

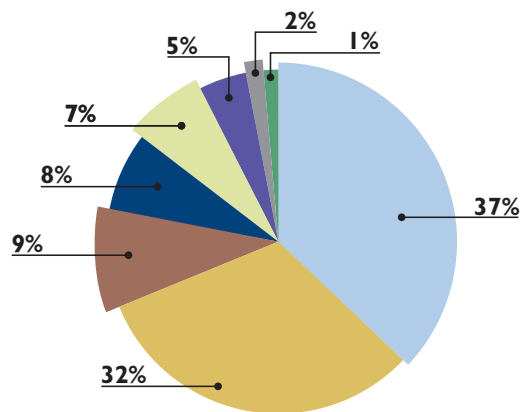
6 Declare Products to Customs

A company exporting products to the U.S. for sale or other commercial purposes must declare them to the U.S. Customs and Border Protection upon arrival using the CBP Declaration Form 6059B.

! Use AGOA Wisely

Companies should focus on exporting products that might otherwise face high duties (such as apparel) and that can compete with exports to the U.S. originating in regions that do not enjoy AGOA benefits.

AGOA Sector Breakdown 2017



- Transportation & Equipment
- Chemicals
- Food & Kindred Products
- Beverage & Tobacco
- Apparel & Accessories
- Agriculture
- Other Manufactured Products
- Leather & Allied Products

*Ranking of Leading AGOA Exports, Oils, Gas, Metals and Minerals Excluded

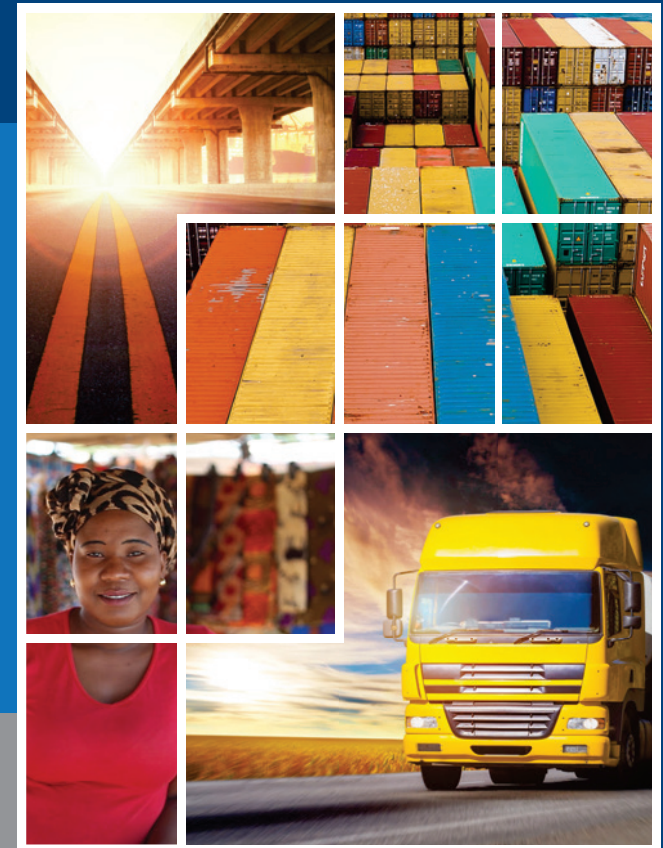
Additional Resources:

- Southern Africa Trade & Investment Hub: www.satihub.com
- AGOA-Specific Information: www.agoa.info
- US Customs and Border Protection: www.cbp.gov
- Trade Law Centre (Tralac): www.tralac.org
- U.S. International Trade Commission (USITC): www.usitc.gov and
- U.S. International Trade Administration AGOA FAQ: <https://www.trade.gov/agoa/faq.asp>
- U.S. Trade Representative (USTR): www.ustr.gov
- Office of Textiles and Apparel (OTEXA): <http://otexa.trade.gov/>
- Harmonized Tariff Schedule: <http://hts.usitc.gov/>
- Food and Drug Administration (FDA): www.fda.gov



Southern Africa Trade and Investment Hub

The African Growth and Opportunity Act: A Guide for Exporters



USAID/Southern Africa

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usaid.gov/southern-africa-regional

Pretoria Hub Office

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The United States Agency for International Development (USAID) Southern Africa Trade and Investment Hub (the Hub) engages with partners across Southern Africa to deepen regional economic integration, promote two-way trade with the U.S. under the African Growth and Opportunity Act (AGOA), and attract investment that drives commercial expansion within the region and to global markets.

The Hub's Export Competitiveness component works directly with companies and governments across Southern Africa to boost exports in key sectors, including textiles and apparel; accessories; leather and footwear; and processed foods, nuts and dried fruits. **The Hub has facilitated over \$40 million worth of exports from Southern Africa since 2010.**



Want To Export To The United States?

Exporters interested in taking advantage of AGOA to enter the U.S. market can begin by following the guidelines below. While AGOA covers almost 7,000 tariff lines, eligibility varies from country to country and between product categories. For personalized help exporting to the U.S. or locating buyers, please contact the Hub Offices directly.



1 Determine Product Eligibility

You can check product eligibility by visiting https://dataweb.usitc.gov/scripts/tariff_current.asp and <https://agoa.info/about-agoa/products.html>. Note that a product may not be AGOA-eligible but still enter the U.S. duty-free via the other arrangements such as Normal Trade Relations and Generalized System of Preferences (GSP).

2 Assess Export Readiness

To take advantage of AGOA, exporters should be able to handle large volumes or to increase production to meet export quantities and deadlines. Exporters can consider employing logistics specialists, shippers' associations, or other services to ensure efficient delivery. Exporters should communicate with the buyer(s) at regular intervals until the products arrive.

3 Register with Relevant Local Authorities

Companies intending to export under AGOA must register as a business with the relevant authority, such as the Ministry of Commerce, Industry and Trade. The exporter must also obtain an AGOA Certificate of Origin for the relevant local authority.

4 Register with Relevant U.S. Authorities

Potential food and drug exporters must register with the U.S. Food and Drug Administration (FDA). FDA registration requires one to have a U.S.-based contract (particularly distributor/importer). Food and drug companies must comply with specific standards, such as labelling and packaging.

Potential apparel exporters must obtain an AGOA Visa. The apparel provisions require that eligible countries implement a special apparel visa system to promote rules of origin (RoO) compliance.



5 Prepare and Obtain Export Documents

The following is a list of documents required for export transactions:

- Commercial Invoice
- Bill of Lading or Airway Bill
- Export Packing List
- Certificate of Origin or AGOA Certificate of Origin for textile and apparel (Visa)
- Certifications and Standards (eg. Hazard and Critical Control Points (HACCP), Food Safety System Certification (FSSC2200, and ISO22000), and Worldwide Responsible Accredited Production, where applicable, among others).