.10%



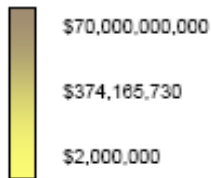
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FY 2010 US Exports to Mexico

Value by Port of Export



Value by State



State of Export	Value	Percent
Texas	\$68,996,014,143	44.34%
California	\$20,045,227,480	12.88%
Michigan	\$7,070,788,109	4.54%
Arizona	\$4,887,974,707	3.14%
Illinois	\$4,029,543,753	2.59%

Top 5 U.S. Ports of Export to Mexico	Value	Percent
Laredo, TX	\$55,735,199,394	35.82%
El Paso, TX	\$22,770,742,432	14.63%
Otay Mesa Station, CA	\$10,039,411,179	6.45%
Hidalgo, TX	\$8,435,766,057	5.42%
Brownsville, TX	\$7,030,106,290	4.52%

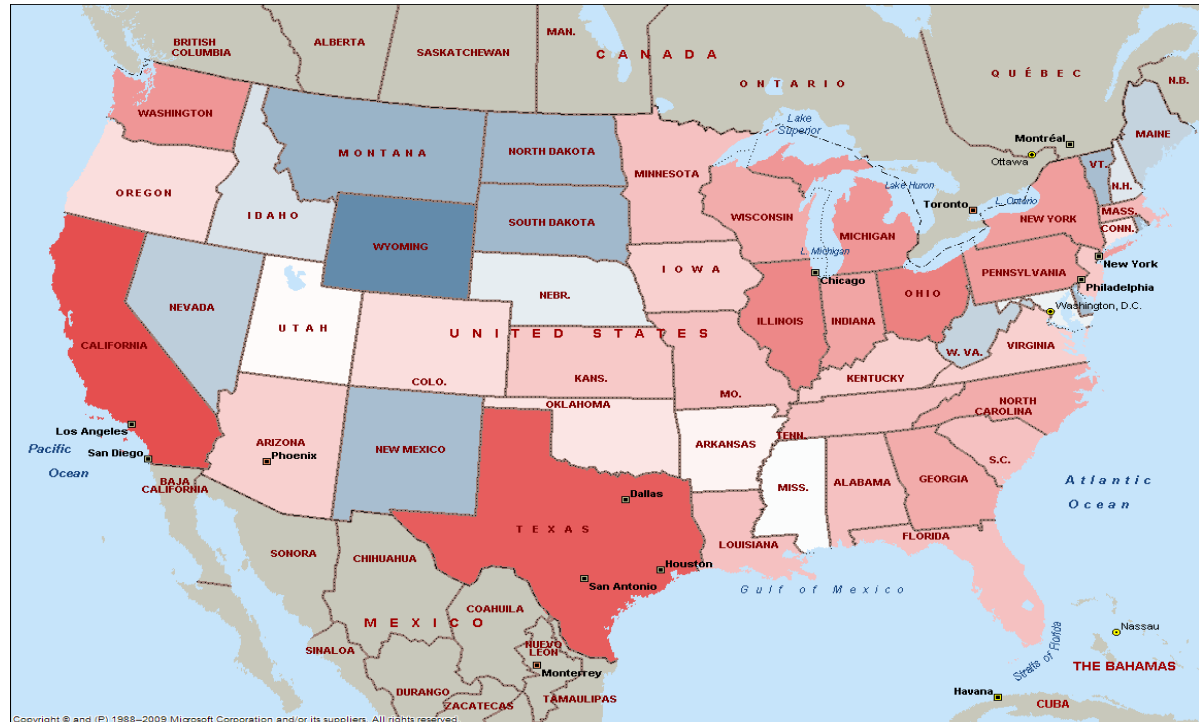
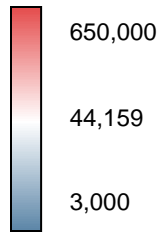


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Jobs

2009 US Export-Related Employment By State

Export Related Employment by State



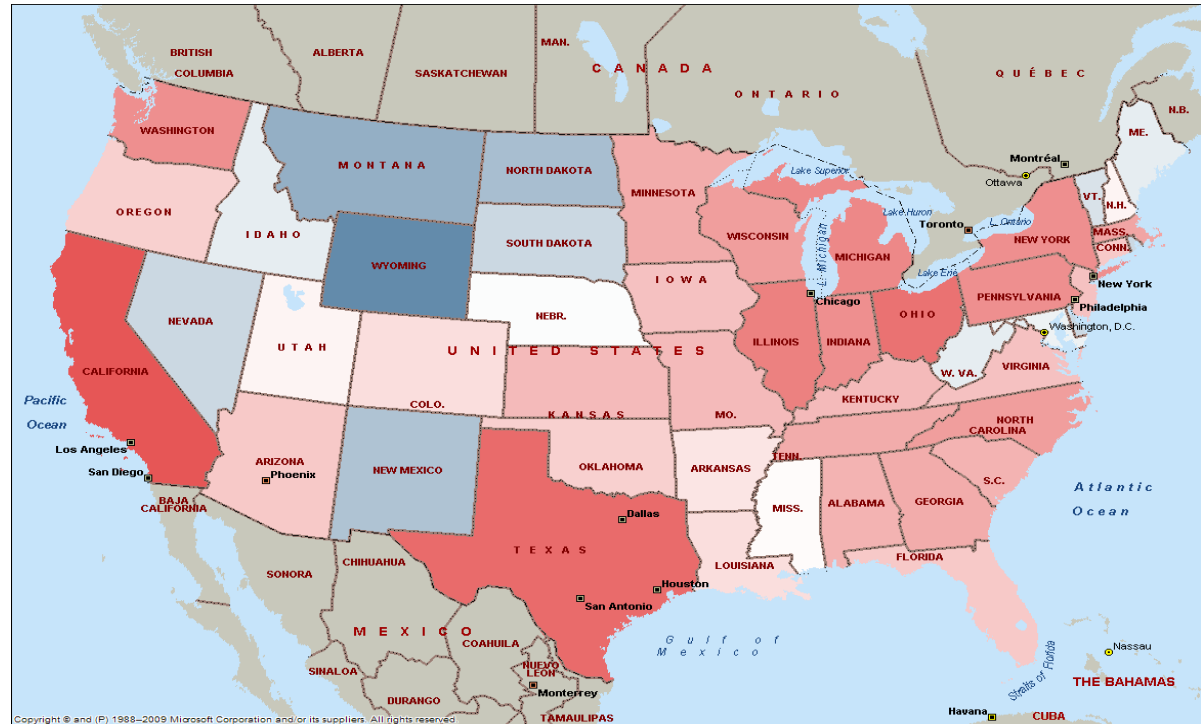
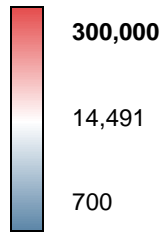
State	Export Related Employment	Percent
California	616,500	11.59%
Texas	538,500	10.12%
Ohio	306,000	5.75%
Illinois	285,000	5.36%
Michigan	210,200	3.95%



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2009 US Manufacturing Employment By State

Manufacturing Employment by State



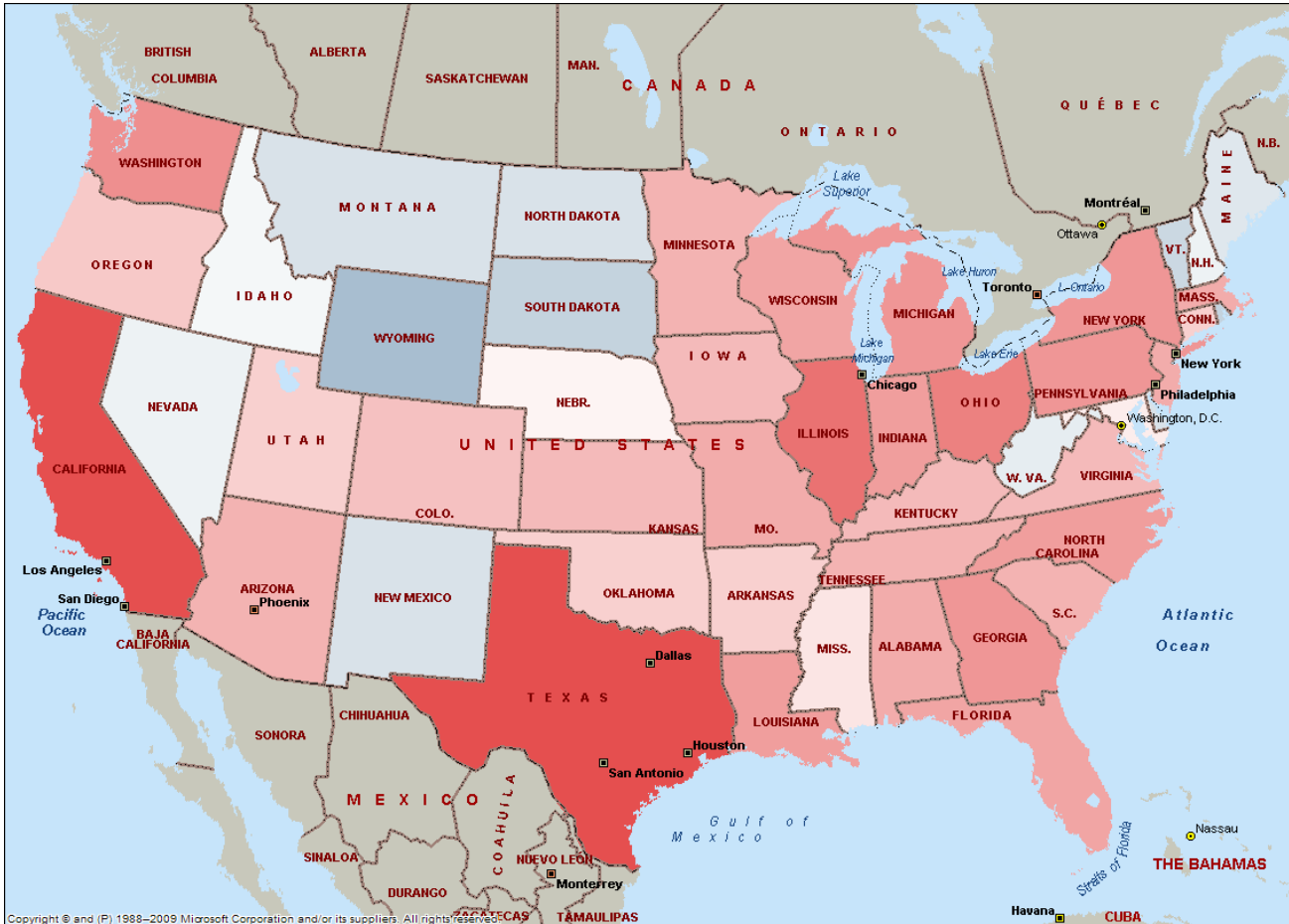
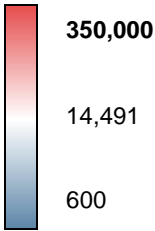
State	Manufacturing Employment	Percent
California	274,300	11.35%
Texas	192,600	7.97%
Ohio	162,000	6.70%
Illinois	131,600	5.44%
Michigan	116,900	4.84%



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2009 US Non-Manufacturing Employment By State

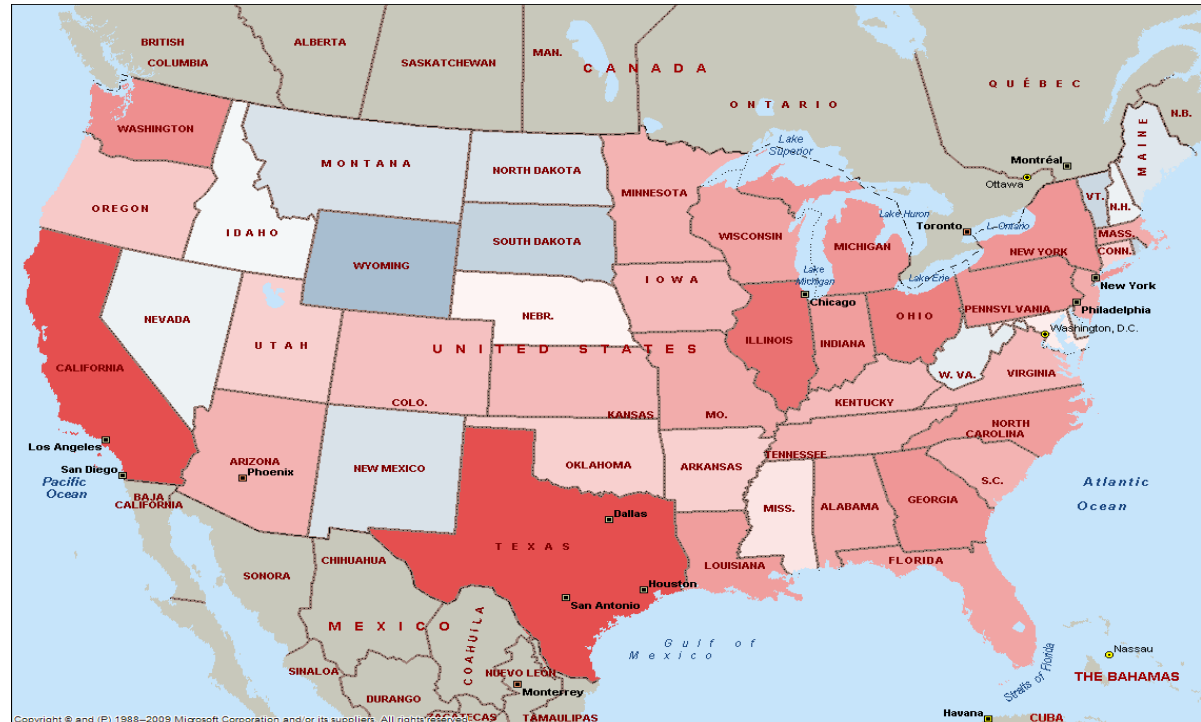
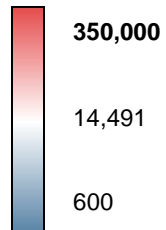
Non-Manufacturing Employment by State



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2009 US Export-Related Employment By State

Non-Manufacturing Employment by State



State	Non-Manufacturing Employment	Percent
California	342,200	11.79%
Texas	345,900	11.92%
Ohio	144,000	4.96%
Illinois	153,400	5.29%
Michigan	93,300	3.21%



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