

IMPORTING TO UTAH

STARTER GUIDE



DEVELOPING YOUR PLAN TO IMPORT FROM OVERSEAS

PRODUCT:

Assess the value of the imported product or service.
What market demand will you be meeting and what value will you be adding to meet this demand?
Consider adapting, redesigning, and repackaging the product for domestic markets.

MARKET:

Conduct research into local economies, local and global competitors, and review cultural diversity issues.
Determine:
(1) What competitive advantage you can leverage in a domestic market;
(2) Where the fastest growing markets for your product are domestically;
(3) Who your competitors will be domestically and internationally. (See *Market Research Online Tools* below)

STRATEGY:

How will importing change the structure of your company?
Consider how you will familiarize the domestic market with your product.
(See *Small Business Development Center* below)

LOGISTICS:

How will your product reach its destination?
Consider contracting with a freight-forwarding company or customs broker. (See *Utah Logistics & Customs* below).

REGULATIONS:

Comply with U.S. import regulations and distribution requirements regarding your product.
Visit the U.S. Customs & Border Protection webpage to learn more about import controls: www.cbp.gov

MARKET RESEARCH ONLINE TOOLS

Search for key words:

IMPORTING GOODS BUSINESS.GOV

Comprehensive list of links for basic import information, customs brokers, and assistance and training

TRADE STATS EXPRESS

International Trade Administration, U.S. Dept. of Commerce
Global market data: volume of imports from the world to the U.S.

LOCAL RESOURCES

WORLD TRADE CENTER UTAH

175 East 400 South, Suite 609 (801) 532.8080
Salt Lake City, UT 84111
www.wtcut.com

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT

International Trade and Diplomacy Office (ITDO)..... (801) 538.8700
324 South State Street, Suite 500
Salt Lake City, UT 84111
<http://business.utah.gov/international-trade/International/>

SMALL BUSINESS DEVELOPMENT CENTER

Sandy Office..... (801) 957.5411
9750 South 300 West
Sandy, Utah 84070
www.utahsbdc.org

U.S. IMPORT REQUIREMENTS

Search for key words:

IMPORTING INTO THE UNITED STATES A GUIDE FOR COMMERCIAL IMPORTERS

U.S. Customs & Borders Protection
Comprehensive listing of all import guidelines and regulations

REGULATORY TIPS FOR NEW IMPORTERS CBP.GOV

Clarifies U.S. Customs & Border policies including licenses and procedures

LIST OF IMPORT DOCUMENTS, LICENSES, AND REQUIREMENTS

Reviews various key documents.

UTAH LOGISTICS & CUSTOMS – TO HELP YOU GET YOUR PRODUCT TO ITS DESTINATION

FREIGHT FORWARDING & SHIPPING

Search for dexpages.com or look up Freight Forwarders in the yellow pages for services to navigate import regulation and market penetration.

NATIONAL CUSTOMS BROKERS & FORWARDERS ASSOC. OF AMERICA:

Find NCBFAA members in the freight forwarding industry