

# Trade Compliance 101

What every U.S. importer needs to know to keep goods moving



## 1 The 4 pillars of Trade Compliance

Get These Wrong, And You Risk Delays Or Fines



### HS Codes

Classify by product characteristics, not just the lowest duty.



### Valuation

Include all assets and declare the true transaction value.



### Country of Origin

It's where goods are *transformed*, not shipped from.



### Quantity

Report using required statistical units, dictated by HS code.

## 2 What happens when you get it wrong?

### Non-Compliance Can Cost You



Mistake	Impact
Misclassified HS Code	Delays, audits, regulatory flags
Incorrect Valuation	Underpaid duties, CBP penalties
Wrong COO or Quantity	Loss of FTA benefits, reputational harm

## 3 Who owns compliance?

The Importer Of Record Is Legally Responsible



Even if your broker files the paperwork, you're liable if something goes wrong.

## 4 Why proactive compliance pays off



### Reactive Compliance

- Delays at customs
- Missed FTZ & FTA opportunities
- Reputational damage

### Proactive Compliance

- Duty recovery & lower landed cost
- Faster border clearance
- Stronger audit trail

## 5 5 keys to a strong compliance program



Assign ownership



Maintain a classification database



Document your process



Conduct internal audits



Involve expert partners early



## 6 Smarter trade compliance starts with the right partner



Dimerco helps US importers simplify trade compliance across Asia-North America and Asia-Europe lanes. We're CTPAT and AEO certified. Globally connected. And ready to help you move smarter.

To learn more, read our full eBook at: [dimerco.com/resources/trade-compliance-guide-for-global-shippers/](http://dimerco.com/resources/trade-compliance-guide-for-global-shippers/)

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