



# LOGISTICS

**Opportunities for US Importers  
(Section 321)**

# “Section 321”

- Informal Entry (No Duties, Fees....)
  - Exporter
  - Description
  - Value
  - Consignee
- De Minimis
  - \$800
    - Max value per “order”



# Section 321 Boom (US/Mexico Border)

- Increase in the “De Minimis”
  - \$200 to \$800
- Proximity between the US and Mexico
- Trade war between US and China
  - 232 (Steel and Aluminum)
  - 301 (China)
- Increase in E-Commerce vs “regular” shopping trends



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# Limitations

- Sales Price
- One shipment per day
  - Company or individual
- No split shipments or partial orders
- Good regulated by Partner Government Agencies (PGAs)
  - FDA, USDA, FSIS, NHTSA, CPSA....
- Goods containing alcohol and/or tobacco



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# Examples

- Warehousing Operation (Service Immex)
  - Products from many countries
  - Distribute from Mexico VS USA
- Packaging Operation
  - Import in bulk
  - Package based on consumer needs/orders
- Production Operation
  - No NAFTA or Substantial Transformation



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# New Business Opportunities

- Expand new operations to Mexico
  - Distribution, Packaging, and Production
- Cost savings in supply chain and labor costs
- Reduce delivery times
- Save money by eliminating the payment of duties  
(Section 321)



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