



Education for Compliance and Professionalism



The Evolving Role

Business consultants of Trade Professionals in International Commerce

Transitioning from Administrative Functions to Strategic Consulting

Lic. Customs Brokers now act as business consultants, specializing in international trade. Their expertise helps organizations manage global commerce more effectively.

International Trade Knowledge Check

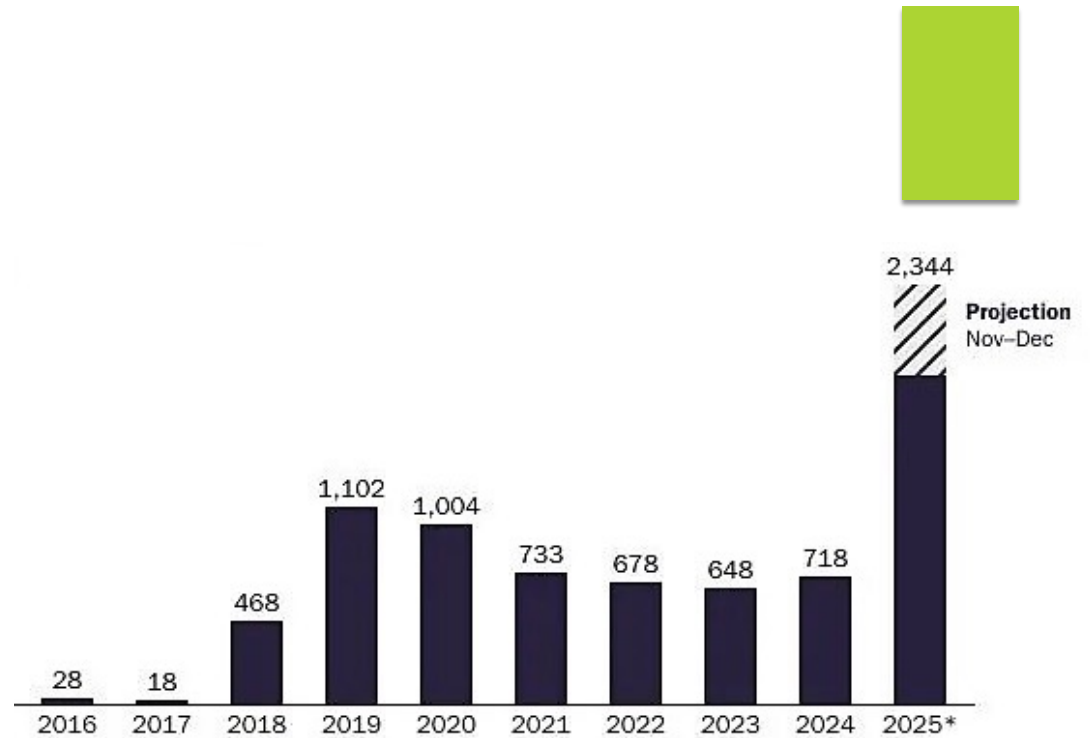


Key Functions of Modern Trade Professionals

Staying up to date with regulations helps trade professionals prevent costly fines and legal problems for organizations.

Expertise in trade regulations and best practices helps businesses minimize expenses and optimize operations.

Customs rulings related to special tariff regimes have increased in recent years



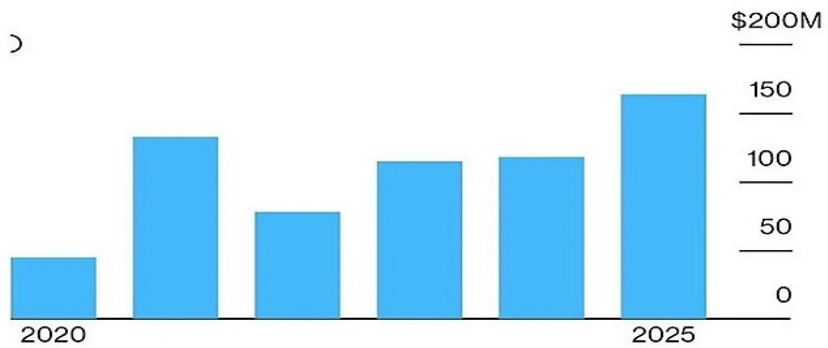
Source: Customs Rulings Online Search System (CROSS), US Customs and Border Protection

Note: 2025 up until October 31st. Special tariff regimes include tariffs imposed under executive authorities (e.g., Sections 201, 232, and 301, and the International Emergency Economic Powers Act), temporary legislation (e.g., the Formula Act of 2022), and preferential tariff rates under free trade agreements (e.g., the United States-Mexico-Canada Agreement) or trade preference programs (e.g., the Generalized System of Preferences).

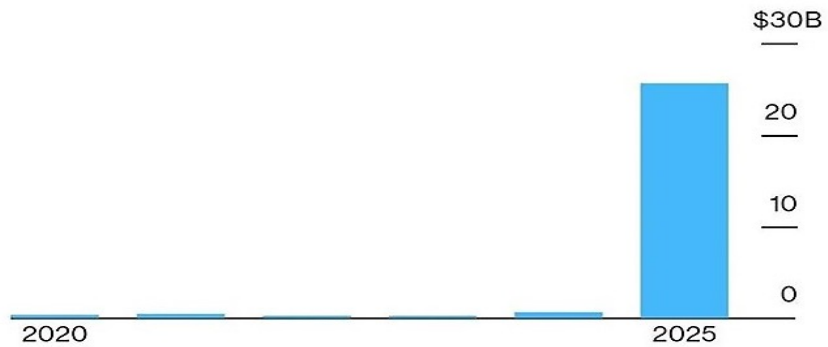
Customs Audit Activity Boosts Tariff Haul

Total amounts recovered through audits and reviews of entry summary filings, by fiscal year

Importer audits



Entry summary reviews



Source: US Customs and Border Protection
Note: 2025 figures are fiscal year through June 30


Bloomberg

Results from NPRM study on Continuing Education requirement

Enforcement Action	Total	By all other companies %	By 300 companies with continuing education %	Ratio
Penalty	267	0.00039	0.000035	11 to 1
Regulatory Audit	87	0.000077	0.000011	8 to 1
Validation Activity	311	0.00026	0.000052	5 to 1



Certification for Expertise



Proficiency in trade builds credibility. International commerce professionals earn certifications to prove their expertise and dedication.

Certified Customs Specialist

Certified Export Specialist

Master Customs Specialist

Master Export Specialist

Certified Zone Specialist



- ▶ According to President Trump, “Tariff is the most beautiful word in the dictionary.” Throughout his presidential campaign, Trump promised to use tariffs as a central part of his foreign policy strategy. His [America First Trade Policy memorandum](#) also directs the administration to review various tariff- and tariff-adjacent levers the United States could use to further its new trade policy.

Maintaining a thorough understanding of international trade necessitates continuous education and periodic updates.

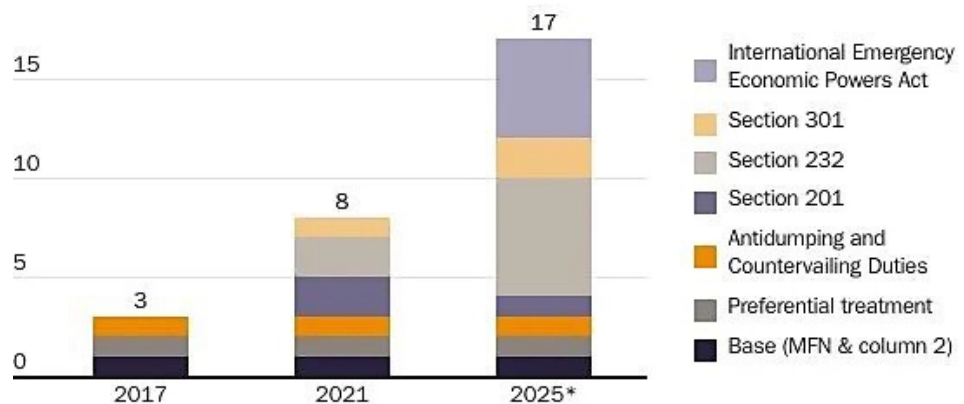
- ▶ By the end of 2025, during President Trump's second term, numerous executive orders and proclamations were enacted addressing tariffs, import controls—including those on automobiles, steel, and lumber—and trade agreements with the European Union and Japan. It is estimated that approximately 35 trade-related directives or actions had been implemented by November 2025.
-

Since 2017, the number of tariff regimes in the US tariff code have increased significantly

Figure 1

Since 2017, the number of tariff regimes in the US tariff code have increased significantly

Number of active tariff regimes



Source: US International Trade Commission, 2017, 2021, and 2025.

Notes: 2025 through October 31. MFN = most-favored nation; column 2 = base tariff rates for countries with which the United States does not have normal trade relations; AD/CVDs = anti-dumping and countervailing duties; IEEPA = International Emergency Economic Powers Act. Different proceedings under Sections 201, 232, and 301 are counted as separate tariff regimes (e.g., Section 232 tariffs on steel and Section 232 tariffs on aluminum are counted separately). The Section 301 action targeting China's maritime and shipbuilding practices is included in the year 2025, though this action has been suspended for one year. All free trade agreements and trade preference programs are counted as one tariff regime under the "preferential treatment" category, and all trade deals negotiated pursuant to IEEPA authority are counted as one tariff regime under the "IEEPA" category. All AD/CVDs are counted as one tariff regime, due to the small commercial volume of affected by each individual AD/CVD case.

Key Examples of Trade-Related Actions in 2025:

Tariff

- **Tariff Modifications:** Orders adjusting reciprocal tariffs, particularly concerning China and the EU.

Section

- **Section 232 Actions:** Implementing duties on imports like automobiles, parts, and aircraft from partners like the UK.

Trade

- **Trade Agreements:** Actions implementing terms of new economic deals with countries like Japan and the UK.

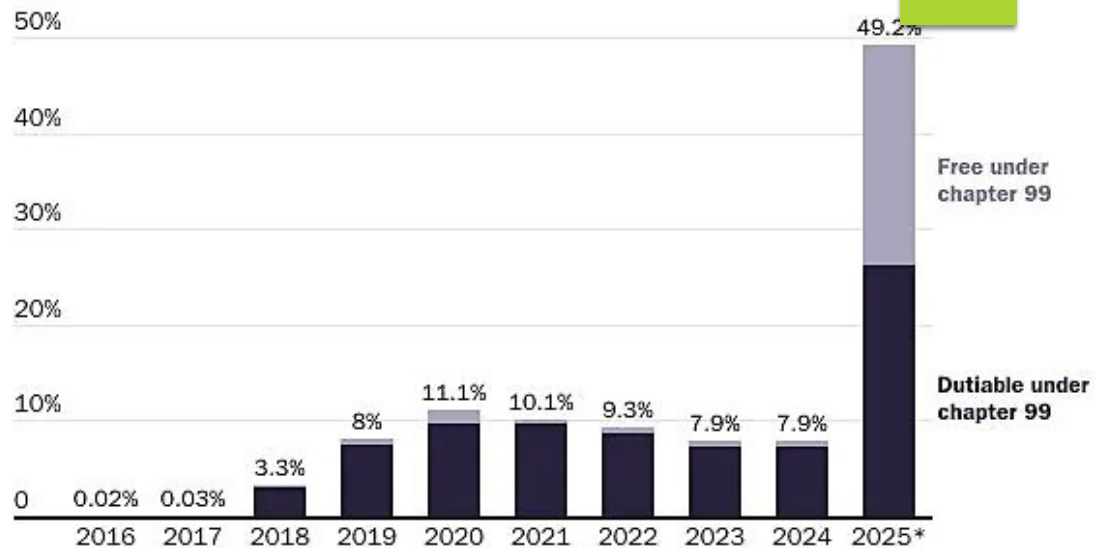
Key Examples of Trade-Related Actions in 2025:

Specific Product
Focus: Orders addressing supply chains for synthetic opioids from China and lumber imports.

Steel Industry: Actions related to foreign investments, like the Nippon Steel acquisition.

- ▶ The Share of US Imports that enter under a provision of chapter 99 of the US tariff code has skyrocketed in 2025

Share of total US imports under a provision of chapter 99



Source: USITC DataWeb, US International Trade Commission

Note: 2025 through July, which is the latest month for which there is data. Entry under chapter 99 of the Harmonized Tariff Schedule of the United States (HTSUS) means that a product is subject to a tariff regime other than the baseline most-favored nation (MFN) tariff. This includes claiming preferential treatment under a free trade agreement or a trade preference program, or paying a non-MFN tariff rate in light of "temporary" tariffs imposed through executive authorities (e.g., Sections 201, 232, and 301, and the International Emergency Economic Powers Act) or through legislation (e.g., the Formula Act of 2022). For products entering free of duty under chapter 99, importers may likely still need to submit documentation to US Customs and Border Protection and thus, incur additional compliance costs.

Resources for Continuing Education in International Trade

Trade professionals utilize a diverse range of resources to remain knowledgeable and current within this evolving industry.

▶ Trade Conferences

- ▶ ATCC (Advanced Topics in Customs Compliance Conference)
- ▶ GTE (Global Trade Education Conference)

Resources for Continuing Education in International Trade

▶ Trade Association Conferences

- ▶ American Association of Importers and Exporters (AAEI)
- ▶ International Trade Compliance Professionals (ICPA)
- ▶ National Customs Brokers & Forwarders Association of America (NCBFAA)
- ▶ National Association of Foreign Trade Zones (NAFTZ)



Resources for Continuing Education in International Trade

Regional association trade shows

- **WESSCON**
 - **Southern Border
Conference**
 - **Northern Border
Conference**
 - **etc.**
-

**Resources for
Continuing
Education in
International
Trade**



International Trade
Law Firms

Trade Consulting Firms

Trade Software
Conferences



*Partner Accreditor for CBP's Customs Brokers
Continuing Education Program*



Thank
you