



Expanding Your Horizons With Our U.S. Trade Lane.

US Trade Lane Guide



Understanding The U.S. Trade Lane

The United States is commonly referred to as the ‘land of the free’, and there is no doubt that for international businesses, the open market provides unique opportunities for global trade. With a relatively stable economy and highly-established infrastructure, the US is an attractive trade option for those looking to enter a new market.

The US and the UK

One of the many reasons the US is an exciting potential trade partner is that it hosts relatively low regulatory barriers and manageable tariffs. This is valued by new-to-market companies, those looking to break into a more diversified arena and for organisations who have much more to offer markets worldwide.

The opportunity is evident in the review of recent statistics that show the US as the United Kingdom’s largest export market for goods and services (ONS, 2019). It was also reported that UK companies exported £65.2bn worth of services to the US in the financial year ending Q1 2019 (ONS, 2019).

Capitalise On The Trade Opportunities

Opportunities for trade in the US are endless. In 2018 it was reported that the US imports a totalled \$60.8 billion in goods from the United Kingdom. This is up 14.1% (\$7.5 billion) from 2017.

As the US imports from the United Kingdom account for 2.4% of overall US imports in 2018, it is clear that this market is not to be discounted.

In 2018, the top import categories from the UK to the US included: vehicles (\$11 billion), machinery (\$9.3 billion), pharmaceuticals (\$5.0 billion), and mineral fuels (\$4.3 billion).

More recently, there three key industries have reportedly shown immense growth:

Food and Beverages Industry

US is the UK's second-largest market for Food and Drink exports, which totalled £2.2 billion in 2018 (UK Food & Drink Federation, 2018). This is an excellent opportunity for businesses looking to explore the interest in high-value or niche products due to the large, affluent and diverse population.

Technology Industry

Housing the most extensive tech market in the world, the US is an incredibly attractive option for businesses looking to expand their market or test innovative products in a broad-reaching, highly-diversified market. The tech industry in the US represents 31% of the global market, totalling approximately \$1.6 trillion in 2019 (CompTIA IT Industry Outlook, 2019).

Life Science Industry

Globally, the US is considered the biggest spender on healthcare products, medical research and development (OECD, 2019). As well as this, the US pharmaceutical market is the world's largest (International Trade Administration, 2016).

In 2017, the US spent \$3.5 trillion on healthcare, and spending is projected to almost double in the next decade (Centers for Medicare and Medicaid Services, 2019). For MedTech businesses, this would offer a chance to broaden their horizons and deliver healthcare more effectively on a global scale.

WTA UK and WTA USA Experts in creating U.S trade lane efficiencies

WTA USA Inc, is a Licensed U.S. Customs Broker, C-TPAT certified, NVOCC and OTI licensed and bonded. Our team of U.S. Customs Brokers work hand-in-hand with your business.

It is our mission to ensure that when you are importing products into America that you are compliant with US trade requirements. We work to identify any cost-saving opportunities and liaise with all necessary parties on your behalf to find the fastest path to clearing your goods.

We file your entries electronically through the U.S. Customs ACE system, and we ensure all other requirements are met. If you are shipping perishable items, we align your goods with FDA food safety requirements as well as those from USDA. By putting your customs and logistics needs in our expert hands, you can rest easy in the knowledge that seasoned professionals handle your goods.

Providing reliable and cost-effective FCL or LCL Loading services, our specialised Sea Freight trade lane boasts a turnaround time of 14 days from London Gateway to New York. Currently, WTA UK ships FAK (Freight All Kinds) from the UK to the USA. We also have Air Freight services available and can develop a logistics plan to suit your requirements.

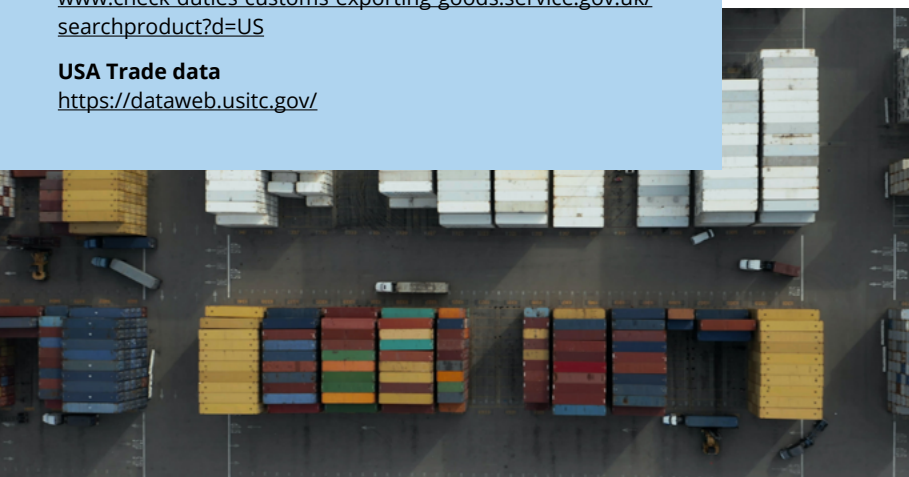
Some Useful Links

Useful information on duties and customs procedures

www.check-duties-customs-exporting-goods.service.gov.uk/searchproduct?d=US

USA Trade data

<https://dataweb.usitc.gov/>



WTA is here to help.

Exporting from the UK to anywhere around the globe takes planning and precision. There are many complexities to be considered and WTA UK are ready to work with you to ensure the smooth sailing of your exports.

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