



AmCham Vietnam
Ho Chi Minh City Chapter

Trade Facilitation ... a new mindset

TFA ... TPP, VN-EU FTA, AEC 2015

Trade Facilitation Conference

Ngày 14/10/2014

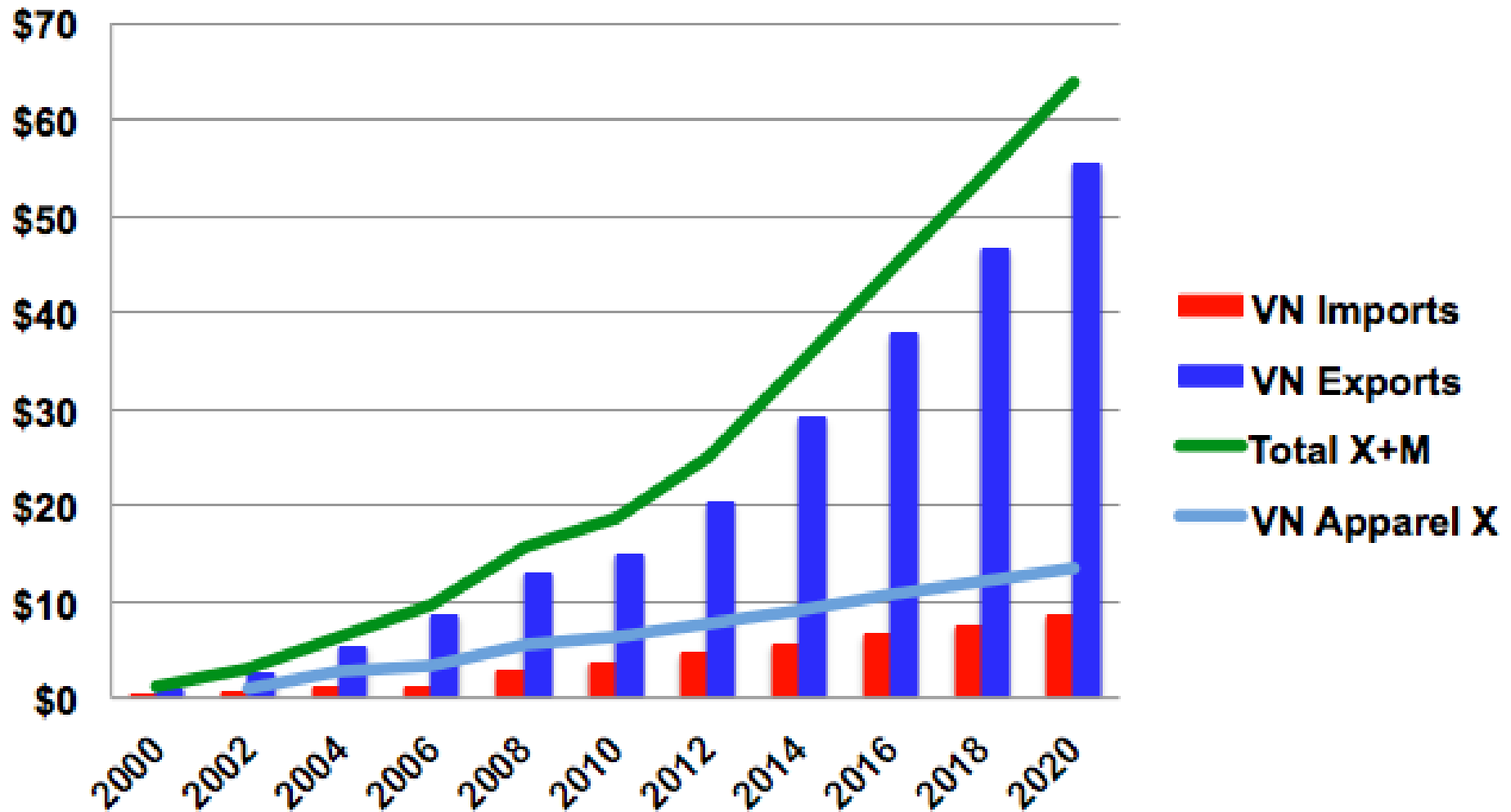
Herb Cochran
Executive Director

Việt Nam - U.S. Trade



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Vietnam - U.S. Trade, 2000 - 2020e
(US\$ billion • Not including impact of TPP)

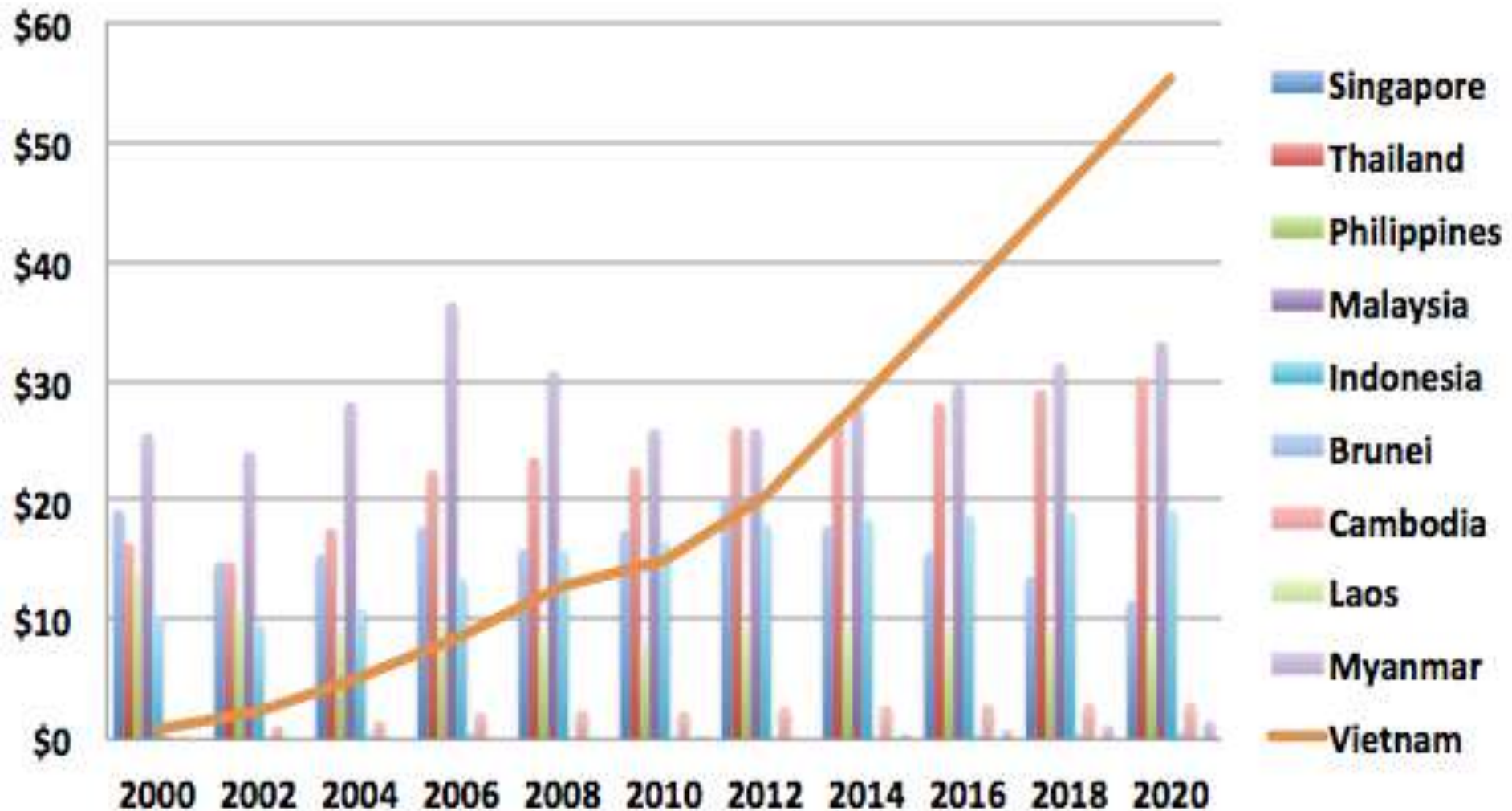


U.S. Imports from ASEAN



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U.S. Imports from ASEAN
US\$ billion

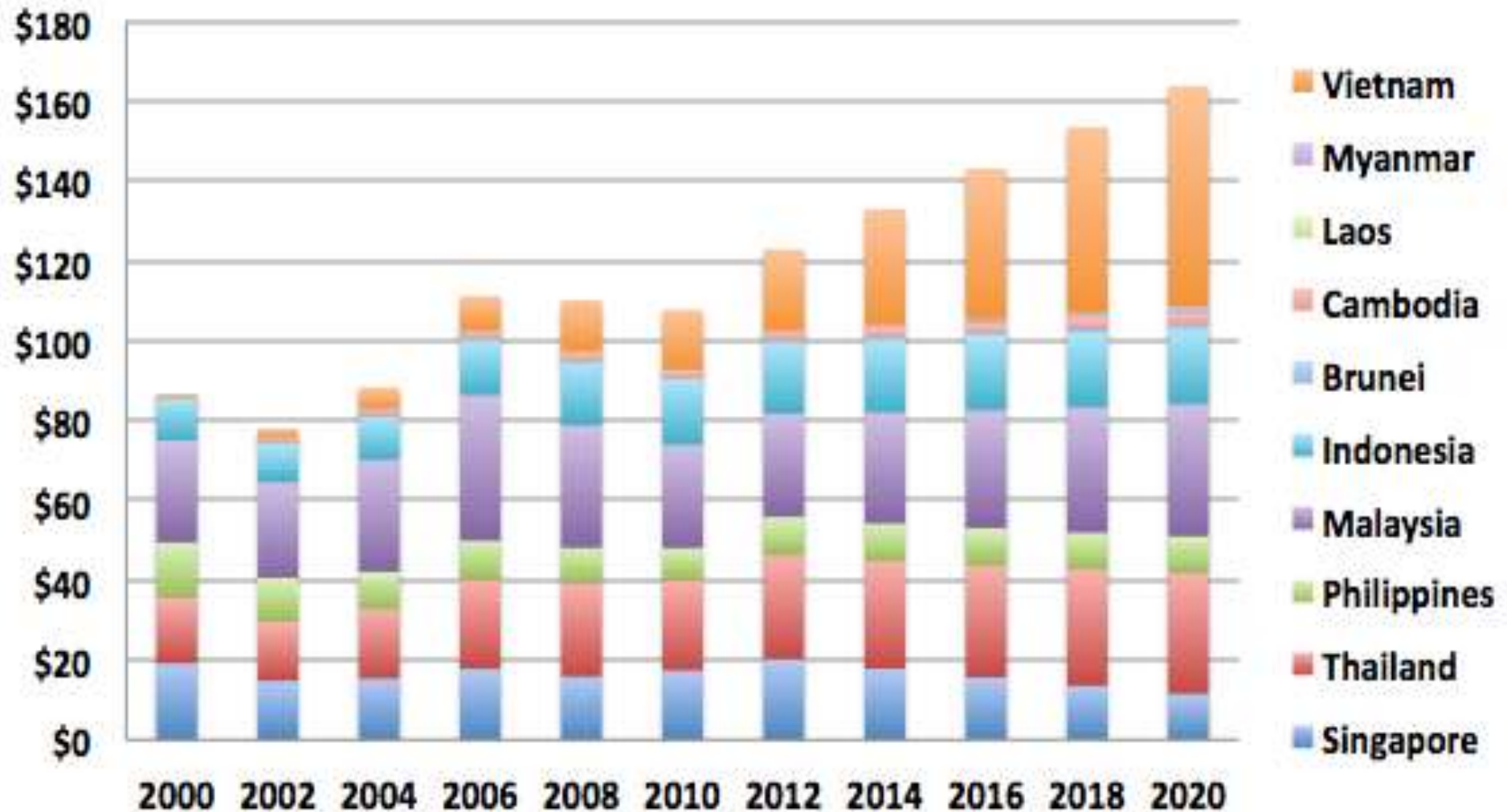


U.S. Imports from ASEAN



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U.S. Imports from ASEAN
US\$ billion



TPP



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TPP



Results for Vietnam

- Exports up 28.4% in 2025 over the “base line” w/o TPP
 - \$239 billion without TPP apparel/footwear \$113 billion
 - \$307 billion with TPP apparel/footwear \$165 billion
- GDP up 35.7% in 2025 over the “base line” w/o TPP

Vietnam: export changes

	Baseline 2025	Change in exports \$bill.		
		TPP-12	RCEP	FTAAP
Primary products	22.9	-2.8	0.5	-3.7
Rice	2.4	-0.2	0.1	-0.2
Wheat	0.0	0.0	0.0	0.0
Other agriculture	6.5	-1.3	0.4	-1.4
Mining	14.0	-1.3	0.1	-2.1
Manufactures	207.4	71.5	28.8	142.8
Food, beverages	5.9	-0.9	-0.3	-1.6
Textiles	26.0	12.9	5.0	30.1
Apparel, footwear	113.0	51.9	19.5	106.4
Chemicals	8.8	0.0	1.3	2.0
Metals	5.2	-0.1	0.0	-0.6
Electrical equipment	6.6	1.1	1.0	1.3
Machinery	14.4	2.0	1.7	3.0
Transport equipment	3.2	0.2	0.5	0.5
Other manufactures	24.2	4.3	0.2	1.7
Services	8.6	-0.8	0.5	-1.5
Utilities	0.0	0.0	0.0	0.0
Construction	1.2	0.0	0.7	0.4
Trade, transport, comm.	2.3	-0.3	0.1	-0.4
Private services	5.1	-0.5	-0.2	-1.4
Public services	0.1	0.0	0.0	0.0
Total	239.0	67.9	29.9	137.7

Three largest

Vietnam: import changes

	Baseline	Change in imports in 2025, \$bill.		
	2025	TPP-12	RCEP	FTAAP
Primary products	9.5	2.7	0.8	4.3
Rice	0.0	0.0	0.0	0.0
Wheat	0.5	0.0	0.0	-0.1
Other agriculture	7.8	2.5	0.8	4.1
Mining	1.2	0.2	0.0	0.3
Manufactures	210.9	49.8	25.1	103.6
Food, beverages	13.1	2.6	1.3	5.1
Textiles	41.7	18.4	8.0	40.6
Apparel, footwear	3.5	2.8	1.3	7.4
Chemicals	49.6	9.3	4.7	18.4
Metals	36.9	6.2	3.8	12.0
Electrical equipment	9.5	1.3	0.9	2.3
Machinery	34.5	3.9	1.9	6.5
Transport equipment	13.9	2.3	1.7	4.6
Other manufactures	8.2	3.1	1.6	6.7
Services	19.3	12.9	3.8	27.0
Utilities	0.0	0.0	0.0	0.0
Construction	0.5	0.3	0.0	0.5
Trade, transport, comm.	7.7	5.6	1.6	12.3
Private services	7.1	5.9	1.8	12.2
Public services	4.0	1.1	0.4	2.0
Total	239.7	65.4	29.7	134.9

Three largest

Why such large gains?

- **More exports** of manufactures (34%)*
- **More imports** of consumer and production goods (27%)*
- **More inward FDI** due to investor optimism
- **Stronger links** to international supply chains
- **Productivity gains** from competition
- **Momentum for reforms** boosting growth and opportunity



Trade Facilitation What does it mean ?

- Simplifies customs and other import/export procedures
- Speeds up supply chains
- Reduce costs by 5 to 15%
- Reduce corruption
- As a result, SMEs in Vietnam and other developing countries would be encouraged to participate in International trade

TPP



How can companies prepare ?

- Become a “qualified” supplier to U.S. firms
- Industry Trade Shows in the U.S.
- Company Background Information D-U-N-S® Number
- Electronic Data Interchange (EDI)
- Testing & Certification
 - Quality, Safety, Labour, Environmental, Sustainability, ...
- Product Liability Insurance / Marine Cargo Insurance
- Logistics • Security • Customs & Border Patrol
- Your Company Web Site

TPP



How can companies prepare ?

- Identify prospective customer(s)
- Obtain “Suppliers Manuals”
- Develop Suppliers’ Application
- Example - Walmart Stores
 - <http://corporate.walmart.com/suppliers/>
 - 245,000,000 customers / week
 - ~ 11,000 stores in 27 countries, 71 banners (names)
 - e-commerce websites in 10 countries
 - Annual sales of \$473 billion in 2014 (\$466 billion in 2013)
 - 2.2 million associates
 - => *Walmart has detailed procedures and systems*



Search input field with a magnifying glass icon

Suppliers

Get to Know Walmart

Apply to Be a Supplier

National Product Suppliers

Local Product Suppliers

Service & Non-Resale Suppliers

Direct Import & Global Suppliers

American Manufacturing

Supplier Diversity

Standards & Requirements

Apply to Be a Supplier

All of our suppliers fit into four categories – National Product Suppliers, Local Product Suppliers, Service and Non-Resale Suppliers, and Direct Import & Global Suppliers. Together, they make up a global pool of more than 100,000 businesses – and they're how we keep our shelves stocked with what customers want.

Check out the requirements for each category — this is the best way to make sure you're ready for every part of our application process.

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National Product Suppliers (U.S.-based only)

Product suppliers are exactly what they sound like: businesses that offer the products we stock all over the



Local Product Suppliers

Local suppliers are product suppliers, too – but their products appear in a limited geographic region, usually close

- Apply to Be a Supplier
 - National Product Suppliers
 - Online Product Submission
 - Supplier Questionnaire
 - Supplier Agreement
 - Books & Multimedia
 - Local Product Suppliers
 - Service & Non-Resale Suppliers
 - Direct Import & Global Suppliers
- American Manufacturing
- Supplier Diversity
- Standards & Requirements



3 Steps to Become a Walmart Supplier

National product suppliers are exactly what they sound like: businesses that offer the products we stock across the country and all over the world. Some of our product suppliers are multi-billion-dollar companies; some are businesses with just a few employees.

If your business is based in the United States, these three steps contain what you'll need to successfully navigate our application process to supply products to Walmart.

- [1. Online Product Submission](#)
- [2. Supplier Questionnaire](#)
- [3. Supplier Agreement](#)

Books & Multimedia

If you want to supply books, video, audio, magazines or newspapers to Walmart, the application process is a bit different.

[Learn More >](#)

**Please note that the process to apply for consideration to become a supplier may require you to expend a significant amount of effort and resources. Completing the application process does not guarantee that you will be approved to be a supplier. Further, if you are approved, Walmart and Sam's Club don't guarantee the level of success or business that you may or may not receive. Becoming an approved supplier simply means that you are eligible to receive orders or business from Walmart or Sam's Club. Any efforts or expenditures you make to become or remain an approved supplier are entirely at your own risk and will not be reimbursed.*

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Suppliers

[Get to Know Walmart](#)

[Apply to Be a Supplier](#)

[National Product Suppliers](#)

[Online Product Submission](#)

[Supplier Questionnaire](#)

[Supplier Agreement](#)

[Books & Multimedia](#)

[Local Product Suppliers](#)

[Service & Non-Resale Suppliers](#)

[Direct Import & Global Suppliers](#)

[American Manufacturing](#)

[Supplier Diversity](#)

[Standards & Requirements](#)

Step 2: Supplier Questionnaire

The Supplier Questionnaire may be completed **by invitation only**, after you have completed the Online Product Submission. If your Online Product Submission was successful and the buyer wants to know more about your company, you will receive an email with a link to the Supplier Questionnaire.

To complete the Supplier Questionnaire, you will need:

1. Federal Taxpayer Identification Number (TIN)
2. GTIN/UPC Membership Number
3. Dun & Bradstreet Number
4. Company Information
5. Ethnic Origin
6. Company Contacts
7. Company Manufacturing
8. Company Accounts
9. Company Promotions
10. Company References
11. Company Sales

Important Tips and Next Steps

- After completing the Supplier Questionnaire, you will be directed to the Dun & Bradstreet website.
- You will need to purchase a Supplier Qualifier Report from Dun & Bradstreet for \$125.
- Questions about your report or technical issues should be directed to Dun & Bradstreet at (866) 815-2749.
- If your Supplier Questionnaire is approved, you will receive an email with a link to continue to Step 3 to complete the Supplier Agreement.

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Walmart Stores, Inc.

Getting Started with EDI
Implementation Guideline
Document version: 1.0
Published November 2011

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Trading Partners & Clients





TPP and TFA

How can Gov't help prepare ?

- Implement the WTO Trade Facilitation Agreement
- which is similar to ...
- Trans-Pacific Partnership (TPP) Free Trade Agreement
- EU-Viet Nam Free Trade Agreement
- ASEAN Economic Community 2015

WTO



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TFA Commitments include ...

- Committee on Trade Facilitation (COAC)
- e-Customs (Automated Commercial Environment • ACE)
- National Single Window
- Advance Ruling: Classification, Valuation, Rules of Origin
- Authorized Operator
- Many similar provisions in “U.S. Customs Modernization Act,” 1993 in preparation for implementation of North American Free Trade Agreement (NAFTA) on Jan 1, 1994



Committee on Trade Facilitation





Committee Members (U.S.)

- COAC Members

Swift Transportation Corporation, FedEx Trade Networks Transport & Brokerage, Kraft Foods Group, The Walt Disney Company, UPS Supply Chain Solutions, Coppersmith Global Logistics, National Association of Beverage Importers, Maritime Products International, NYK Line (North America), Airforwarders Association, U.S. Chamber of Commerce, Abbott Laboratories, Janell Group of Los Angeles, Liberty International, Inc., Regal-Beloit Corporation, Raytheon, General Motors, Airlines for America, Target, Sandler & Travis Trade Advisory Services



Committee Subcommittees (U.S.)

- COAC Subcommittees

Trade Modernization

ACE ... e-Customs

Trusted Trader

Authorized Operator

One U.S.Gov't at Border

NSW ... National Single Window

Trade Enforcement and Revenue Collection

Global Supply Chain

Exports



U.S. Customs and Border Protection

ACE and Automated Systems

CBP automated systems electronically support the facilitation of importing and exporting goods. By the end of 2016, the Automated Commercial Environment (ACE) will become the Single Window - the primary system through which the trade community will report imports and exports and the government will determine admissibility. Through ACE as the Single Window, manual processes will be streamlined and automated, paper will be eliminated, and the international trade community will be able to more easily and efficiently comply with U.S. laws and regulations.

CBP has established the following mandatory use dates for transitioning to ACE:

The image shows three calendar icons arranged horizontally. Each icon is a small calendar page with a date and year. The first icon is red and white, showing "MAY 1 2015". The second icon is blue and white, showing "NOV 1 2015". The third icon is red and white, showing "OCT 1 2016". Below each icon is a text box describing the mandatory use of ACE for that date.

Month	Year	Mandatory Use of ACE
MAY	2015	Mandatory use of ACE for all electronic manifest filing
NOV	2015	Mandatory use of ACE for all electronic cargo release and related entry summary filing
OCT	2016	Mandatory use of ACE for all remaining electronic portions of the CBP cargo process

Get to know CBP's automated systems, services, training resources, and related outreach efforts below.

Welcome to ITDS

A Partnership of Government Agencies Committed to the Modernization and Facilitation of International Trade

On February 19, 2014, President Obama signed an Executive Order streamlining the import and export process for America's businesses. This Executive Order requires the completion and government-wide utilization of the International Trade Data System (ITDS) by December 2016, and establishes a two-tiered governance process to oversee its implementation. Upon full implementation, ITDS, through the Automated Commercial Environment (ACE), will allow businesses to submit the data required by U.S. Customs and Border Protection and its Partner Government Agencies (PGAs) to import or export cargo through a "Single Window" concept.

CURRENT FLOW OF INFORMATION



Today, traders must submit the same information to multiple agencies, multiple times through processes that are largely paper-based and manual.

THE SINGLE WINDOW WILL STREAMLINE THIS PROCESS.

SINGLE WINDOW VISION



Partner Government Agencies

CBP and 47 federal agencies are working together to implement the Single Window via ACE.

DEPARTMENT OF AGRICULTURE

AMS | Agricultural Marketing Service
APHIS | Animal and Plant Health Inspection Service
FAS | Foreign Agricultural Service
FSIS | Food Safety and Inspection Service
GIPSA | Grain Inspection, Packers & Stockyards Administration

DEPARTMENT OF COMMERCE

BIS | Bureau of Industry and Security
U.S. Census Bureau
FTZB | Foreign Trade Zones Board
E&C | Enforcement and Compliance
OTEXA | Office of Textiles and Apparel
NMFS | National Marine Fisheries Service

DEPARTMENT OF DEFENSE

USACE | Army Corps of Engineers
DCMA | Defense Contracts Management Agency

DEPARTMENT OF ENERGY

DOE | Office of Fossil Energy
EIA | Energy Information Administration
OGC | Office of General Counsel

DEPARTMENT OF JUSTICE

ATF | Bureau of Alcohol, Tobacco, Firearms and Explosives
DEA | Drug Enforcement Administration

DEPARTMENT OF LABOR

BLS | Bureau of Labor Statistics

DEPARTMENT OF HOMELAND SECURITY

USCG | United States Coast Guard
CBP | Customs and Border Protection
TSA | Transportation Security Administration

DEPARTMENT OF THE INTERIOR

FWS | Fish and Wildlife Service

DEPARTMENT OF TRANSPORTATION

BTS | Bureau of Transportation Statistics
FAA | Federal Aviation Administration
FHWA | Federal Highway Administration
FMCSA | Federal Motor Carrier Safety Administration
MARAD | Maritime Administration
NHTSA | National Highway Traffic Safety Administration
PHMSA | Pipeline Hazardous Materials Safety Administration

DEPARTMENT OF HEALTH AND HUMAN SERVICES

CDC | Centers for Disease Control and Prevention
FDA | Food and Drug Administration

DEPARTMENT OF TREASURY

IRS | Internal Revenue Service
OFAC | Office of Foreign Assets Control
TTB | Alcohol and Tobacco Tax and Trade Bureau
FinCEN | Financial Crimes Enforcement Network

DEPARTMENT OF STATE

A/LM | Bureau of Administration, Office of Logistics Management
DDTC | Directorate of Defense Trade Controls
OES/OCM | Bureau of Ocean and International Scientific Affairs
OFM | Office of Foreign Missions

INDEPENDENT AGENCIES

CPSC | Consumer Product Safety Commission
EPA | Environmental Protection Agency
FCC | Federal Communications Commission
FMC | Federal Maritime Commission
ITC | International Trade Commission
NRC | Nuclear Regulatory Commission
USAID | U.S. Agency for International Development
USTR | Office of the United States Trade Representative

C-TPAT Achievements

August 1, 2014

10,756 - Certified Partners

157 - Staffing Level

334 - Tier 3 Importers

25,607 - Total Validations Completed

12,546 - Initial Validations Completed

13,601 - Revalidations Completed

Number of completed validations by year:

2013: 578 Initial Validations + 1,553 Revalidations = 2,131 Total Validations

2014: 270 Initial Validations + 977 Revalidations = 1,247 Total Validations

1,878 - Total Suspensions

1,342 - Total Removals

**C-TPAT Partners
by Type**



Validations Completed by Year



Program Initiatives:

- 8 - Mutual Recognition Arrangements:** New Zealand, Canada, Jordan, Japan, Korea, European Union, Taiwan, Israel
- 4 - Mutual Recognition Projects:** Singapore, China, Mexico, Switzerland
- 12 - Technical Assistance Projects:** India, Turkey, Jamaica, Dominican Republic, Honduras, Panama, Colombia, Chile, Peru, Uruguay, Brazil, Costa Rica
- 4 - Partner Government Agencies:** FDA, TSA, USDA, Coast Guard



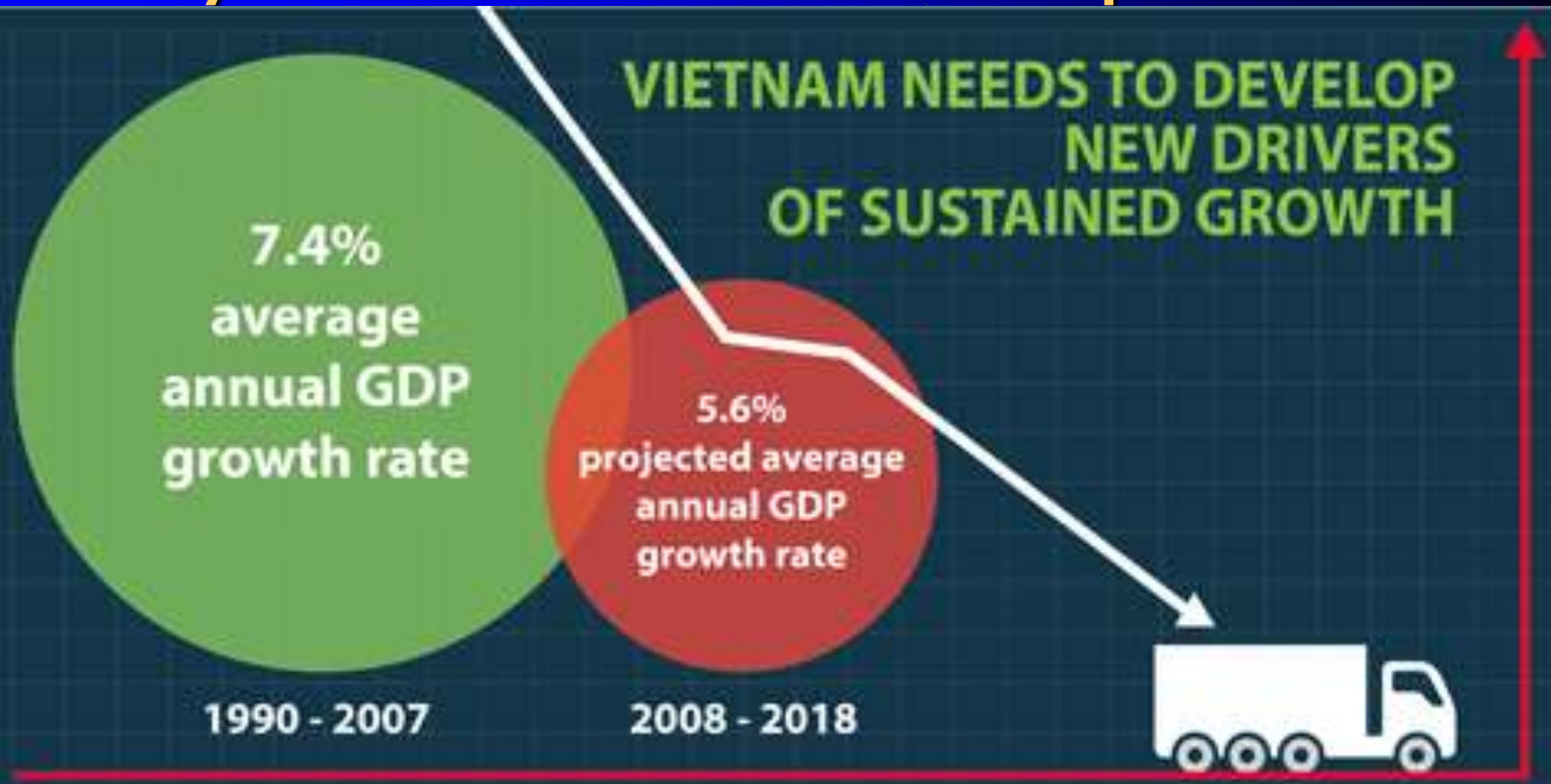
U.S. Customs and Border Protection

TPP and TFA

Why should Gov't help ... ?



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Ho Chi Minh City Chapter



BETTER TRANSPORT AND TRADE LOGISTICS CAN BOOST PRODUCTIVITY AND STRENGTHEN COMPETITIVENESS

TPP and TFA



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Why should Gov't help ... ?

**TẠO THUẬN LỢI THƯƠNG MẠI,
TẠO GIÁ TRỊ
VÀ NĂNG LỰC CẠNH TRANH:
GỢI Ý CHÍNH SÁCH CHO
TĂNG TRƯỞNG KINH TẾ VIỆT NAM**



ỦY BAN QUỐC GIA VỀ
HỢP TÁC KINH TẾ QUỐC TẾ



NGÂN HÀNG THẾ GIỚI

A formal meeting is taking place in a conference room. A large banner at the back of the room reads "THỦ TƯỚNG NGUYỄN TẤN DŨNG LÀM VIỆC VỚI TỔNG CỤC HẢI QUAN" (Prime Minister Nguyễn Tấn Dũng working with the General Department of Customs). Below the banner, it says "Hà Nội, ngày 09 tháng 7 năm 2014" (Hanoi, July 9, 2014). In the center, a man in a white shirt is speaking at a podium. To his left, several other men are seated at a long table, also in white shirts. The room is decorated with yellow and pink flowers on the tables. The Vietnamese flag is visible on the left side of the frame.

**THỦ TƯỚNG NGUYỄN TẤN DŨNG
LÀM VIỆC VỚI TỔNG CỤC HẢI QUAN**

Hà Nội, ngày 09 tháng 7 năm 2014



TPP and TFA

Why should Gov't help ... ?

Technical assistance commitment in the TFA

Section II, Art 9. Provision of Assistance for Capacity Building

“9.1. Donor Members agree to facilitate the provision of assistance and support for capacity building to developing country and least developed country Members, on mutually agreed terms and either bilaterally or through the appropriate international organizations. The objective is to assist developing country and least developed country Members to implement the provisions of Section I of this Agreement.”



USAID
FROM THE AMERICAN PEOPLE



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra



**NORWEGIAN MINISTRY
OF FOREIGN AFFAIRS**

Financial Commitment of US\$30 Million to date
Initial Program Time Frame: June 2014 – June 2019

Why such large gains?

- **More exports** of manufactures (34%)*
- **More imports** of consumer and production goods (27%)*
- **More inward FDI** due to investor optimism
- **Stronger links** to international supply chains
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Ngày 14 / 10 / 2014

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TPP



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Why should Gov't help ... ?

TRADE FACILITATION, VALUE CREATION, AND COMPETITIVENESS:

POLICY IMPLICATIONS FOR VIETNAM'S ECONOMIC GROWTH



NATIONAL COMMITTEE
FOR INTERNATIONAL
ECONOMIC COOPERATION



THE WORLD BANK