Origin

SUMMER FRIDAY PICKS

Pick No. 5/12

Originate from. Consigned from. Exported from. What do they mean?

CustomsClear

The fifth Summer Friday Pick invites you to explore the topic of the origin of goods – both preferential and non-preferential.

The growing number of free trade agreements presents customs professionals with the challenge of correctly applying the rules of preferential origin – that is, ensuring compliance with the specific provisions of each agreement applicable to a given product. However, anyone who considers preferential origin complex should try navigating the rules of non-preferential origin – particularly when these extend into the realm of sustainability.

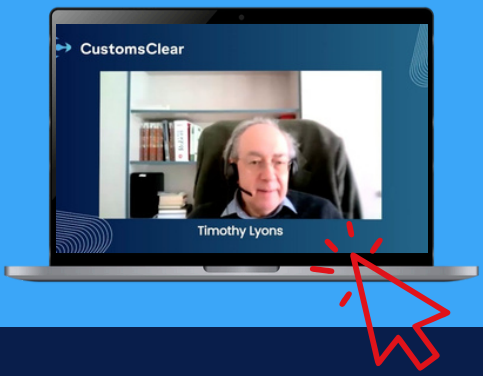
This Pick provides a broad overview of the subject – beginning with the distinctions between "originating from", "consigned from", and "exported from", examining some practical aspects of preferential origin, and concluding with a reflection on "deep origin", a concept increasingly relevant in the context of sustainability policies.

Enjoy turning grey areas of knowledge into confident compliance awareness!

Your feedback and comments are always welcome at
info@customsclear.net

Pricing:

- Weekly package - €45 per Friday (Payment by Card)
- Monthly package (4 Fridays) - €126 per month (30% discount) (Payment by Card)
- Summer package (12 Fridays) - €270 (50% discount), available in three monthly instalments of €90 (Payment by Card)



Originate from. Consigned from. Exported from. What do they mean?

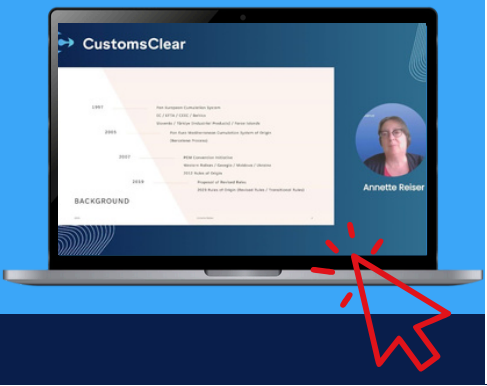
"...sometimes it's in the interest of authorities to expand them, particularly 'consigned from' and 'exported from'. You should be aware that that may happen. In practical terms it means that it is even more important than it ever was to make sure that your documentation is in an absolutely as good order as you can possibly make it. When I went to the court with a client, we had to get everything!" - says Timothy Lyons.

Duration: 16 mins

The devil is in the details of preferential origin (in the... exporters archive)

It is a story about consequences of lost documents, which prove preferential origin of goods. You will learn, whether the importer had to recover import duties amounting to 62,323 Eur. The story is based on real facts taken from the Judgement of the European Court of Justice in the case C-409/10.

Duration: 3 mins



Navigating the PEM rules in 2025

Annette Reiser discusses the latest developments in preferential origin rules under the Pan-Euro-Mediterranean (PEM) Convention. She presents the main changes introduced by the revised rules. The presentation concludes with practical considerations for businesses, including how to choose between the 2012 and 2023 origin rules, and how to prepare for further changes.

Duration: 21 mins

Mark Rowbotham
Customs, Excise & VAT Consultant, PORTCULLIS ISC

New US tariffs and origin of goods

All products originating in the UK are now subject to a baseline US tariff of 10%. Compare this with the tariffs levied against some other countries and it can be seen that the origin of products exported to the US is crucial. The condition is that UK exporters must ensure that the products they export to the US originate in the UK (if they originate in the EU, even though they are exported from the UK, they will be subject to a higher import duty in the US). We provide a brief overview of the new US tariffs and what 'origin' means in this context.

Brian Staples
President, Trade Facilitation Services

Thoughts on non-preferential & deep origin

It has been many years if not decades since the sphere of trade has moved beyond the domain of simple tariffs. Today we are witnessing a proliferation of policies to address a range of human scourges including but not limited to child labour, slavery, forced labour and carbon emissions. These matters must be addressed on moral and economic grounds but the current model of requiring complete traceability back to basic raw materials and imposing related restrictions, sanctions and prohibitions at the border face a number of challenges.

David Savage
Senior Manager - Customs and International Trade Services, BDO Ireland

Rules of origin: the case of the Irish bread industry (EU-UK trade)

The EU–UK Trade and Cooperation Agreement (TCA) brought unexpected challenges, especially for Ireland's bread industry. Due to Rules of Origin, UK flour made with Canadian wheat now faces tariffs in Ireland, disadvantaging Irish bakers. This highlights supply chain vulnerabilities and the need for renewed domestic processing.

A quick look into Pick no. 1/12
What should a customs pro know?

View the videos and articles from the Pick No. 1/12 here

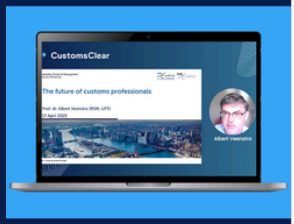
Pick No. 1/12

Videos

Customs risk and the business: risk by functions

The training offers foundational knowledge on customs risk, highlighting key business functions such as strategic management, finance, procurement, and logistics as sources of risk.

Duration: 36 mins



Future of customs professionals

Gain insights into t
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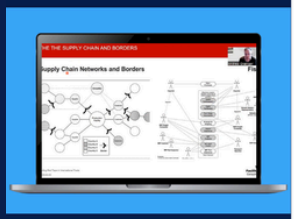
customs reform, a

Duration: 11 mins



What are th
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The customs man
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customs laws - lea
interviews.

Duration: 16 mins

Articles

Frank Heijmann
Co-author of the book 'Customs: Inside Anywhere, Insights Everywhere'

The future of customs: AI, education and the human factor

AI is advancing rapidly – gain insights into its impact on customs, the balance between human judgement and machine efficiency, and the crucial role of education.

Anthony Buckley
Chair of Customs Knowledge Institute

Ecodesign for Product Sustainability Regulation: what should economic operators expect?

Learn what manufacturers, importers and other stakeholders can expect in the near future and the role customs will play in monitoring compliance with the new requirements.

Michael Lux
Attorney, former Head of Unit 'Customs Legislation' at EU Commission

A future without customs declarations and with new roles and responsibilities for importers and exporters in the EU

The author outlines proposed changes within the scope of the EU Customs Reform that will redefine roles, eliminate certain simplifications, and significantly transform customs processes.

A quick look into Pick no. 2/12

What does it take to classify goods?

View the videos and articles from the Pick No. 2/12 here

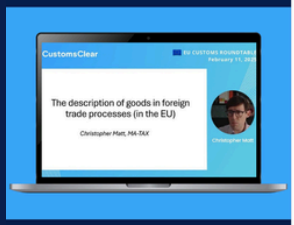
Pick No. 2/12

Videos

Tariff classification puzzle: the bulb

This short video highlights how easily mistakes can be made when classifying goods for customs purposes – and how expensive those mistakes may turn out to be. It's based on a real-life situation: the Judgment of the European Court of Justice.

Duration: 2 mins



Description of goods in foreign trade processes (in the EU)

Learn why describing goods accurately is the first step in classifi
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Duration: 16 mins

Classificatio in the use of

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Duration: 17 mins

Articles

Elizabeth Davies
Customs Systems Manager, TariffTel

Data challenges in classification and the role of AI in data

In this article, the author explores the importance of accurate data in customs classification, which data matters, and how to trust the data you are working with. She also explores the evolving role that Artificial Intelligence (AI) can play in assigning tariff codes now and potentially in the future.

Ingrida Sakalienė
Tariff classification specialist

What's new in classification: the latest WCO updates on classification of goods

This article outlines the recent Communication in which the European Commission announces the revocation of Binding Tariff Information (BTI) decisions that no longer align with classification decisions, classification opinions, or amendments to the HS Nomenclature Explanatory Notes.

Ingrida Kemežienė
Project manager, PwC Lithuania

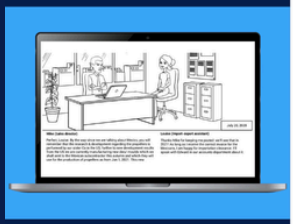
Binding Tariff Information: for one or for all?

Can companies rely on Binding Tariff Information (BTI) issued for their competitors' goods when classifying their own products? The Court of Justice of the European Union has provided an answer – find out by reading this article.

A quick look into Pick no. 3/12
Customs valuation – how challenging can it be?

View the videos and articles from the Pick No. 3/12 here

Pick No. 3/12

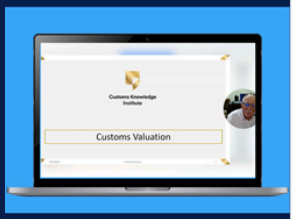


Videos

Customs valuation: What should all stakeholders in the company know about it?

In this video, you will learn about a situation that arose in the Dublin (Ireland) office of a multinational company operating in the aviation sector. It explores how the company planned to approach customs valuation - considering factors such as related parties, research and development, royalties, and a change in the transport route - and how it ought to proceed.

Duration: 19 mins



Customs Valuation - Updated Compendium and Simplification Guidance

The recording provi
insights into the *Co*
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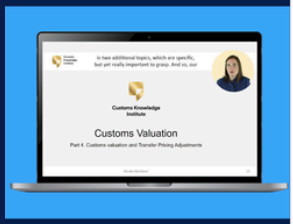
Duration: 28 mins



Customs val
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This video, part of t
training, introduces
to customs valuati
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legal sources, with
included.

Duration: 35 mins

Georgi Goranov
Attorney at Law, Georgi Goranov law office and Unitax Consult Ltd.

Enrika Naujokė
Director, CustomsClear

Milda Stravinskė
Customs expert

Articles

Binding Valuation Information (BVI) decisions in the EU: the pros and cons

Biding tariff and binding origin information decisions are used in the EU and provide legal certainty to economic operators regarding the correct determination of the tariff code and origin of their goods. What about the introduction of the same measures with regard to valuation? In the article, we highlight some points on this topic.

Customs valuation IS: rules and practice of using the data

Importer's questions: Is it possible for an importer to access the transaction values of identical or similar goods imported by other EU importers? How are these values applied by customs at the time of clearance? To answer these questions, we examine the customs information system (IS) of an EU Member State, where valuation-related data are stored, along with the rules and practical approach to using this information.

Customs valuation of raw materials and waste as subject of the circular economy

The EU *Customs Valuation Compendium* includes a Commentary on the customs valuation of waste — a topic of increasing relevance as efforts to achieve circular economy goals intensify. As one of the most recently published interpretative instruments, the Commentary offers important clarifications. Let's explore its key points, including a practical case study.

A quick look into Pick no. 4/12

International sanctions: the different aspects to be understood

View the videos and articles from the Pick No. 4/12 here

Pick No. 4/12

Videos

Master data in international trade: how do we get the quality right?

Accurate master data is essential for compliance. In this video, among other key points, the expert emphasises that material master data must meet the requirements of all parties involved — such as sales, purchasing, and regulatory authorities. This can be achieved through dedicated text fields or a comprehensive description that ensures clear product identification throughout the process.

Duration: 8 mins

Internal Compliance Programme (ICP): key elements

An Internal Compli
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Duration: 15 mins

What is the c export contr

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developments and
more effectively.

Duration: 15 mins

Alisa Leskovica
Attorney at Law, Partner, RockBridge Legal

Daiva Baltronienė
Customs representative

Boryana Peycheva
Assistant Logistics Manager, Nemuno Banga Ltd.

Articles

Administrative liability for sanctions evasion in Latvia

Unlike other EU countries with administrative penalties for sanctions breaches, Latvia applied a zero-tolerance approach, treating all violations as criminal offences regardless of severity. This led to criminal cases for even minor infractions, straining customs and investigators. Now, the approach is changing.

National sanctions against Russia and Belarus: Lithuania tightens controls

Learn about the national list of restricted goods and the national requirement to provide a 'manufacturer's declaration', which confirms the manufacturer's knowledge of the buyer, seller, transit route (including any passage through Russia or Belarus), and the end-use of the goods, certifying compliance with international sanctions.

EU sanctions against Russia and Belarus: non-tariff measures or non-tariff barriers?

This article outlines the challenges facing Bulgaria's automotive industry under EU sanctions against Russia and Belarus. A national customs risk profile now flags exports of certain parts under HS Chapters 84 and 85 to countries like Turkey, the UAE, and Kazakhstan. Exporters struggle to obtain the required documents and information about consignees and end users in third countries, making compliance difficult.

CustomsClear

Our expertise
The CustomsClear team brings together professionals in the following areas:

- Customs law and regulations
- International trade and compliance
- Digital education and knowledge management
- Artificial intelligence and software development

Our mission
At CustomsClear, our mission is to provide all participants in the global supply chain with easy access to the knowledge necessary for the smooth, compliant and sustainable movement of goods across customs-controlled borders.

Innovation - information and knowledge
Founded as a platform for both those seeking knowledge and those wishing to share it, CustomsClear has built a global network of customs and trade compliance experts. The experts share their expertise through articles, videos, courses, live events and training sessions.

We are currently developing an expert-supervised regulatory library, alongside AI solutions that offer tailored access to regulatory content and compliance checks. Acknowledging that domain knowledge is essential to interpreting regulations effectively, we are also building a personalised, adaptive and continuous learning system to support professionals across the sector. This ongoing innovation is co-funded by the European Union.

Gvantsa Pasurishvili
Director of International Sales & Partnerships

Book a meeting here
Contact us at info@customsclear.net