



TTB's Resources for Assisting Exporters

Alcohol and Tobacco Tax and Trade Bureau (TTB)



Agenda

- ITD Overview
- Beer Export Statistics
- TTB Exporter Resources
- Other Government Resources
- Contact Information



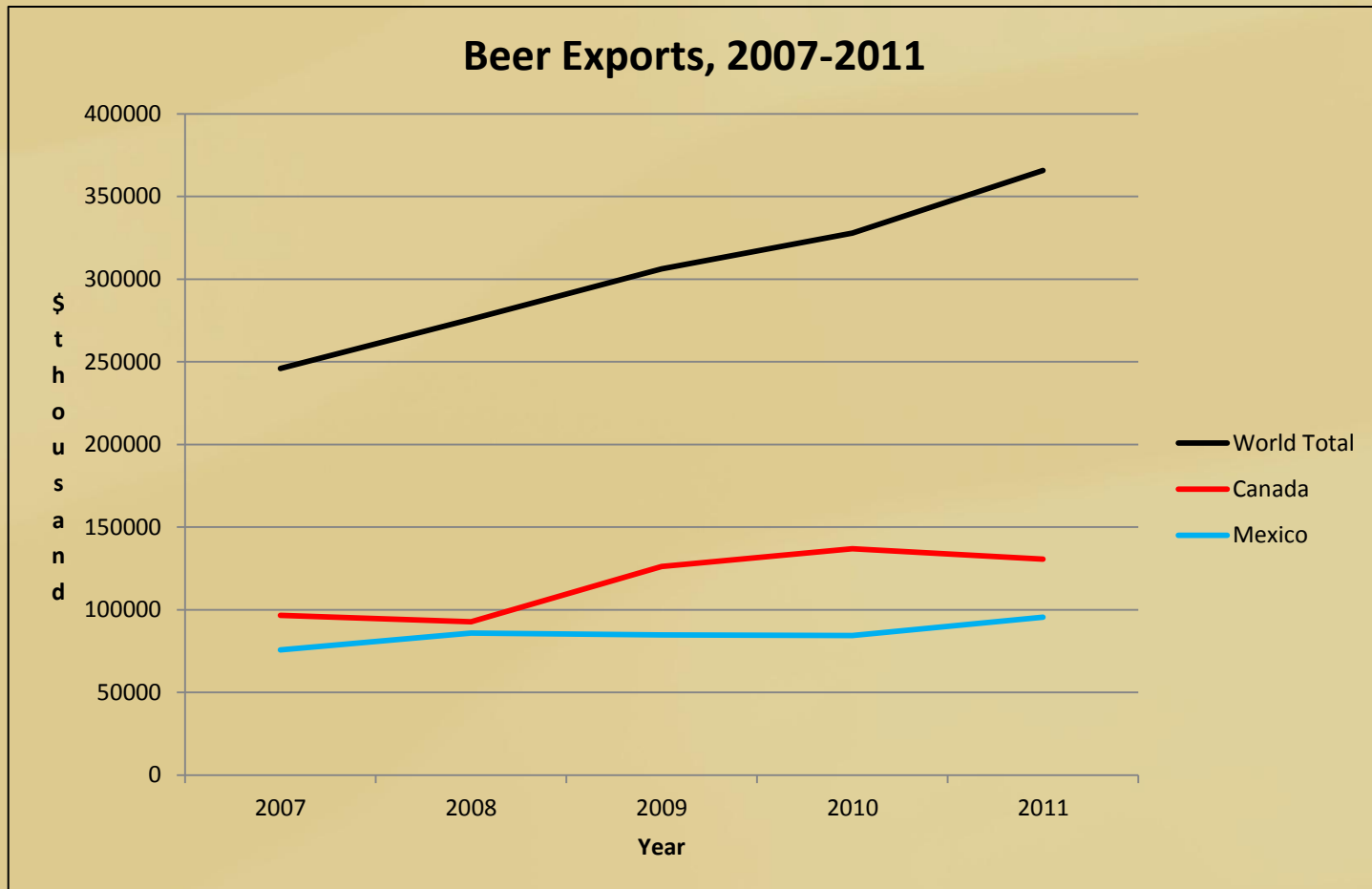
ITD Overview

TTB's International Trade Division:

- Facilitates import and export trade in alcohol.
- Acts as TTB's liaison on international tax and trade issues.



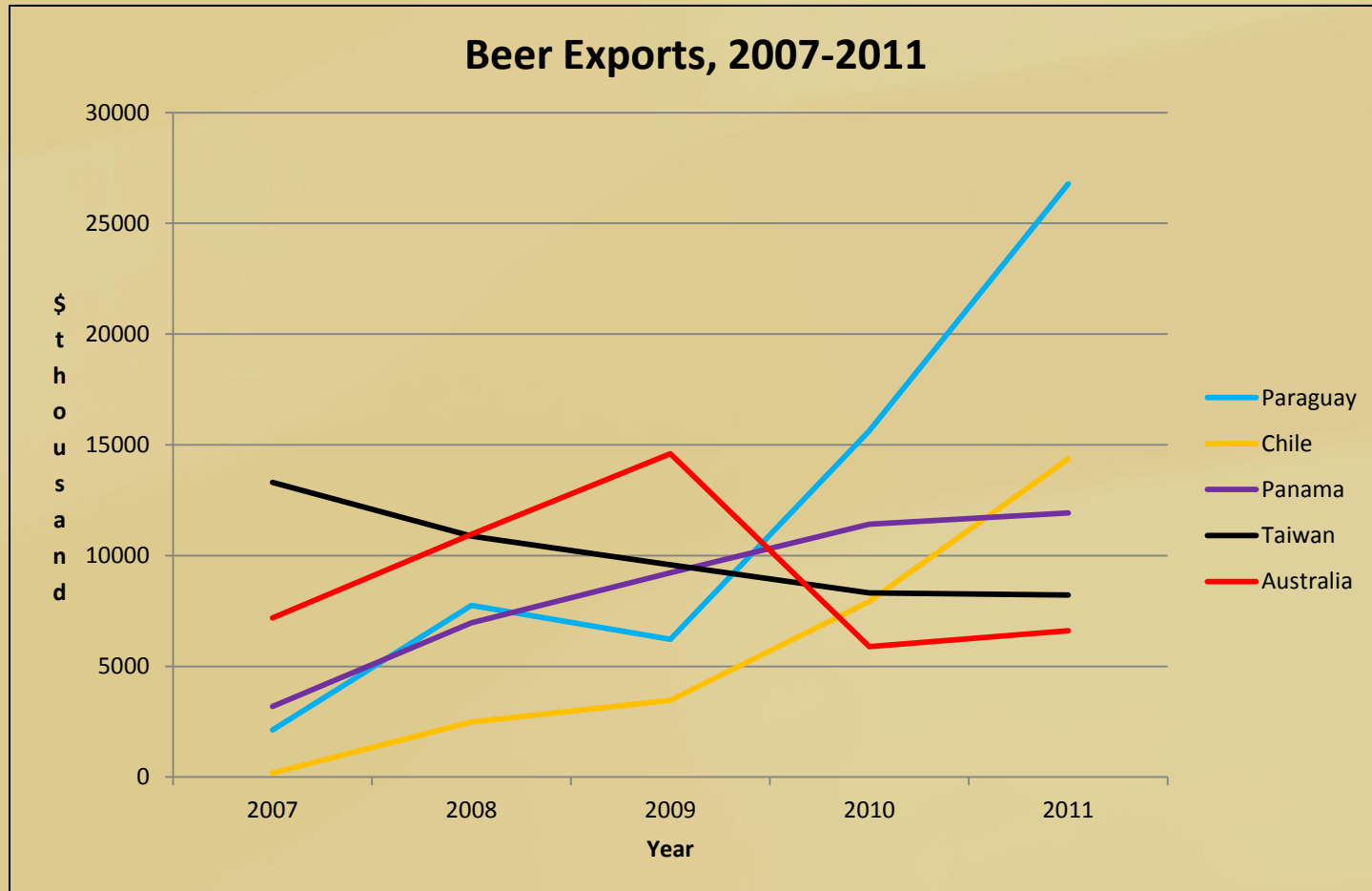
Beer Export Statistics



Source: Department of Commerce, U.S. Census Bureau,
Foreign Trade Statistics



Beer Export Statistics



Source: Department of Commerce, U.S. Census Bureau,
Foreign Trade Statistics



TTB Exporter Resources

- U.S. Requirements for Exporting Beer
- Export Certificates
- International Import/Export Requirements



Importation/Exportation Information Resources

The screenshot shows the TTB.gov website in a Windows Internet Explorer browser window. The address bar displays the URL: <http://www.ttb.gov/itd/import-export-resources.shtml>. The page header includes the TTB.gov logo, the text "ALCOHOL AND TOBACCO TAX AND TRADE BUREAU U.S. Department of the Treasury", and a search bar. A navigation menu contains links for HOME, TTB FOR..., RESOURCES, TOOLS/TUTORIALS, FILING/PAYMENTS, REGULATIONS/GUIDANCE, and ABOUT TTB. The main content area features a banner for "Alcohol and Tobacco Tax and Trade Bureau" and a section titled "Importation/Exportation Information Resources" with a list of links. A sidebar on the right contains "Contact ITD", "Translations" (En Español, Français, 漢語, Italiano), and "Most Requested" links. The Windows taskbar at the bottom shows the system clock at 10:41 AM on 10/17/2012.

TTB.gov
ALCOHOL AND TOBACCO TAX AND TRADE BUREAU
U.S. Department of the Treasury

Español | Français | 中文 | Accessibility | Privacy Notice | Contact Us | Site Map | A-Z Index

Search Search Help

HOME TTB FOR... RESOURCES TOOLS/TUTORIALS FILING/PAYMENTS REGULATIONS/GUIDANCE ABOUT TTB

Home. *International Trade Division (ITD). Importation/Exportation Information Resources*

Alcohol and Tobacco Tax and Trade Bureau

Importation/Exportation Information Resources

- [U.S. Requirements for Importing Alcohol Beverages](#) - Information about all requirements that must be met to import alcohol beverages into the United States.
- [U.S. Requirements for Exporting Alcohol](#) - Information about Federal export requirements for beer, wine, and distilled spirits.
- [International Import/Export Requirements](#) - Information on international import requirements for beer, wine, and distilled spirits.
- [Importing Samples](#) - Learn more about importing samples of alcoholic beverages for use at trade shows and/or for soliciting orders.
- [Certification Requirements for Imported Wine](#) - Learn more about certification requirements regarding production practices and procedures for imported natural wine.

Contact ITD

Translations

- En Español
- Français
- 漢語
- Italiano

Most Requested

- [U.S. Requirements for Importing Alcohol Beverages](#)
- [U.S. Requirements for Exporting Alcohol](#)
- [International Import/Export Requirements](#)
- [Export Certificate Program](#)
- [Importing Samples](#)

Trusted sites | Protected Mode: Off 150%

10:41 AM 10/17/2012

<http://www.ttb.gov/itd/import-export-resources.shtml>



U.S. Requirements for Exporting Beer



The screenshot shows a Windows Internet Explorer browser window displaying the TTB.gov website. The address bar shows the URL http://www.ttb.gov/itd/exporting_alcohol.shtml. The page title is "TTB | TTB.gov TTBGov Exporting Alcohol Beverages from the U.S. - Windows Internet Explorer".

The main content area features a banner for the "International Trade Division (ITD)" and a heading "Exporting Alcohol Beverages from the U.S.". Below this, there is a section for "Federal Requirements" which states: "Federal export requirements may vary depending on what product is being exported (e.g. beer, wine, or distilled spirits), whether the exporter is also the producer of the product, and/or whether the product is being exported taxpaid or without payment of tax. Please select from the links below for requirements as they may apply to your particular situation:"

The page is organized into sections for different beverage types:

- Wine**
 - Producers (Proprietors of Bonded Wine Premises)*
 - [Exporting Wine Taxpaid \(Updated 10/06/10\)](#)
 - [Exporting Wine Untaxpaid \(Updated 10/06/10\)](#)
 - Wholesalers (Other than Proprietors of Bonded Wine Premises)*
 - [Exporting Wine Taxpaid \(Updated 10/06/10\)](#)
 - [Exporting Wine Untaxpaid \(Updated 10/06/10\)](#)
- Beer**
 - Producers (Brewery Proprietors)*
 - [Exporting Beer Taxpaid \(Updated 10/06/10\)](#)
 - [Exporting Beer Untaxpaid \(Updated 10/06/10\)](#)
 - Wholesalers (Other than Brewery Proprietors)*
 - [Exporting Beer Taxpaid \(Updated 06/21/10\)](#)
- Distilled Spirits**

On the right side of the page, there are two columns of links:

- Most Requested**
 - [Labeling](#)
 - [Permits](#)
 - [Regulations/Statutes](#)
 - [Import/Export](#)
 - [Forms/Publications](#)
- Tools & Guides**
 - [Tutorials and Job Aids](#)
 - [Virtual Seminars & Online Training](#)
 - [Start a TTB-Regulated Business](#)
 - [Tips and Helpful Hints](#)
 - [FAQs](#)
 - [TTB Glossary](#)

At the bottom right, there is an "ANNOUNCEMENTS" section with the following text:

- [TTB Recognizes Andong Soju and Gyeongju Beopju as Distinctive Products of Korea \(10/11/12\)](#)
- [Owner of Monterey Wine Services Charged in 11 Court Judgment](#)

The browser's taskbar at the bottom shows the Windows Start button, several application icons (Internet Explorer, File Explorer, Office, Word, etc.), and the system tray with the date and time: 10:40 AM, 10/17/2012.

http://www.ttb.gov/itd/exporting_alcohol.shtml



Export Certificates

Export Certificates:

- Are required by the country to which you are importing, not by TTB.
- Are prepared by the exporter.
- May be emailed to TTB for processing.
 - Send to exportcertificates@ttb.gov.
- Are returned via mail or commercial carrier.



Export Certificates

The screenshot shows a Windows Internet Explorer browser window displaying the TTB.gov website. The address bar shows the URL http://www.ttb.gov/itd/exporting_documents.shtml. The page features a header for the International Trade Division (ITD) and a main section titled 'Exporting Alcohol Beverages from the U.S.'. Below this, there is a sub-section 'Export Documents/Certificates' with a paragraph explaining the assistance provided. A list of certifications is provided, including Certificate of Free Sale, Certificate of Origin and/or Age, Certificate of Health, Certificate of Sanitation, Certificate of Authenticity, Sanitary Statement/Certificate, and Certificate of Manufacturing Process. There is also a section for 'How to Request Your Export Certificates By Email' with instructions on email submission and a list of attachments. A right-hand sidebar contains 'Most Requested' items like Labeling, Permits, and Regulations, and 'Tools & Guides' such as Tutorials and Job Aids. An 'ANNOUNCEMENTS' section at the bottom right lists recent news items. The Windows taskbar at the bottom shows the system tray with the date and time as 11:00 AM on 10/17/2012.

TTB | TTB.gov TTBGov Export Documents/Certificates - Windows Internet Explorer

http://www.ttb.gov/itd/exporting_documents.shtml

International Trade Division (ITD)

Exporting Alcohol Beverages from the U.S.

Export Documents/Certificates

We assist industry members seeking to export their products by providing various export certificates or documents that are often required in order for alcohol beverage products to be imported into a foreign market.

Industry members may request all the following certifications, or similar variations, through our International Trade Division in Washington, D.C.:

- Certificate of Free Sale
- Certificate of Origin and/or Age
- Certificate of Health
- Certificate of Sanitation
- Certificate of Authenticity
- Sanitary Statement/Certificate
- Certificate of Manufacturing Process

How to Request Your Export Certificates By Email:

You can speed up the processing of your request by emailing these to exportcertificates@ttb.gov, with the completed certificate requests attached as PDF files.

Please submit **two** signed copies of your request(s); one should appear on your letterhead, and a second copy should appear on blank (e.g. non-letterhead) paper.

Most Requested

- Labeling
- Permits
- Regulations/Statutes
- Import/Export
- Forms/Publications

Tools & Guides

- Tutorials and Job Aids
- Virtual Seminars & Online Training
- Start a TTB-Regulated Business
- Tips and Helpful Hints
- FAQs
- TTB Glossary

ANNOUNCEMENTS

- TTB Recognizes Andong Soju and Gyeongju Beopju as Distinctive Products of Korea (10/11/12)
- Owner of Monterey Wine Services Charged in 11 Court Indictment

Done

Trusted sites | Protected Mode: Off

11:00 AM
10/17/2012

http://www.ttb.gov/itd/exporting_documents.shtml



Export Certificate -- Template

[EXPORTER/PRODUCER LETTERHEAD]

CERTIFICATE OF FREE SALE

DOCUMENTATION FOR THE EXPORTATION OF ALCOHOLIC BEVERAGES FOR HUMAN CONSUMPTION

This is to certify that the following alcohol beverages are products of the United States of America, and they are produced in compliance with the laws and regulations governing the production and analysis of such products under the Federal Alcohol Administration (FAA) Act.

Furthermore, the following alcohol beverages comply with all U.S. provisions governing the release of [distilled spirits / malt beverages – select one] for human consumption, are sold freely in domestic commerce and also for exportation.

<u>Description</u>	<u>Quantity</u>	<u>Packages</u>
[Product name]	[No. of bottles]	[No. of cases / bottle size]

<u>Producer/exporter</u>	<u>Destination</u>
[Company Name, Address City, State, Zip code TTB Permit No.]	[Destination country/foreign importer]

_____ [Date]	_____ [Name and title of exporter representative with signing authority, certifying the above]
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NOTE: This certification is hereby rendered base on the information provided by _____ [Name of the exporter] to the Alcohol and Tobacco Tax and Trade Bureau; International Trade Division.

Verified at Washington, DC on _____ (date)

For Director, International Trade Division
Alcohol and Tobacco Tax and Trade Bureau (TTB)
1310 G St. NW, Box 12
Washington, DC 20005



TTB Certified Chemists

- Lab analysis is required by some foreign governments.
- TTB's laboratories do not analyze exported products.
- For additional information see:
http://www.ttb.gov/ssd/chemist_certification.shtml.



International Import/Export Requirements



The screenshot shows a Windows Internet Explorer browser window displaying the TTB.gov website. The address bar shows the URL <http://www.ttb.gov/itd/interre1.shtml>. The page content includes a header for the International Trade Division (ITD), a "QUICK LINKS" sidebar with categories like "Contact TTB About Wine", "Most Requested" (Labeling, Permits, Regulations/Statutes, Import/Export, Forms/Publications), and "Tools & Guides" (Tutorials and Job Aids, Virtual Seminars & Online Training, Start a TTB-Regulated Business, Tips and Helpful Hints, FAQs, TTB Glossary). The main content area features a "Get Email Updates" link, a section titled "International Import/Export Requirements" with introductory text, a "CHOOSE A COUNTRY" dropdown menu with a "GO" button, and a paragraph explaining the guide's purpose and providing a link to "export documents page". The browser's taskbar at the bottom shows various application icons and the system clock indicating 10:40 AM on 10/17/2012.

Home. *International Trade Division (ITD). International Import/Export Requirements*

International Trade Division (ITD)

 [Get Email Updates](#)

International Import/Export Requirements

This guide was compiled by the International Trade Division to offer information on international import requirements, such as licensing, labeling, and taxation considerations, for various countries for beer, wine, and distilled spirits. The information contained in this guide has been sourced from foreign governmental agencies and organizations and the U.S. Department of Agriculture's Foreign Agricultural Service (FAS), and possibly from additional external sources. Consequently, international conditions also change frequently, so this document may not always reflect the most recent requirements. An exporter should verify the requirements for importing into a particular foreign country before commencing trade.

To access a country's import and export requirements, please click on the appropriate country below.

This guide does not contain a complete listing of all United States' trading partners – it is simply intended to serve as a "starting point" for exporters interested in the requirements for the listed countries. Contact the [International Trade Division](#) for more information regarding the exportation of alcohol beverages to a country not included in this guide or for any other related questions. For a listing of documents needed by some countries for export, please visit our [export documents page](#).

QUICK LINKS

Contact TTB About Wine

Most Requested

- Labeling
- Permits
- Regulations/Statutes
- Import/Export
- Forms/Publications

Tools & Guides

- Tutorials and Job Aids
- Virtual Seminars & Online Training
- Start a TTB-Regulated Business
- Tips and Helpful Hints
- FAQs
- TTB Glossary

ANNOUNCEMENTS

<http://www.ttb.gov/itd/interre1.shtml>



Export Requirements -- China



The screenshot shows a web browser window with the URL <http://www.ttb.gov/itd/china.shtml>. The page title is "International Trade Division (ITD)" and the main heading is "People's Republic of China". A navigation menu includes: Labeling Requirements, Required Documents, Licensing, Import Procedures, Taxes/Tariffs, and Contacts. The "LABELING REQUIREMENTS" section contains the following text and list:

Although pre-approval is not mandatory, China's General Administration of Customs (GAC) can require pre-import analysis if warranted. All imported food is subject to inspection and must receive a clearance certificate by the Customs authority. The following information must be present on the label, **in Chinese**. Labels are required to be accurate, truthful, and non-misleading. Please note that the label must meet these requirements prior to importation. The Administration of Quality Supervision, Inspection and Quarantine (AQSIQ) and its components is the responsible agency.

- **Name/brand of product**
- **Ingredients list** (Sweeteners, preservatives and added color – legal in the case of fortified wine only – must be declared) Exempt for products made of one ingredient.
- **Net volume (ml)**: This should be marked as 'net content xxx ml (ml)' for bottle sizes under a liter, or 'net content x Liters (l)' for bottle sizes over a liter. For packages up to (and including 200ml) the minimum print height is 3mm. From 200ml up to and including 1 liter, the minimum print height is 4mm. For packages greater than 1 liter the minimum print height is 6mm.
- **Alcohol content (%)**: The alcohol statement should be in the 'Alcoholic strength xx.x% vol' format.
- **Production date (yy/mm/dd)**: The date of bottling is required on Chinese labels.
- **Producer/Distributor/Importer (Name and address)**: The name and address of the Chinese agent, importer or distributor must be shown on the label.

The browser's taskbar at the bottom shows the system tray with the date 10/17/2012 and time 10:42 AM.



Other Government Resources

- Small Business Administration
- Export-Import Bank
- USDA Foreign Agricultural Service
- Export.gov



Small Business Administration

The screenshot displays the SBA.gov website in a Windows Internet Explorer browser. The address bar shows the URL: <http://www.sba.gov/category/navigation-structure/starting-managing-business/managing-business/exporting-importing>. The page header includes the SBA logo, a search bar, and social media links. The main navigation menu is visible, with 'Exporting & Importing' selected. The content area features a large image of two men in a warehouse, with the text 'Exporting & Importing' overlaid. Below the image, there is a paragraph about small businesses increasing sales globally. To the right, there are sections for 'SBA Direct' and 'Get Local Assistance'. The browser's taskbar at the bottom shows various application icons and the system clock.

Exporting & Importing | SBA.gov - Windows Internet Explorer

http://www.sba.gov/category/navigation-structure/starting-managing-business/managing-business/exporting-importing

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U.S. Small Business Administration

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Starting & Managing a Business Loans & Grants Contracting Counseling & Training SBA Direct For Lenders

SBA.gov » Starting & Managing a Business » Managing a Business » Exporting & Importing

Managing a Business

- Leading Your Company
- Growing Your Business
- Exporting & Importing**
 - Export Matchmaker Conference
 - Export Video Contest
 - Export Express Program Lenders
 - Export Working Capital Program Lenders
 - International Trade Loan Program Lenders
 - U.S. Export Assistance Centers
 - A World of Opportunity
 - Export Business Planner

Exporting & Importing

Small businesses looking to increase sales and profit are taking their businesses global. SBA provides counseling, training and financing to support small business export opportunities.

ARTICLE
Export Matchmaker Conference
Get the information you need about the 2012 Export

ARTICLE
Export Video Contest
Check out the winners for SBA and Visa's "My U.S. Export Story" video contest.

ARTICLE
Export Express Program Lenders
This list contains lenders, divided state, with approved

SBA Direct:
Find what matters most to you...

Find information on:
(Select your topics)

- Starting a business
- Getting a loan
- Government contracts
- Disaster assistance

GET RESULTS

Get Local Assistance Right in Your Area

Find professional business counseling, mentoring, and training from an SBA District Office or Resource Partner in your area.

Internet | Protected Mode: On 150% 10:45 AM 10/17/2012

<http://www.sba.gov/category/navigation-structure/starting-managing-business/managing-business/exporting-importing>



Export-Import Bank

About Us - Windows Internet Explorer
http://www.exim.gov/about/

EXPORT-IMPORT BANK of the UNITED STATES

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ABOUT US

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- Freedom of Information Act
- Office of the Inspector General

OUR MISSION

The Export-Import Bank of the United States (Ex-Im Bank) is the official export credit agency of the United States. Ex-Im Bank's mission is to assist in financing the export of U.S. goods and services to international markets.

Ex-Im Bank enables U.S. companies — large and small — to turn export opportunities into real sales that help to maintain and create U.S. jobs and contribute to a stronger national economy.

Ex-Im Bank does not compete with private sector lenders but provides export financing products that fill gaps in trade financing. We assume credit and country risks that the private sector is unable or unwilling to accept. We also help to level the playing field for U.S. exporters by matching the financing that other governments provide to their exporters.

Ex-Im Bank provides working capital guarantees (pre-export financing); export credit insurance; and loan guarantees and direct loans (buyer financing). No transaction is too large or too small. On average, 85% of our transactions directly benefit U.S. small businesses.

With more than 77 years of experience, Ex-Im Bank has supported more than \$456 billion of U.S. exports, primarily to developing markets worldwide.

Featured Success Stories

Auburn Leather Company - Auburn , KENTUCKY

Working with the Ex-Im Bank has been painless - and that's compared to a lot of work I have done with other private sphere banks. Our work with Ex-Im has allowed us to focus on what we do best - making a quality product rather than on the financing behind all of our deals. At other banks in the past, when I have asked for more money to support my increased sales they

Regional Export Finance Centers

Midwest

Chicago Regional Export Finance Center
200 West Adams Street, Suite 2450
Chicago, IL
Tel: (312) 353-8081
Fax: (312) 353-8098
Web: [Visit Us](#)

Minneapolis
100 N 6th Street, Suite 210-C
Minneapolis, MN
Tel: 612-248-1212

EX-IM BANK LEADERSHIP

Bank Leadership

Fred P. Hochberg
President and Chairman
[biography](#)

Wanda Felton - [biography](#)
First Vice President and Vice Chair

Sean Mulvaney - [biography](#)
Member of the Board of Directors

Patricia M. Loui - [biography](#)
Member of the Board of Directors

Larry Walther - [biography](#)
Member of the Board of Directors

GLOBAL ACCESS FOR SMALL BUSINESS

[read more](#)

What is Global Access for Small Business?

Global Access for Small Business is a top priority of Ex-Im Bank. This initiative is dedicated to dramatically increasing the number of small businesses exporting goods and services to maintain and create U.S. jobs.

Done

Internet | Protected Mode: On

11:29 AM 10/18/2012

<http://www.exim.gov/>



Foreign Agricultural Service

The screenshot shows the USDA Foreign Agricultural Service (FAS) website. The browser window title is "USDA Foreign Agricultural Service (FAS) - Windows Internet Explorer" and the address bar shows "http://www.fas.usda.gov/". The website header includes the USDA logo, "United States Department of Agriculture", and "Foreign Agricultural Service". A navigation menu contains links for Home, About, Newsroom, Data, Commodities, Trade, Development, Careers, Contact Us, and Help. A search bar is labeled "Search FAS" with a "Go" button and options for "Search All USDA", "Database-specific Searches", and "Search Tips". A "Browse by Audience" section has a dropdown menu for "Information for...". A "Browse by Subject" section lists "Market Development", "Exporting U.S. Products", and "Buying U.S. Products". A "Stay Connected" section features social media icons for Twitter, Facebook, RSS, Flickr, and YouTube. A "National Export Initiative" logo is also present. The main content area features a large image of a woman in a blue headscarf and face mask working with a grid of yellow agricultural products. Below the image is the headline "U.S. Wheat Helps Feed Children in Bangladesh (USDA Blog, 10/16/12)". To the right, an "I Want To..." section lists various services and information, including "Read Attaché reports (GAIN)", "Find export financing", "Explore scientific exchange fellowships", "Find information on countries", "Find trade regulations", "Find Maximum Residue Levels (MRL)", and "Travel for USDA official business". Below this is an "Announcements and Events" section with links for "Audio and Video", "Events", and "Trade Shows". The "In the News" section lists "USDA Announces Sugar Tariff Rate Quotas for Fiscal Year 2013 (09/07/12)", "USDA Amends GSM-102 Credit Guarantees for Export Sales to the Russian Federation (09/06/12)", and "USDA Amends GSM-102 Credit Guarantees for Export Sales to". The browser's taskbar at the bottom shows various application icons and the system clock indicating 10:46 AM on 10/17/2012.

<http://www.fas.usda.gov/>



Export.gov

Export.gov - Home - Windows Internet Explorer
http://export.gov/index.asp

export.gov
Helping U.S. Companies Export

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Foreign Agricultural Service (FAS)

FAS has programs to assist you with exporting your agricultural products including financing, counseling, advocacy and more. You can also review the Foreign Buyers List and learn about other trade leads that can help you grow your business.

View Full Story

Learn more about exporting agricultural products.

BEGIN Exporting

EXPAND Your Exports

NEI
NATIONAL EXPORT INITIATIVE
www.export.gov

Export Topics

- Success Stories
- Export Finance
- Trade Data
- NAFTA Certificate
- "Doing Business In" Guides
- HS Codes, Tariffs & Taxes
- Export Controls & Licenses
- IPR, Trade Complaints & Advocacy
- Promote Products Overseas

Training

- Upcoming Training
- Formal Training
- Export Basics
- Multimedia
- Watch Archived Webinars

Connect

More social sites for Export.gov

Trade Shows Trade Missions Webinars About Export.gov

Done, but with errors on page. Internet | Protected Mode: On 10:51 AM 10/17/2012

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



Contact Information

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1310 G St NW, Box 12
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