The United States is one of the top export destinations for businesses around the world. It’s not difficult to see why.

The U.S. has one of the largest and most technologically advanced economies in the world. Compared to most countries, it has low regulatory barriers and strong rule of law. It also has one of the most innovative consumer markets in the world, with access to global supply chains that can lead to exports to other markets.

Every year the World Bank ranks countries for ease of doing business, scoring them on 10 factors including getting credit and enforcing contracts. The U.S. ranked seventh in the world in 2014, making it one of the easiest countries to trade in.

The U.S.’s vast size and the demographic differences between its 50 states, however, can make the U.S. a challenging market to penetrate. There’s also strong competition, high customer service expectations, and significant time differences (4 hours across the 48 contiguous states).

Let this guide be your playbook for expanding your business into the U.S. You’ll find the information, resources and compliance expertise you need as well as charts and tools to help you segment and target sectors of the U.S. market.

Using UPS lets you tap into the largest and most technologically advanced logistics network in the U.S. You can also get supply chain advice that will drive down your costs and speed up your delivery. Whatever your logistics problem might be, UPS experts are on hand to help you solve it.

Country Facts

- **Capital:** Washington, D.C.
- **Population:** 313.91 million (2013)
- **Land area:** 9,161,966 sq km
- **Language:** American English 79.4%, American Spanish 12.8%, other languages 7.8% (2010)

Economy

- **Currency:** U.S. Dollar (USD$)
- **GDP:** USD$16,768.10 billion (2013)
- **GDP per capita:** USD$53,042 (2013)
- **CPI inflation rate:** 1.5% (2013)
- **Total imports:** USD$2,770.40 billion (2013)

Source: World Bank, U.S. Census Bureau

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UPS has a solution for your needs with a diverse range of services.

Need more than just a delivery to the U.S.? UPS can provide you with financial protection, warehousing, quality control checks and other product processing services.

UPS's regional hubs can warehouse or process goods before distribution.

Worldport

The scale of Worldport is immense. The campus, which dwarfs the nearby Louisville International Airport, comprises 10 buildings with a combined 5.2 million square feet of space. Sophisticated warehouse management technology processes 115 packages a second, or 416,000 per hour.

Specialized warehousing and processing is also offered for industries such as healthcare; Worldport has temperature and humidity controlled environments, validated cooler and freezer units and onsite quality assurance staff.

CACH (Chicago Area Consolidation Hub)

Leading-edge warehouse management technology is also used at other U.S. facilities, including UPS’s Chicago Area Consolidation Hub (CACH), which has a processing capacity of between 1.6 and 1.8 million shipments every day. The facility was built in the early 1990s and has 80 acres of paved area with 126 inbound and 1,054 outbound bay doors for unloading and loading. Over 1,900 articulated lorries pulling a total of 3,500 trailers are processed daily.

Supply Chain & Freight Solutions

UPS offers a full range of air and ocean freight services. As one of the world’s largest ocean freight carriers, we handle more than 600,000 20-feet containers annually. We are also able to provide specialized warehousing and production for companies wishing to outsource these services. This may include quality assurance checks, special labelling and tagging, or diagnostic, repair and cosmetic refurbishment of goods. Critical parts can also be delivered from field stocking locations. All of these services are provided with complete visibility, enabling you to monitor demand and optimize inventory levels.

UPS Export to the U.S. (as of April 2015)

<table>
<thead>
<tr>
<th>To Metropolitan Areas in</th>
<th>UPS Worldwide Express Plus®</th>
<th>UPS Worldwide Express®</th>
<th>UPS Worldwide Express Saver® &amp; UPS Worldwide Express Freight™</th>
<th>UPS Worldwide Expedited™</th>
<th>UPS 3 Day Select®</th>
<th>UPS Standard*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles</td>
<td>1 day — 8:00 a.m.</td>
<td>1 day — 10:30 a.m.</td>
<td>1 day — EOD</td>
<td>2 day — EOD</td>
<td>3 day — EOD</td>
<td>5 day* — EOD</td>
</tr>
<tr>
<td>Houston</td>
<td>1 day — 8:00 a.m.</td>
<td>1 day — 10:30 a.m.</td>
<td>1 day — EOD</td>
<td>2 day — EOD</td>
<td>3 day — EOD</td>
<td>5 day* — EOD</td>
</tr>
<tr>
<td>Chicago</td>
<td>1 day — 8:00 a.m.</td>
<td>1 day — 10:30 a.m.</td>
<td>1 day — EOD</td>
<td>2 day — EOD</td>
<td>3 day — EOD</td>
<td>3 day* — EOD</td>
</tr>
<tr>
<td>New York</td>
<td>1 day — 8:00 a.m.</td>
<td>1 day — 10:30 a.m.</td>
<td>1 day — EOD</td>
<td>2 day — EOD</td>
<td>3 day — EOD</td>
<td>3 day* — EOD</td>
</tr>
</tbody>
</table>

*Transit time varies based on origin of shipment.

UPS Export Services to the U.S.

- UPS Express Early A M®
- UPS Worldwide Express
- UPS Worldwide Express Freight
- UPS Worldwide Saver
- UPS Worldwide Expedited
- UPS 3 Day Select®
- UPS Standard

UPS Import Services from the U.S.

- UPS Express Early A M®
- UPS Worldwide Express
- UPS Worldwide Express Freight
- UPS Worldwide Saver
- UPS Worldwide Expedited
- UPS Standard

Calculate the times and costs for your shipping needs here.➡️
For your customers and your company.

More delivery options to the U.S. than other carriers.

UPS has an enormous fully integrated air and ground network in the U.S. that is fast and enables us to give you more options than our competitors. But where we really stand out is in facilitating your ability to do business there. Whether you’re manufacturing and sourcing materials or simply selling and delivering, our team and technology make it easy to plan and ship. As an exporter or importer, know you can always rely on UPS to get your items exactly where they need to go.

Customs Brokerage Network

Our expertise with U.S. and Canadian documentation and customs requirements helps ensure compliance while reducing the chance of potential delays and extra fees. We offer 24/7 customs services with commodity and security inspections to facilitate smooth entry into the country. Additionally, when UPS is your brokerage service provider, we offer free routine customs clearance for your exports into the U.S. for most of our worldwide services.

UPS Access Point™ locations

UPS Access Point locations are convenient places—such as The UPS Store®, or other local businesses that offer easy package pickup or drop-off. With many locations offering weekend and evening hours, they’re designed to make your life easier.

More Information on UPS Access Point here ➤

UPS My Choice®

Put your customers in control of their shipments—on their schedule

Won’t be available to receive a delivery? UPS My Choice members have the flexibility to reschedule, redirect, or have packages delivered to a UPS Access Point location. With up-to-date delivery alerts via text, voice or email, members can set preferences for managing their UPS deliveries every step of the way.

More Information on UPS My Choice here ➤

UPS Paperless® Invoice

Streamline the clearance process by eliminating the need for paper commercial invoices and other international documents by electronically transmitting your trade data to UPS.

How it works

Simply enter shipment commodity details into your UPS shipping system. The information is then available electronically and used to clear your shipment through customs. If you complete your international paperwork outside of the shipping system, the Upload My Forms feature allows you to upload your own trade documents to travel electronically with your shipment. Electronic transmission reduces the chance of manual errors and shipment processing can begin earlier, enabling timely customs clearance.

More information on Paperless Invoice here ➤

UPS Billing Centre

Simplify your billing process with the UPS Billing Centre. Stay organized by viewing, managing and paying your UPS invoices all in one place. Never miss a payment with customizable reports of your billing information that will help you allocate and manage your money more efficiently.

More information on UPS Billing Centre here ➤

UPS TradeAbility™

Our suite of free information-based services helps you manage the movement of goods effectively across international borders. Find harmonized tariff codes, landed cost estimates, compliance information, and more, all from a single Web interface or use our Web service technology to integrate UPS TradeAbility services into your website or backend systems.

More information on UPS TradeAbility here ➤
With private industries contributing 87% of U.S. GDP, which ones are the most important?

When thinking of industries in the U.S, it’s very likely you might think of traders in New York, oil barons in Texas, tech millionaires in Silicon Valley or Hollywood producers in Los Angeles. It’s no coincidence that these stereotypes exist. Banking, mining, technology and entertainment make significant contributions to the GDPs of New York, Texas and California. And the combined GDP of these three states makes up 30% of the U.S. total. Aside from these three states, there is vast opportunity in many other industries throughout the U.S.

West
California, the most populous state in the U.S., contributes a whopping 13% to the U.S. GDP. Data processing, internet publishing, motion picture and sound recording industries make a significant contribution to the state’s economy. Its GDP is so large that, if it were a country, it would rank eighth as the most economically powerful in the world. Only the rest of the United States, China, Japan, Germany, France, Brazil and the United Kingdom would have larger economies.

South
Texas GDP ranks alongside Canada and India, the world’s 11th and 12th-largest economies respectively. Energy is a dominant force politically and economically within the state as Texas has a quarter of the nation’s oil reserves and is the sixth-largest oil producer in the world. In addition, Atlanta, Georgia is highly attractive for established companies, technology start-ups and entrepreneurs alike. The city is home to top technology researchers at world-class universities and offers a talent pool of over 230,000 university students. Atlanta’s growing technology sector is quickly evolving into a premiere destination for businesses.

Northeast
New York City is not only the most populous city in the U.S., but if the state of New York were an independent nation, it would have the 15th largest economy in the world. The city’s financial district around Wall Street is one of the world’s leading financial centres. It is also home to some of the world’s largest media conglomerates.

Midwest
Since the recent global recession, the industries making the largest contribution to U.S. growth are manufacturing, wholesale trade, transportation and warehousing, as well as professional and business services. These four industries have grown by a phenomenal 21% in the past five years. The turnaround in the manufacturing industry is largely ascribed to buoyancy in the automobile industry, which has benefited from rising consumer sentiment and the growing availability of financing options. This is bringing prosperity to the Midwest and South, the country’s manufacturing heartland.

Value Added by Industry as a Percentage of GDP (2013)

<table>
<thead>
<tr>
<th>Gross domestic product</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private industries</td>
<td>86.8</td>
</tr>
<tr>
<td>Finance, insurance, real estate, rental, and leasing</td>
<td>20.2</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>12.1</td>
</tr>
<tr>
<td>Professional and business services</td>
<td>11.8</td>
</tr>
<tr>
<td>Educational services, health care, and social assistance</td>
<td>8.2</td>
</tr>
<tr>
<td>Wholesale trade</td>
<td>6</td>
</tr>
<tr>
<td>Retail trade</td>
<td>5.8</td>
</tr>
<tr>
<td>Information</td>
<td>4.6</td>
</tr>
<tr>
<td>Construction</td>
<td>3.7</td>
</tr>
<tr>
<td>Arts, entertainment, recreation, accommodation, and food services</td>
<td>3.7</td>
</tr>
<tr>
<td>Transportation and warehousing</td>
<td>2.9</td>
</tr>
<tr>
<td>Mining</td>
<td>2.6</td>
</tr>
<tr>
<td>Other services, except government</td>
<td>2.2</td>
</tr>
<tr>
<td>Utilities</td>
<td>1.6</td>
</tr>
<tr>
<td>Agriculture, forestry, fishing, and hunting</td>
<td>1.4</td>
</tr>
<tr>
<td>Government</td>
<td>13.2</td>
</tr>
</tbody>
</table>

Top 10 State Contributions to GDP in USD (million)

<table>
<thead>
<tr>
<th>Rank</th>
<th>State</th>
<th>GDP 2013*</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>California</td>
<td>2,050,693</td>
</tr>
<tr>
<td>2</td>
<td>Texas</td>
<td>1,387,598</td>
</tr>
<tr>
<td>3</td>
<td>New York</td>
<td>1,226,619</td>
</tr>
<tr>
<td>4</td>
<td>Florida</td>
<td>750,511</td>
</tr>
<tr>
<td>5</td>
<td>Illinois</td>
<td>671,407</td>
</tr>
<tr>
<td>6</td>
<td>Pennsylvania</td>
<td>603,872</td>
</tr>
<tr>
<td>7</td>
<td>Ohio</td>
<td>526,196</td>
</tr>
<tr>
<td>8</td>
<td>New Jersey</td>
<td>509,067</td>
</tr>
<tr>
<td>9</td>
<td>North Carolina</td>
<td>439,672</td>
</tr>
<tr>
<td>10</td>
<td>Virginia</td>
<td>426,423</td>
</tr>
</tbody>
</table>

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No matter which industry you’re in, we can optimize your supply chain logistics.

**Healthcare**

UPS serves many healthcare companies to choreograph logistics of all types, from the factory floor to a patient’s front door; and we do it in the reliable, compliant way that has made us the industry leader. UPS healthcare facilities and services include:

- More than three-million square feet of compliant, dedicated healthcare distribution space in North America and warehouse facilities specially designed for healthcare products.
- For companies with temperature-sensitive needs, UPS has multiple Prescription Drug Marketing Act and current Good Manufacturing Practice compliant distribution centres that offer temperature and humidity controlled environments.
- UPS has a dedicated, multi-functional team of over 5,000 healthcare supply chain experts around the globe who understand the healthcare industry’s complex and unique needs.

UPS has the proven capabilities and solutions to help healthcare companies get products to market quickly, meet time-critical customer needs and solve industry issues.

**Industrial Manufacturing**

We know how important it is to keep operating costs down while maintaining the flexibility required by your operations and your customers. At UPS, our global logistics network and depth of supply chain expertise combine to offer a holistic view of your supply chain – helping you identify obstacles, streamline processes and stay lean and competitive in your fast-moving world.

- Transportation – A single point of contact to the world’s largest integrated transportation network, reaching over 220 countries and territories by air, ground, ocean and rail.
- Technology – Advanced visibility and productivity tools to help you plan inventory and production, and meet customer commitments with greater confidence and precision.
- Consultation – Supply chain and network optimization expertise designed to offer objective recommendations that deliver quantified value. UPS can offer the knowledge, solutions and seamless network manufacturers need to stay ahead of the competition.

**High-tech**

Our network of facilities enables optimal staging of your inventory and helps reduce time-in-transit and overall transportation costs. UPS facilities and services for the high-tech industry include:

- Handle inventory, warehousing and management with **Critical Order Fulfillment**. The combination of hundreds of distribution centres in the U.S. puts you closer to your customers and offers order and inventory visibility.
- Get your valuable products to the U.S. with **UPS Express Service**. **UPS Express® Early** will get your product there next day as early as 8:00 a.m. **UPS WorldWide Express™** will deliver them next day by 10:30 a.m. or 12:00 noon.
- With our advanced technology that produces pre-printed, bar-coded, web-enabled return labels, you can maintain complete visibility of your returned parts. We can also screen, test and diagnose critical parts to be refurbished and returned to inventory.
- Gain the knowledge to put the right type and quantity of parts in the right locations. We’ll help you with parts planning, site selection and replenishment strategies to minimize inventory while meeting your service level agreements. Plug into UPS logistics expertise and give yourself greater efficiency and a competitive advantage.

**Retail**

UPS logistics expertise helps you streamline your supply chain – everything from your packaging to your distribution model. UPS facilities and services for the retail industry include:

- The **UPS suite of technology tools** can help large or small retailers provide better customer service and make shipping, tracking and returns more efficient.
- Reduce your inventory without jeopardizing your safety stock, with a comprehensive solution that includes supply chain design, planning and implementation. Our infrastructure enables you to quickly respond to market and seasonal fluctuations.
- Eliminate the need for distribution centres and reduce time in transit by transporting products directly to your stores or customers’ doors through **UPS Trade Direct™ Air** and **UPS Trade Direct™ Ocean**.
- **UPS My Choice®** helps your customers stay up-to-date with proactive delivery alerts letting them know when their packages will arrive, and in most instances, providing an estimated delivery time.
- Simplify the process of collecting customer returns with **UPS Returns®** and provide your customers with a return shipping label that can be attached to the item for return. UPS’s multi-modal shipping services and worldwide technologies help you deliver the best customer experience.
Learn the finer nuances of doing business with our southern neighbour.

We share many common values and the longest undefended border with our neighbour to the south. Alas, this does not give us a free pass on the usual import/export paperwork and rules. Fortunately, when UPS is a part of your team, these logistics can become easier. Use the information below to access everything you need, from essential paperwork to unique customs information, but also know we are available to answer any specific questions. After all, when you choose UPS to be your shipping partner, our expertise becomes your expertise.

**Essential Paperwork**

Select the links below to access the forms you need.

**Import/Export forms: to and from the U.S.**
- Commercial Invoice — Three signed copies required unless using UPS Paperless® Invoice
  - UPS Paperless Invoice is available for Canada small package exports to the U.S.
- Shipments of documents in a UPS Express® Letter Envelope do not require a commercial invoice.
- NAFTA Certificate of Origin
- Packing List

Select necessary export forms when creating an international shipment.

Find and search all international forms here.

**Prohibited or Restricted Commodities**

In addition to the commodities that UPS prohibits to all countries, the following commodities are prohibited or require special approval to ship to the U.S.

- Alcoholic Beverages
  - Beer
  - Wine
  - Lead-acid batteries
  - Lithium and lithium ion batteries
  - Dry cell batteries
  - Electronic cigarette
  - High Intensity Discharge (HID) Lights
  - High Powered Lasers
  - Lottery Tickets
  - Negotiable Bonds, Drafts
  - Personal Effects
  - Products Made in Iran
  - Seeds
  - Swords

Complete list of prohibited and restricted items to the U.S. here.

**UPS Paperless Invoice**

UPS Paperless Invoice simplifies your paperwork by eliminating the need for paper commercial invoices and the other international trade documents. It allows you to integrate order and shipment processing electronically, and it reduces customs holds by streamlining the customs clearance process through transmitting information digitally.

Learn more about UPS Paperless Invoice here.

**Declared Value**

When you ship with UPS, all domestic and international shipments and all pallets in a UPS Worldwide Express Freight® shipment automatically have Declared Value protection of up to $100.

Should the value of your goods exceed that amount, you can purchase a Declared Value protection of up to $50,000 per package or $100,000 per pallet.

Learn more about Declared Value here.

**Unique Customs Info**

U.S. Customs assesses and collects tariffs. Because Canada is a member of the World Trade Organization, imports from Canada are assessed at the Most-Favored Nation (MFN) rate.

**Import Value Limits to the U.S. (de minimis value):**
When you know and understand de minimis value, you can plan accordingly – always within the guidelines and regulations.

- In most cases, when the value of the shipment is equal to or less than the de minimis value of USD $800.00, the shipment may enter the country duty and tax free. This means there is no extra cost to the shipper or the U.S. consignee.
- A strategy of making smaller, more frequent shipments might enable your shipments to have a de minimis value of USD $800.00 or less. In such a case, customers’ needs could be met efficiently due to a streamlined entry and tax exemption.
- Be sure to research your own particular product, as not all commodities are subject to de minimis evaluation even though they may be under USD $800.00 in value.

Find details and search Special Clearance Requirements here.

**NAFTA Information**

Tariffs and quotas were eliminated on most products made in the U.S., Mexico and Canada under the North American Free Trade Agreement (NAFTA). This created competitive advantages by enabling companies to lower costs by spreading production lines across the three countries. NAFTA is credited with the increased development of global supply chains as diverse as auto manufacturing, electronics, machinery and appliances. Thanks in part to NAFTA, Canada was the second largest exporter of goods to the U.S. in 2013. If your product qualifies, use the “NAFTA Certificate of Origin” form.

Find more information on trade regulation exclusive to the U.S. here.
Going global is just a stone's throw away.

At UPS, we hope to make shipping to the U.S. feel as smooth as sliding a polished rock across a pristine sheet of ice. Use the following tools, links and glossary to help you get your deliveries where they need to go efficiently and by-the-rules. From online tools that can help streamline the import/export process to useful third-party links to relevant government resources, we are committed to taking guesswork out of bringing your business to the U.S. market.

### Online Tools

- **Calculate Time and Cost**: Find delivery dates, time and shipping costs for UPS services.
- **Days of Operation**: Find UPS-observed holidays in the U.S.
- **Import/Export Country Regulations**: Find country-specific facts and requirements that may impact your international shipment.
- **UPS Import Control**: Take control of your inbound international shipments and returns.
- **UPS Paperless® Invoice**: Speeds up the customs clearance process and eliminates the need for paper commercial invoices and other documents by transmitting data electronically.
- **UPS Quantum View® Manage**: Get up-to-date information about shipments you send or those you're expecting from one Web-based format that is easily customizable.
- **UPS Shipping Systems**: Compare solutions side-by-side to see which one works best for you.
- **UPS TradeAbility®**: A suite of Web-based tools to help companies manage and track international trade.

### UPS Billing Terms

UPS offers a variety of billing options to fit your business:

**Options**

- **Charges can be billed to the shipper, receiver or a third-party payer.**
- **Charges for international shipping typically include freight, duties and taxes.**
- **Customers using UPS's automated shipping systems can choose to have the shipping charges billed to one party and duties and taxes to another.** Or, via the Split Duty VAT (SDV) option, customers can bill the freight and duty to one party and the tax/VAT to another.

Here are just some of the many UPS international billing options you may choose from:

- **Shipper pays shipping costs; receiver pays duties, taxes and brokerage fees.**
- **Receiver pays all charges** (also referred to as "Freight Collect").
- **Shipper pays all charges** (also referred to as "Delivery Duty Paid" or "Free Domicile").
- **Shipper pays shipping charges; a third party (could be in another country) pays the duties, taxes and brokerage fees.**

Unless otherwise indicated, shipping charges are billed to the shipper’s UPS account number, and the consignee or receiver pays duties and taxes.

**Note:** A "Duties and Tax Forwarding Surcharge** is applied whenever the shipper requests that the duties and taxes be billed to a payor outside the destination country. The third party’s UPS account number is required.

### Customs Clearance Classification

Use this glossary to help understand how the items you ship are defined by U.S. customs. This will help ensure a speedy clearance process for all your deliveries.

**Document Shipment**

A shipment generally containing written, typed or printed communication of no commercial value. Document shipments are usually considered non-dutiable shipments and generally do not require export documentation (commercial invoice, etc.).

**Non-Dutiable**

Goods that, due to their nature and/or value, are considered exempt from customs duty.

**Samples**

A low-value commodity that essentially has no commercial value. For textile goods to qualify as a sample they must be mutilated or marked to render them not suitable for commercial use.

**Personal Effects**

Personal effects are items intended for the consignee’s personal use rather than for distribution, business maintenance or wholesale/retail sale. Examples are clothing, used CDs, personal grooming items, a suitcase contained within a carton or box, etc. Shipments to the U.S. containing personal effects must be accompanied by a completed U.S. customs form 3299 and a proof of status of their consignee such as a copy of a passport, visa or birth certificate.
Get acquainted with shipping processes using the Checklist.

You'll find guidance on determining exporting costs; how to prepare for an export shipment; how to book and track shipments; and how to process payments and deal with returns.

1. Select an International Service
   Now that you've familiarized yourself with the regulations in the U.S., choose the UPS international shipping services that best fit your import and export needs, from guaranteed delivery times to destinations and more.
   Choose an international service here.
   Use the following additional links to help you make your decision:
   • Calculate times and costs of specific services
   • Calculate landed costs using UPS TradeAbility™

2. Choose an International Billing Option
   Different businesses have different billing needs. UPS international billing offers a variety of options to best fit the requirements of your specific business model.
   Choose a billing option here.

3. Prepare Your Shipping Label
   You are now ready to prepare your shipping label. Use the following UPS Internet Shipping link to complete labels and select your billing option.
   Fill out necessary forms and labels here.

4. Create Required Documentation
   Now that you've selected your shipping and billing options, let UPS guide you through the process of filling out each of the required international shipping forms you'll need to get your shipment to its final destination.

5. Entrust It to Your Worldwide Delivery Partner
   It's time to let UPS handle it from here. Drop off your package with UPS at a The UPS Store® or UPS Access Point™ location. Alternatively, you can schedule a pickup using UPS On-Call Pickup®.
   Find a drop-off location here.
   Schedule a pickup here.

6. Check Your Shipment Status
   Your shipment may have left your hands, but it hasn’t left your sight. Use your UPS package’s tracking number to access information about your shipment at any point in the delivery process. You can receive information online at ups.com®, by email or through optional services.
   Track your shipment here.
   Learn about more ways to track here.

That's all there is to it. And it will get easier every time you do it. Keep this guide as a reference, and thank you once again for choosing UPS as your global delivery and logistics partner.

New to UPS? Get to know us at ups.com/new/ca