



# How can your logistics service provider (LSP) help you in the world of free trade agreements?

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# Introduction

## FORWARD Belgium and its members

- ✓ Forwarders, customs representatives and logistics service providers.
- ✓ Single **point of contact** for everything related to forwarding, customs, transportation organisation and logistics.
- ✓ The members of FORWARD Belgium are the **architects** of transport. As logistics consultants, they direct the logistics chain and ensure the smooth supply and delivery of your goods by sea, inland shipping, short sea, rail, road or air.



## FORWARD Belgium and its members

✓ Freight Forwarder & customs representative:  
protected profession in Belgium.

✓ Members directory FORWARD Belgium:  
<https://forwardbelgium.be/find-a-forwarder>

✓ FPF Finances: list customs representatives:  
[https://financien.belgium.be/nl/douane\\_accijnzen/ondernemingen/douanevertegenwoordiger/lijst-van-vertegenwoordigers](https://financien.belgium.be/nl/douane_accijnzen/ondernemingen/douanevertegenwoordiger/lijst-van-vertegenwoordigers)





## Working with a customs representative or logistics service provider

### IN GENERAL

- ✓ Looking for the best transport combination
- ✓ Preparing for additional formalities import/export
- ✓ FAVV
- ✓ Signing contract Direct Representation with Belgian customs broker

### TRANSACTIONAL

- ✓ Lodging of the correct import/export declaration in PLDA
- ✓ Lodging of the correct declaration Health authorities (Traces NT)



**FTA**

Free Trade Agreement

## Free Trade Agreement

- ✓ FTA: Not only on import (purchase), also keep an eye on exports (sale).
- ✓ The strenght of your competitive position may be in the knowledge of the free trade agreements (FTA).
- ✓ Your logistics service provider or customs representative is your partner to put that knowledge to practice.

## Free Trade Agreement: an example

**“SOURCING: Don't just search the cheapest.”**

A Belgian firm buys anti-dumping profiles steal in China:

Reason: Is much cheaper than in all other countries!

☞ True or false?

## Free Trade Agreement: an example

Import duties from China: 12%

Same product from Turkey: 0%

The question is when we take into account

- transport cost
- delivery times
- others
  
- What will be the final cost.

## Free Trade Agreement: another example

Products from China: import duties to be paid.

**Logistical consequence:** The retail excess cost (sometimes) is higher than the profit margin.

**Another consequence:** for example: Exports to Switzerland: duties must be paid in Switzerland if goods are non from EU origin.

**So:** On top of higher sales prices, customer will have higher taxes. You are not longer competitive as a company.

## Free Trade Agreement: in various forms

Free trade agreements sometimes come in various forms!

- **Tariff quota:** The EU has introduced quotas for certain products. This means that for these products less import duties have to be paid or even 0% duty. When the quota is used up, you pay the full amount again.
- **Tariff suspension:** This means that for these goods no import duties or reduced import duties are charged, this without quota.
- **Tariff suspension with special destination:** In certain cases, the import duties due are considered to be too high. This is particularly true if the non-Union goods are released for free circulation, used in important sectors of the EU economy, such as shipbuilding and fish processing industries. In such cases, import duties shall be suspended in whole or in part, provided that the non-Union goods are intended to be used for a particular (well-defined) purpose.

## Free Trade Agreement: what to do?

How can we help you?

- ✓ Take contact with your customs representative.
- ✓ He knows where to find the correct information to help you and to reduce the costs of your products.
- ✓ He helps you on the way to learn to discover the different regimes with a reduction in costs as a result.
- You will become more competitive on the market!

## Free Trade Agreement: what to do?

- ✓ Determine the commodity codes!
- ✓ Work with your customs representative to find the most appropriate commodity code. Determining the right commodity code allows you to allow the right free trade agreements.
- ✓ In case of doubt: B T I = Binding tariff information.

## Free Trade Agreement: what to do?

Determine the origin!

- ✓ In order to be able to export your goods under a preferential scheme, your products must have an EU-origin
- ✓ Don't be afraid to get to the heart of the matter. In the long run, it will benefit you no matter what.
- ✓ Contact your supplier, have him deliver a supplier's declaration. Remember: The last one in the chain determines the tag if the goods are not union status.
- ✓ There are a great good of rules to which the goods must comply. Do your homework and save money (and misery).

## Free Trade Agreement: How can the customs representative help?

- ✓ Assist in filling in approved exporter's applications.
- ✓ Register: The sending of a status of consignments required for the approved exporter register.
- ✓ Follow up on the tariff quota.

## Free Trade Agreement: to check:

- <https://trade.ec.europa.eu/access-to-markets/nl/home>

## My Trade Assistant

Inclusief **ROSA** Rules of Origin Self-Assessment

[i Hoe werkt dit formulier?](#)[⚠ Disclaimer ▾](#)

Productnaam of HS-code

Land waaruit

Land waarheen



Zoeken >



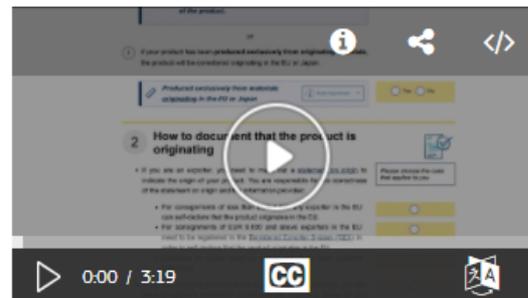
## Exporteren uit de EU? Importeren in de EU?

Access2Markets bevat productspecifieke informatie over

- tarieven en heffingen
- oorsprongsregels
- productvoorschriften
- douaneprocedures
- handelsbelemmeringen
- statistieken

voor alle EU-landen en meer dan 120 exportmarkten wereldwijd.

## Maak kennis met Access2Markets



Maak kennis met de tool

# ROSA



## Free Trade Agreement: to check:

- <https://trade.ec.europa.eu/access-to-markets/nl/content/presentatie-van-rosa>



## RULES OF ORIGIN SELF-ASSESSMENT

Het wereldwijde netwerk van handelsovereenkomsten van de [EU](#) verlaagt de douanerechten of heft deze volledig af.

Om voor lagere of nulrechten in aanmerking te komen, moet uw product aan de oorsprongsregels voldoen.

**ROSA** — de tool voor zelfbeoordeling van [oorsprongsregels](#) in *Access2Markets* — biedt [richtsnoeren](#) in eenvoudige stappen om de [oorsprongsregels](#) voor uw producten vast te stellen.



**Q&A**

Any questions?

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