

# Upcoming Accidental Librarian Webinars

- October 7: Friends, Enemies, and Interests: Foreign Affairs Research with Government Information with Melanie Maksin
- November 11: UN Data with Lisa DeLuca
- December: Inside the Serial Set with Carmen Orth-Alfie
  
- Brought to you by the North Carolina Library Association's Government Resources Section. Join us!  
<http://www.nclaonline.org/government-resources>
- More videos at <http://tinyurl.com/helponyoutube>

“Help! I'm an Accidental Government Information Librarian”

# Where are those containers going? An Introduction to U.S. and Global Trade Data

Wednesday, September 16, 12pm-1pm EST



<https://www.flickr.com/photos/glynlowe/16102607689/> (CC)

Steve Cramer

Business Librarian  
UNC Greensboro

[smcramer@uncg.edu](mailto:smcramer@uncg.edu)

<http://uncg.libguides.com/cramer>



# Agenda

0. Preview
1. Warm-up quiz on trade patterns
2. Introduction to trade data for goods
3. Commodity codes
4. Free databases from the U.S. & U.N.
5. Short discussion of subscription databases

*Exploring the  
quiz questions*

(Slides will be available online soon.)

# Preview:

- Who imports Cuban cigars?



Home & Search   Data Availability   Reference Material   Other ITC Tools   More   Mr. Steven Cramer   English

Product: ... 2402 - Cigars, cheroots, cigarillos & cigarettes   Product Group: None

World Country: Cuba   Country Group: None




Partner: All   Partner Group: None

other criteria: Exports   Yearly time series   by country   Direct data   Values   US Dollar

**List of importing markets for a product exported by Cuba**  
Product: 2402 Cigars, cheroots, cigarillos & cigarettes

Unit : US Dollar thousand

Table   Graph   Map   Companies   FDI data   Tariff data   Standards

Download:      Time Period (number of columns): 5 per page   Rows per page: Default (25 per page)

Bilateral 6 digits	Importers	Exported value in 2002	Exported value in 2003	Exported value in 2004	Exported value in 2005	Exported value in 2006
	World	123,098	196,947	206,250	232,599	216,127
+	<a href="#">Spain</a>	46,391	91,987	71,761	70,939	56,461
+	<a href="#">France</a>	22,855	21,660	27,393	37,377	35,589
+	<a href="#">Cyprus</a>	4,175	7,051	8,838	24,188	26,965
+	<a href="#">Germany</a>	4,866	9,726	8,535	9,979	12,583
+	<a href="#">Hong Kong, China</a>	5,639	6,867	9,929	10,444	11,374
+	<a href="#">Switzerland</a>	11,482	22,985	23,020	13,654	11,154
+	<a href="#">Estonia</a>	287	1 171	2 186	5 470	6 695

Product: ... 2402 - Cigars, cheroots, cigarillos & cigarettes Product Group: None

World Country: Germany Country Group: None

Partner: Cuba Partner Group: None

other criteria: Imports Yearly time series by product Product cluster at 6 digits Values US Dollar

**Existing and potential trade between Germany and Cuba**  
**Product: 2402 Cigars, cheroots, cigarillos & cigarettes**

Unit : US Dollar thousand

Table Graph Map Companies FDI data Tariff data Standards

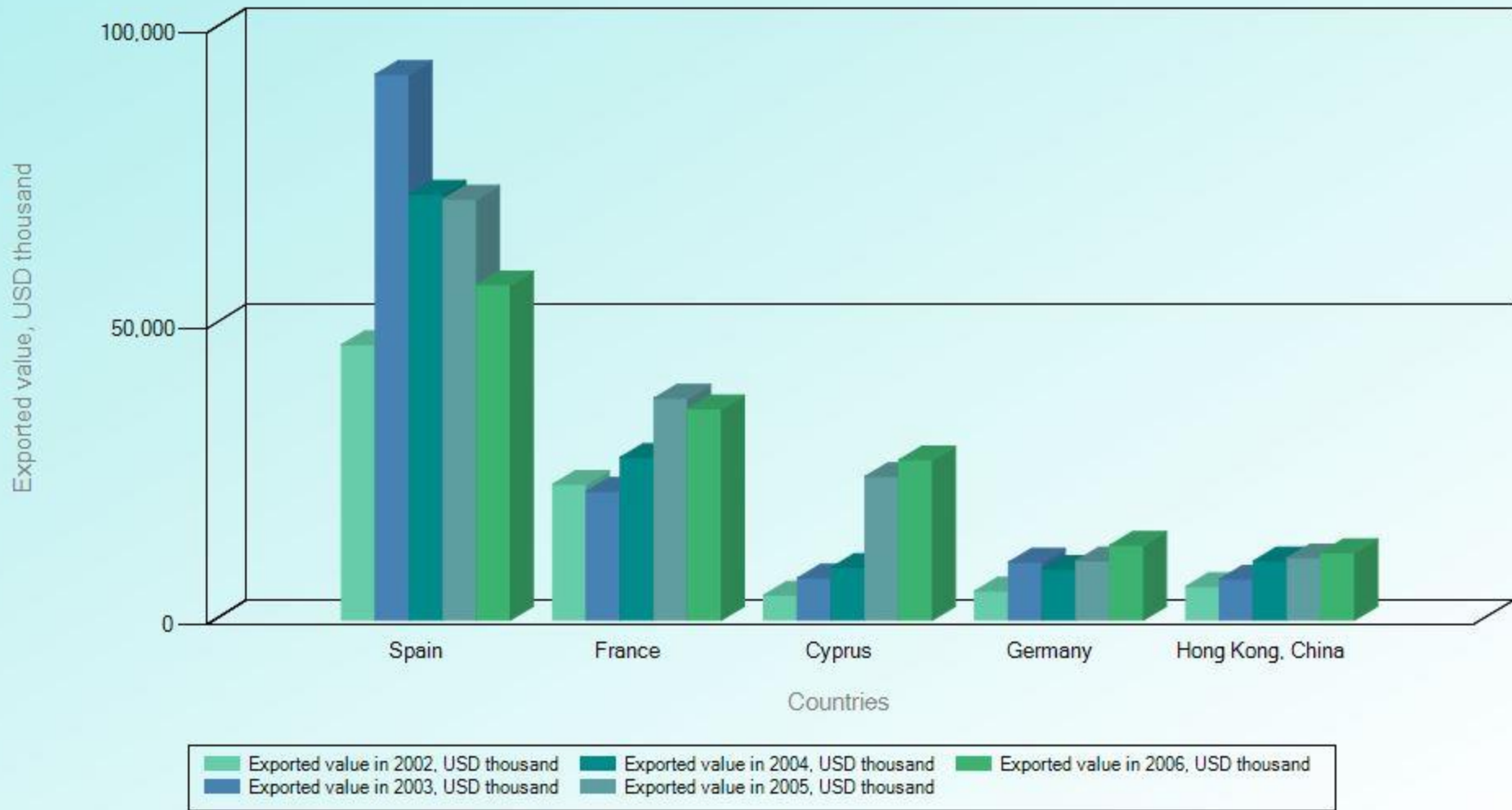
Download: Time Period (number of columns): 3 per page Rows per page: Default (25 per page)

HS8	Product code	Product label	Germany's imports from Cuba			Cuba's exports to world			Germany's imports from world			Indicative potential trade		
			Value in 2012	Value in 2013	Value in 2014	Value in 2012	Value in 2013	Value in 2014	Value in 2012	Value in 2013	Value in 2014	Potential in 2012	Potential in 2013	Potential in 2014
	240210	Cigars, cheroots and cigarillos, containing tobacco	21,376	25,480	21,522	262,652	309,074	235,651	130,072	153,170	152,371	108,696	127,690	130,849
	240290	Cigars, cheroots, cigarillos and cigarettes, cntg tobacco substitutes	0	0	0	12	22	55	16	2	1	12	2	1
	240220	Cigarettes containing tobacco	0	0	0	2,780	2,684	2,667	740,252	740,221	820,777	2,780	2,684	2,667

Sources: ITC calculations based on UN COMTRADE statistics.

Data based on the partner reported data (Mirror data) are shown in orange

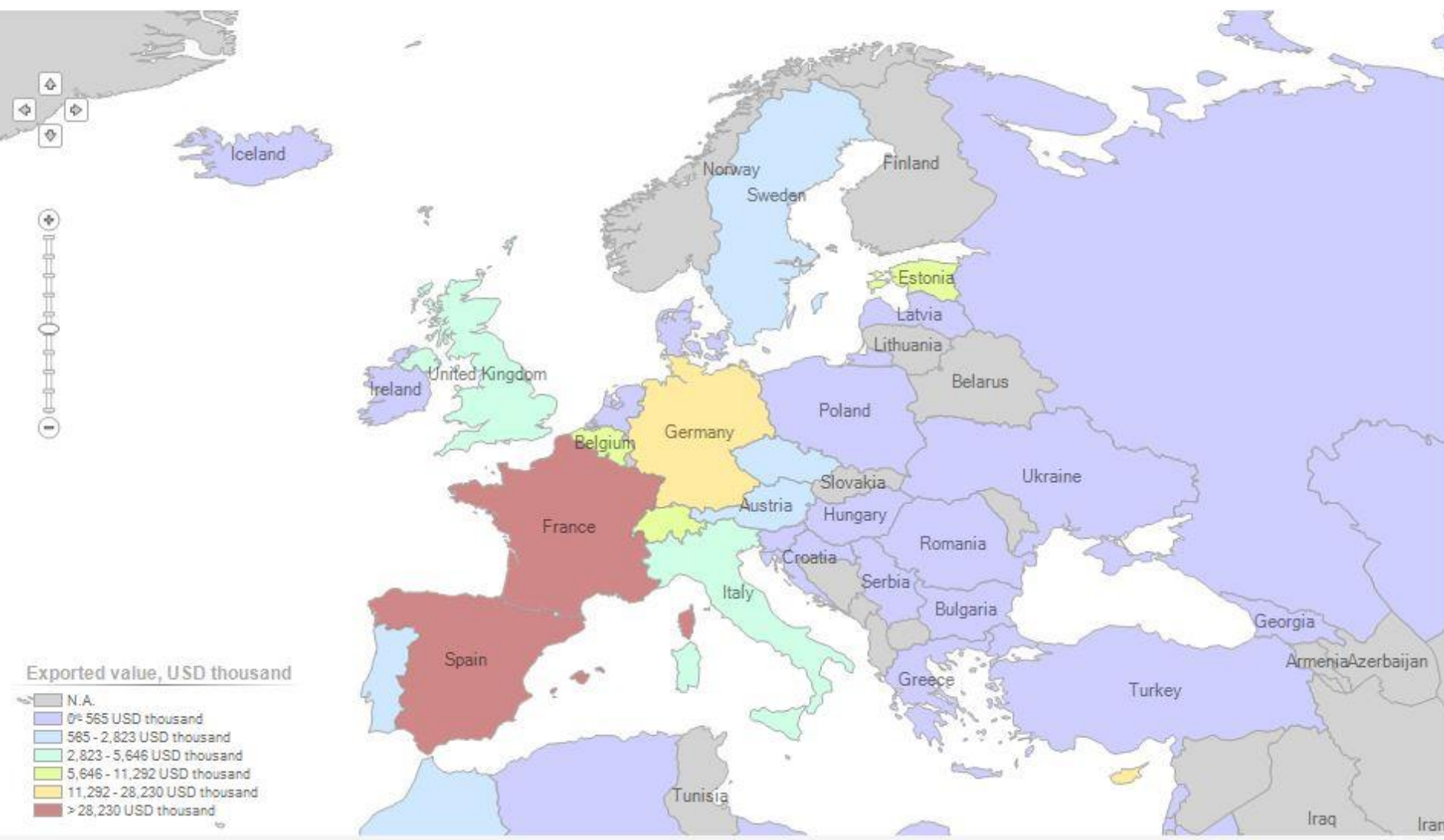
List of importing markets for a product exported by Cuba  
Product: 2402 Cigars, cheroots, cigarillos & cigarettes





# List of importing markets for a product exported by Cuba in 2006

Product : 2402 Cigars, cheroots, cigarillos & cigarettes



# Guides for future reference

## From libraries

- <http://uncg.libguides.com/trade>
- [http://guides.library.georgetown.edu/International Trade](http://guides.library.georgetown.edu/International_Trade)
- <http://libguides.princeton.edu/trade>

## From .GOVs

- [http://www.trade.gov/mas/ian/referenceinfo/tg\\_ian\\_001872.asp](http://www.trade.gov/mas/ian/referenceinfo/tg_ian_001872.asp) -- “Trade Data Basics”
- <http://www.census.gov/foreign-trade/>
  - <https://www.census.gov/foreign-trade/guide/index.html>
- <http://www.export.gov/tradedata/index.asp>
- <http://www.bea.gov/international/index.htm> (trade in services & intellectual property)

A data librarian’s recent book that describes core trade data sources:

- *The Reference Guide To Data Sources* (see ch. 16: Economics: Trade & Tariffs) by Julia Bauder (ALA editions, 2014)

# First, a quiz!

1. What product category leads California exports?
2. Which state exports the most transportation equipment?
3. What is the most imported type of product from Canada to the U.S.?
4. What is Thailand's biggest export to China?
5. What country exports the most raw, natural cork?

## 2. Introduction to trade data for goods

- [US Code Title 13 Ch.9](#): *“to foster, promote, develop, and further the commerce, domestic and foreign, of the United States and for other lawful purposes.”*
- U.S. Census collects
- Export value must be more than \$2,500 per commodity shipped to be recorded (low-value exports get estimated)

[http://www.trade.gov/mas/ian/referenceinfo/tg\\_ian\\_001872.asp](http://www.trade.gov/mas/ian/referenceinfo/tg_ian_001872.asp)

# How is U.S. trade data collected?

Electronic Export Information (EEI) is filed with the Census via:

- Old tool: **Shipper's Declaration**
- Newer tool: **Automated Export System (AES)**: web-based and software: <https://aesdirect.census.gov/>
- [https://aesdirect.census.gov/download/userguide/AESDirect Sample Shipment 05-28-2014.pdf](https://aesdirect.census.gov/download/userguide/AESDirect%20Sample%20Shipment%2005-28-2014.pdf) (a sample)

Imports:

- “Compiled primarily from automated data submitted through the U.S. Customs' Automated Commercial System.”
- <http://www.census.gov/foreign-trade/guide/sec2.html#source>

**SHIPPER'S EXPORT DECLARATION**

<b>1a. U.S. PRINCIPAL PARTY IN INTEREST (USPPI)</b> <i>(Complete name and address)</i>  <div style="text-align: right; border: 1px solid black; padding: 2px;">ZIP CODE</div>		<b>2. DATE OF EXPORTATION</b>	<b>3. TRANSPORTATION REFERENCE NO.</b>
<b>b. USPPI EIN (IRS) OR ID NO.</b>	<b>c. PARTIES TO TRANSACTION</b> <input type="checkbox"/> Related <input type="checkbox"/> Non-related		
<b>4a. ULTIMATE CONSIGNEE</b> <i>(Complete name and address)</i>  ----- <b>b. INTERMEDIATE CONSIGNEE</b> <i>(Complete name and address)</i>		<b>6. POINT (STATE) OF ORIGIN OR FTZ NO.</b>	
<b>5. FORWARDING AGENT</b> <i>(Complete name and address)</i>		<b>7. COUNTRY OF ULTIMATE DESTINATION</b>	
<b>8. LOADING PIER</b> <i>(Vessel only)</i>	<b>9. METHOD OF TRANSPORTATION</b> <i>(Specify)</i>	<b>14. CARRIER IDENTIFICATION CODE</b>	<b>15. SHIPMENT REFERENCE NO.</b>
<b>10. EXPORTING CARRIER</b>	<b>11. PORT OF EXPORT</b>	<b>16. ENTRY NUMBER</b>	<b>17. HAZARDOUS MATERIALS</b> <input type="checkbox"/> Yes <input type="checkbox"/> No
<b>12. PORT OF UNLOADING</b> <i>(Vessel and air only)</i>	<b>13. CONTAINERIZED</b> <i>(Vessel only)</i> <input type="checkbox"/> Yes <input type="checkbox"/> No	<b>18. IN BOND CODE</b>	<b>19. ROUTED EXPORT TRANSACTION</b> <input type="checkbox"/> Yes <input type="checkbox"/> No

<b>20. SCHEDULE B DESCRIPTION OF COMMODITIES</b> <i>(Use columns 22-24)</i>					VIN/PRODUCT NUMBER/ VEHICLE TITLE NUMBER	VALUE (U.S. dollars, omit cents) <i>(Selling price or cost if not sold)</i>
D/F or M  (21)	SCHEDULE B NUMBER  (22)	QUANTITY - SCHEDULE B UNIT(S)  (23)	SHIPPING WEIGHT <i>(Kilograms)</i>  (24)		(25)	(26)

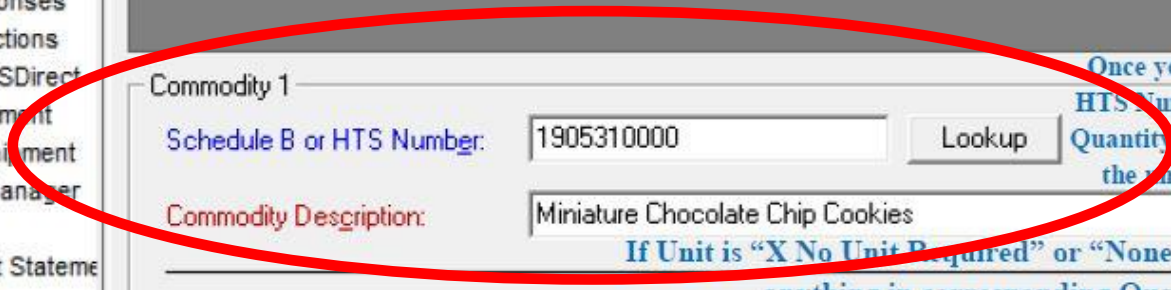
- Welcome to AESPCLink
- Create New Shipment
- Company Profiles
  - USPPI
  - Consignee
  - Freight Forwarder
- Shipment Templates
- Shipment Responses
- AESDirect Functions
  - Send to AESDirect
  - Delete Shipment
  - Retrieve Shipment
  - Shipment Manager
- Internet Links
  - Privacy Act Statement
  - AESDirect
  - Census Bureau
  - AES

Edit Shipment Schedule B Number in Use

Shipment Information | USPPI | Uit. Consignee | **Commodities** | Int. Consignee | Freight Forwarder | Equipment Details

Comm. #	Schedule B or HTS Number	Commodity Description	Veh.
1	1905310000	Miniature Chocolate Chip Cookies	0

New Commodity  
Delete All



Commodity 1

Schedule B or HTS Number: 1905310000

Commodity Description: Miniature Chocolate Chip Cookies

Once you enter in the Schedule B or HTS Number, the Units for 1<sup>st</sup> and 2<sup>nd</sup> Quantity are populated. Do not change the units in either dropdown box.

If Unit is "X No Unit Required" or "None Selected" do not put anything in corresponding Quantity field.

1<sup>st</sup> Quantity: 840 Units for 1st Quantity: KG:KILOGRAMS

2<sup>nd</sup> Quantity: Units for 2nd Quantity: None Selected

Value: 3500 (Whole U.S. Dollars)

Gross Weight: 840 (Whole Kilograms)

Numbers only!

Choose the appropriate Export Code from drop down list.

Export Code: OS:GENERAL EXPORTS (ALL OTHERS)

Origin of Goods:  Domestic  Foreign  None

Choose the appropriate License Type from drop down list.

License Type: C33:NLR NO LICENSE REQUIRED, OR ONLY CONTROLLED F

# Data collected:

- Commodity classification (HS code)
- Quantity (measurement units vary by type of product)
- Value (FIS incoterm (*Free Alongside Ship*))
- Shipping weight
- Method of transportation (air or vessel)
- State of origin (movement)
- Customs district
- Customs port
- Country of destination



# Reminder: This trade data is **country** data, not **company** data

- Trade data reflects trade flow between places, not between exporting and importing companies.
- There are vendors that sell data regarding the exports or imports of companies (ex. [PIERS](#) & [Datamyne](#))
- Such data usually only covers ports (container shipping)
  - For competitive intelligence, can be problematic since companies often trade through third-party intermediaries like freight-forwarders or export management companies
- The Census' *Exporter Database* and *Importer Database* only available to qualified researchers with approved projects via [Census Research Data Centers](#)

# Global v. Bilateral data

- Global: country to world
- Bilateral: country to country

**HTS - 8482200040: CUP AND CONE TAPERED ROLLER  
ASSEMBLIES EXPORTED AS A SET, (EXCEPT WHEEL HUB UNITS)  
WITH CUPS HAVING AN OUTSIDE DIAMETER NOT EXCEEDING  
102 MM**

**FAS Value by FAS Value  
for ALL Countries**

**U.S. Total Exports**

**Annual Data**

**Bilateral  
or global?**

TOTAL	2011	2012	2013	2014	Percent Change 2013 - 2014
	<i>In 1,000 Dollars</i>				
TOTAL	43,357	47,929	55,026	74,543	35.5%
Total	43,357	47,929	55,026	74,543	35.5%

**HTS - 8482200040: CUP AND CONE TAPERED ROLLER  
ASSEMBLIES EXPORTED AS A SET, (EXCEPT WHEEL HUB UNITS)  
WITH CUPS HAVING AN OUTSIDE DIAMETER NOT EXCEEDING  
102 MM**

**FAS Value by FAS Value  
for ALL Countries**

**U.S. Total Exports**

**Annual Data**

Country	2011	2012	2013	2014	Percent Change 2013 - 2014
	<i>In 1,000 Dollars</i>				
Mexico	1,381	2,701	6,495	21,131	225.4%
Canada	18,439	21,474	19,893	20,557	3.3%
Brazil	1,911	2,467	8,246	8,515	3.3%
France	4,149	4,546	5,026	7,277	44.8%
China	1,911	671	1,717	2,808	63.5%
Singapore	851	428	672	1,855	176.2%
Australia	837	1,614	1,713	1,448	-15.5%

# 090111 = coffee, not roasted, not decaffeinated

show 20 entries

Period	Trade Flow	Reporter	Partner	Commodity Code	Trade Value (US\$)	Netweight (kg)	Qty Unit	Qty
2014	Import	USA	World	090111	\$4,778,321,369	1,346,278,381	Weight in kilograms	1,346,278
2014	Import	Germany	World	090111	\$3,212,631,238	1,081,103,123	Weight in kilograms	1,081,103
2014	Import	Italy	World	090111	\$1,447,281,878	526,970,928	Weight in kilograms	526,970
2014	Import	Japan	World	090111	\$1,332,057,340	407,351,963	Weight in kilograms	407,351
2014	Import	Belgium	World	090111	\$790,239,113	255,082,862	Weight in kilograms	255,082
2014	Import	Spain	World	090111	\$695,514,889	260,237,098	Weight in kilograms	260,237
2014	Import	France	World	090111	\$690,379,395	227,176,674	Weight in kilograms	227,176
2014	Import	Canada	World	090111	\$645,522,711	166,029,321	Weight in kilograms	166,029
2014	Import	Switzerland	World	090111	\$577,592,375	133,856,024	Weight in kilograms	133,856
2014	Import	United Kingdom	World	090111	\$496,182,681	149,018,677	Weight in kilograms	149,018
2014	Import	Netherlands	World	090111	\$484,137,016	149,668,573	Weight in kilograms	149,668
2014	Import	Russian Federation	World	090111	\$391,599,690	135,476,503	Weight in kilograms	135,476

Period	Trade Flow	Reporter	Partner	Commodity Code	Trade Value (US\$)	Netweight (kg)	Qty Unit	Qty
2014	Import	Germany	World	090111	\$3,212,631,238	1,081,103,123	Weight in kilograms	1,081,103,123
2014	Import	Germany	Brazil	090111	\$1,192,067,049	379,745,803	Weight in kilograms	379,745,803
2014	Import	Germany	Viet Nam	090111	\$529,024,910	255,043,996	Weight in kilograms	255,043,996
2014	Import	Germany	Honduras	090111	\$264,431,557	80,661,499	Weight in kilograms	80,661,499
2014	Import	Germany	Peru	090111	\$206,108,461	53,373,780	Weight in kilograms	53,373,780
2014	Import	Germany	Colombia	090111	\$204,261,596	54,268,449	Weight in kilograms	54,268,449
2014	Import	Germany	Ethiopia	090111	\$130,832,704	37,198,061	Weight in kilograms	37,198,061
2014	Import	Germany	Indonesia	090111	\$100,328,848	42,072,440	Weight in kilograms	42,072,440
2014	Import	Germany	Uganda	090111	\$83,551,366	34,153,375	Weight in kilograms	34,153,375
2014	Import	Germany	India	090111	\$79,742,921	29,040,170	Weight in kilograms	29,040,170
2014	Import	Germany	China	090111	\$69,587,509	20,399,702	Weight in kilograms	20,399,702
2014	Import	Germany	Papua New Guinea	090111	\$61,244,892	15,862,364	Weight in	15,862,364

# Sources of international trade data

- United Nations – International Trade Centre
  - Collects and standardizes data from each UN member
  - COMTRADE is their master database
  - WTO involved too, though

The OECD, Eurostat, & the World Bank publish some trade data too.

# Tariffs & VATs

- Tariff = duties on imported goods
- VAT = value added tax

## Resources

- <http://wits.worldbank.org/>
- [https://www.wto.org/english/tratop\\_e/tariffs\\_e/tariff\\_data\\_e.htm](https://www.wto.org/english/tratop_e/tariffs_e/tariff_data_e.htm)
- U.S. Trade Representative: National Trade Estimate Report on Foreign Trade Barriers:  
<https://ustr.gov/about-us/policy-offices/press-office/reports-and-publications/2015/2015-national-trade-estimate>



# Trade in Services

[http://www.trade.gov/mas/ian/referenceinfo/tg\\_ian\\_001872.asp](http://www.trade.gov/mas/ian/referenceinfo/tg_ian_001872.asp)

- Bureau of Economic Analysis
- “Based on quarterly, annual, and benchmark **surveys** and partial information generated from monthly reports”
- “Services trade totals are then **estimated** from these survey results.”
- “**Limited** country or area detail is available due to the lack of adequate source data upon which to base estimates.”
- <http://www.bea.gov/iTable/iTable.cfm?ReqID=62&step=1#reqid=62&step=1&isuri=1>
- [http://www.census.gov/foreign-trade/Press-Release/current\\_press\\_release/index.html](http://www.census.gov/foreign-trade/Press-Release/current_press_release/index.html)

# 3. Commodity codes

- HS/HTS
- SITC
- NAICS\*

*\*not really, but used for trade data too*

# HS codes

- Harmonized System (HS)
  - World Customs Organization
- Classifies commodities/products
- **6-digits** long; used globally
  
- US version = Harmonized Tariff Schedule/System (HTS)
- For **U.S. exports**, up to **10-digits**
  - Also called “Schedule B”
- For **US imports**, also up to **10-digits**
  - But not necessarily the same as Schedule B at the 8- and 10-digit level

# HS codes: updated regularly

- HS/global codes: updated **annually**
- HTS/U.S. codes: can be updated **anytime**
  
- Codes can be **changed** or **added**
- These updates can make **time series** analysis more complicated
- Example of a recent change:

**HTS - 210320: TOMATO KETCHUP AND OTHER TOMATO SAUCES**  
**FAS Value by FAS Value**  
**for ALL Countries**

**U.S. Total Exports**

**Annual Data**

HTS Number	2009	2010	2011	2012	2013	2014	Percent Change 2013 - 2014
	<i>In 1,000 Dollars</i>						
2103204050 TOMATO SAUCES, NESOI	0	0	179,496	205,323	218,372	221,834	1.6%
2103202000 TOMATO KETCHUP	36,416	43,693	58,814	54,312	48,857	79,379	62.5%
2103204010 TOMATO SAUCES, CERTIFIED ORGANIC, EXCEPT KETCHUP	0	0	21,987	12,133	15,063	19,616	30.2%
2103204000 TOMATO SAUCES, NESOI	193,205	222,826	0	0	0	0	N/A
<b>Total</b>	<b>229,621</b>	<b>266,519</b>	<b>260,297</b>	<b>271,768</b>	<b>282,293</b>	<b>320,829</b>	<b>13.7%</b>

# HTS - 210320: TOMATO KETCHUP AND OTHER TOMATO SAUCES

## FAS Value by FAS Value for ALL Countries

### U.S. Total Exports

#### Annual Data

HTS Number	2009	2010	2011	2012	2013	2014	Percent Change 2013 - 2014
	<i>In 1,000 Dollars</i>						
2103204050 TOMATO SAUCES, NESOI	0	0	179,496	205,323	218,372	221,834	1.6%
2103202000 TOMATO KETCHUP	36,416	43,693	58,814	54,312	48,857	79,379	62.5%
2103204010 TOMATO SAUCES, CERTIFIED ORGANIC, EXCEPT KETCHUP	0	0	21,987	12,133	15,063	19,616	30.2%
2103204000 TOMATO SAUCES, NESOI	193,205	222,826	0	0	0	0	N/A
<b>Total</b>	<b>229,621</b>	<b>266,519</b>	<b>260,297</b>	<b>271,768</b>	<b>282,293</b>	<b>320,829</b>	<b>13.7%</b>

# Searching & Browsing HS codes

- Export codes/Schedule B:

<http://www.census.gov/foreign-trade/schedules/b/index.html>

- Import codes:

<http://hts.usitc.gov/> or

<http://www.usitc.gov/tata/hts/bychapter/index.htm>

# Schedule B:

<http://www.census.gov/foreign-trade/schedules/b/index.html>

- Chapter (PDF or HTML)
  - Begins with scope notes, definitions, cross-references
  - Can see hierarchies and product families
- Search engine
  - Contracted out to 3CE (company in Montreal)
  - Artificial intelligence/decision tree
  - Best to double-check the chapter for your desired code (ex. to review scope notes, other members of the HS product family, etc.)



# Schedule B Search Engine

Describe your product:

Classify

[Contact](#) | [Help](#) | [Terms of Use](#)

Here is what we know about your **T-shirt**

## Assumed characteristics

condition	other	than antique; worn	<a href="#">(modify)</a>
magnetic property	other	than magnetic	<a href="#">(modify)</a>
characteristics	other	than toy; collection of scientific or historical interest	<a href="#">(modify)</a>
constituent	other	than gut, goldbeater's skin, bladder or tendon; inedible nut; mineral wax, vegetable or animal wax, modelling paste or stearin; impregnated, coated, covered or laminated fabric; felt or nonwoven; feather or down	<a href="#">(modify)</a>
end use	other	than for animals; festive, carnival or other entertainment occasions	<a href="#">(modify)</a>
special feature	other	than lined with furskin; with furskin on the outside; lined with artificial fur; with artificial fur on the outside	<a href="#">(modify)</a>
composition	other	than plastics; rubber; leather; furskin; artificial fur; paper pulp, paper, paperboard, cellulose wadding or webs of cellulose fibres; insulating mineral material; pearl; precious or semi-precious stone	<a href="#">(modify)</a>

## Known characteristics

construction	knitted or crocheted	not other	<a href="#">(modify)</a>
--------------	----------------------	-----------	--------------------------

Tell us more about the **gender or life stage**



composition other

than plastics; rubber; leather; furskin; artificial fur; paper pulp, paper, paperboard, cellulose wadding or webs of cellulose fibres; insulating mineral material; pearl; precious or semi-precious stone

[\(modify\)](#)

### Known characteristics

construction knitted or crocheted not other

[\(modify\)](#)

gender or life stage other than babies'

[\(modify\)](#)

composition 50% cotton;50% other textile material

[\(modify\)](#)

**Schedule B**

**Notes**

Please read all 10-digit descriptions to find the one that best matches your product

### U.S. Census Bureau - Foreign Trade Schedule B (2015)

Schedule B Number	Description	Unit of Quantity	Export Value (Dollars)	
			2010	2009
61.09	- T-shirts, singlets, tank tops and similar garments, knitted or crocheted:			
6109.90	- - Of other textile materials:		107,383,548	80,747,665
	- - - Of manmade fibers:			
	- - - - Men's or boys':			
6109.90.1008	- - - - - T-shirts	Doz.; kg		
6109.90.1018	- - - - - Tank tops and singlets	Doz.; kg		
6109.90.1047	- - - - - Thermal undershirts	Doz.; kg		
6109.90.1049	- - - - - Other	Doz.; kg		
	- - - - Women's or girls':			
6109.90.1055	- - - - - T-shirts	Doz.; kg		
6109.90.1068	- - - - - Tank tops and singlets	Doz.; kg		

Section XVIII - Chapter 92

Musical Instruments; Parts and Accessories of Such Articles

Notes

1. This chapter does not cover:

- (a). Parts of general use, as defined in note 2 to section XV, of base metal (section XV), or similar goods of plastics (chapter 39);
- (b). Microphones, amplifiers, loudspeakers, headphones, switches, stroboscopes and other accessory instruments, apparatus or equipment of chapter 85 or 90, for use with but not incorporated in or housed in the same cabinet as instruments of this chapter;
- (c). Toy instruments and apparatus (heading 9503);
- (d). Brushes for cleaning musical instruments (heading 9603); or
- (e). Collectors' pieces or antiques (heading 9705 or 9706).

2. Bows and sticks and similar devices used in playing the musical instruments of headings 9202 or 9206 exported with such instruments in numbers normal thereto and clearly intended for use therewith, are to be classified in the same heading as the relative instruments.

Cards, discs and rolls of heading 9209 exported with an instrument are to be treated as separate articles and not as forming a part of such instrument.

Schedule B No. and Headings	Commodity Description	Unit of Quantity	Second Quantity
92	Musical Instruments; Parts and Accessories of Such Articles		
92.01	- Pianos, including player pianos; harpsichords and other keyboard stringed instruments:		
9201.10.0000	-- Upright pianos	No.	
9201.20.0000	-- Grand pianos	No.	
9201.90.0000	-- Other	No.	
92.02	- Other string musical instruments (for example, guitars, violins, harps):		
9202.10.0000	-- Played with a bow	No.	

# Exercise: Looking up a code

- What is the 10-digit Schedule B code for a wooden table intended for use in a living room?

# HS codes: structured & hierarchical

- Schedule B has 98 chapters (sections) based on the 98 2-digit codes.
- Each chapter covers a broad product group.
- Codes are hierarchical: longer codes define a more detailed product
- Long codes are often part of a product family

# HS codes: short & long

- Examples:
  - men's cotton t-shirts, knitted or crocheted = 610910
  - men's cotton thermal undershirts, knitted or crocheted = 6109100011
- Can be 2, 4, 6, 8, or 10-digits long
- Codes are based primarily on the **composition** of the material, but sometimes also how the material is **manufactured**.

# Hierarchy example:

- 61** Articles of Apparel and Clothing Accessories, Knitted or Crocheted
- 6110** Sweaters, pullovers, sweatshirts, waistcoats (vests), and similar articles
- 611020** Of cotton, containing 36 percent or more by weight of flax fibers
- 6110201020** Women or girls'

Therefore the full product description of 6110201020 is:

“Sweaters, pullovers waistcoats (vests), and similar articles of cotton, containing 36 percent or more by weight of flax fibers, for women or girls.”

# SITC: UN commodity codes

- Standard International Trade Classification
- <http://unstats.un.org/unsd/trade/sitcrev4.htm>
- Structure: <http://unstats.un.org/unsd/cr/registry/regcst.asp?Cl=28&Lg=1>
- Nine top levels
- Maximum length: 5 digits
- Hierarchical
- But UN trade data also available at 6-digit HS



# NAICS codes

- U.S. Census **industry** codes (Economic Census), but also used by some U.S. trade databases
- <http://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2012>
- Up to 6-digits long
- Hierarchical
- Useful (naturally) for industry trade trends, as opposed to product or product groups

# Correspondence/concordance tables

- Examples: HS to NAICS; SITC to TC
- Can be messy to compare different data from coding systems – be careful
- These tables can get out of date quickly
- <http://www.census.gov/foreign-trade/reference/codes/index.html#concordance>
- <http://unstats.un.org/unsd/cr/registry/regot.asp?Lg=1>

## 4. Some free sources

- TradeStats Express (US ITA)
- State Trade Data (US Census)
- USITC Interactive Tariff and Trade DataWeb (requires free registration)
- Trade Data Online (Industry Canada) (*includes US data*)
- Trade Map, International Trade Center (UN/WTO)

On Oct. 15, the Census' "USA Trade Online" will become free to all: <https://usatrade.census.gov/>

# TradeStats Express (US ITA)

<http://tse.export.gov/>

- Exports and imports
- Up to 4-digit HS, 3-digit SITC, & 4-digit NAICS
- Two parts:
  - “National Trade Data”
  - “State Export Data” (NAICS only)
- Data since 2002 (national data) & 1999 (state data)
- Provides basic visual representations of trade, as well as spreadsheet downloads

# State Trade Data (US Census)

<http://www.census.gov/foreign-trade/statistics/state/index.html>

- *Reflects origin of movement (OM), which is not always the production origin. This definition affects agricultural exports the most.*
- Exports and imports
- Provides lists (so not a database) but includes CSV links
- Top 25 commodities for each state, classified by 6-digit HS/Schedule B
- Top 25 trading partner countries for each state.
- Covers last 4 years

# Digression: MSA summaries

- ITA MSA summaries. [www.trade.gov/metrodata](http://www.trade.gov/metrodata)
- Brookings Institution: Export Monitor:  
[www.brookings.edu/research/interactives/2015/export-monitor#10420](http://www.brookings.edu/research/interactives/2015/export-monitor#10420)

# USITC Interactive Tariff and Trade DataWeb

<http://dataweb.usitc.gov/>

- Requires free registration
- Most comprehensive & flexible free source for US
- Exports & imports
- 1989 to near-present; annual, quarterly, or monthly
- Up to 10-digit HS codes (also supports SITC, NAICS, SIC at all levels)
- Provides CSV download links
- Can look intimidating at first, but many of the selection boxes can be ignored as you build a search

# In case anyone asks...

- “**Total exports**” measures the total physical movement of goods out of the United States to foreign countries whether such goods are exported from within the U.S. customs territory or from a Customs and Border Protection (Customs) bonded warehouse or a U.S. Foreign Trade Zone.
- “**Domestic exports**” measures goods that are grown, produced, or manufactured in the United States, and commodities of foreign origin that have been changed in the United States. Goods may be changed in a U.S. FTZ, from the form in which they were imported, or they may be enhanced in value or improved in condition by further processing or manufacturing in the United States.
- “**Re-exports**” measures foreign-origin goods that have previously entered the U.S. customs territory, a Customs bonded warehouse, or a U.S. FTZ, and, at the time of exportation, have undergone no change in form or condition or enhancement in value by further manufacturing in the U.S. customs territory or U.S. FTZs.

<http://www.usitc.gov/publications/research/tradestatsnote.pdf>



# In case anyone asks (part 2)...

- “**General imports**” measures the total physical arrivals of merchandise from foreign countries, whether such merchandise enters the U.S. customs territory immediately or is entered into bonded warehouses or FTZs under Customs custody.
- “**Imports for consumption**” measures the total of merchandise that has physically cleared through Customs immediately or after withdrawal for consumption from bonded warehouses or FTZs under Customs custody.

<http://www.usitc.gov/publications/research/tradestatsnote.pdf>

# Trade Data Online (Industry Canada)

<http://www.ic.gc.ca/eic/site/tdo-dcd.nsf/eng/Home>

- *I like this site for its **rankings** of top commodities, and the **graphing** option.*
- Covers Canada, its provinces, and the U.S.
- Up to 6-digit HS codes.
- Covers 1990-present
- Note default currency is Canadian (US \$ available)
- Industry search is Canadian only (6-digit NAICS)
- Provides download options

# Trade Map, International Trade Center (UN/WTO)

<http://www.trademap.org/>

- Three levels of data access: Free/anonymous, free/registration, subscription
- Global data
- Up to 4-digit HS (free/anon); 6-digit HS (free/reg)
- Covers last 5 years
- Data in value, quantities, share, growth, & index
- Graphs & maps too

## 5. Short discussion of subscription sources

- For the money, users typically gain longer HS codes, more years, and/or more frequent data (ex. monthly)
- May have better display or mapping options
- Carefully explore the free options first, though.
  - For example, I don't know if UNCG really needs to pay for COMTRADE and the PC-TAS CD anymore
  - Also look at USA Trade Online (Census) when it goes free next month

# Some subscription sources

- COMTRADE: <http://comtrade.un.org/>
  - 1962-present; 6-d HS or 5-d SITC
  - (PCTAS = cd-rom version w. 5 years data in same row, good for time series calculations across countries)
- ImportGenius: <https://www.importgenius.com/>
  - Shipping manifests for U.S. imports; data from Latin American countries.
  - Free access to campuses

# More subscription sources

- WiserTrade: <http://www.wisertrade.org/>
  - U.S., state, and country data
  - Visualization tools and more
- Global Trade Information Services: <http://gtis.com/>
  - Global Trade Atlas
  - State Export Edition (up to 6-digit HS codes for state-level data)

# Final questions and discussion

- Thank you! --Steve
- [smcramer@uncg.edu](mailto:smcramer@uncg.edu)