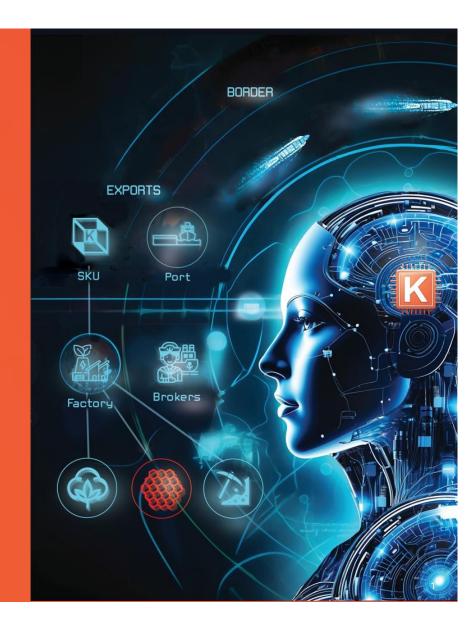


### **KYG Trade Master Class**

Advanced Topics in Customs Compliance

February 2025



U.S. Patent # 17/512,223 Notice of Allowance Received

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# **Today's Topics**



Al "Assisted"...

1) Data Detection and Accuracy

2) Classification

3) Non-Preferential/Preferential Origin & UFLPA Compliance

4) Additional Configurations & Data Storage





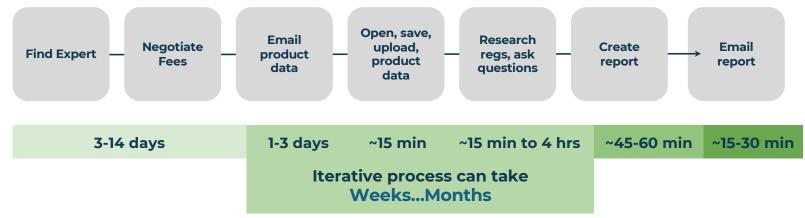
# Data Detection and Accuracy

### **Current state**



"Help! My shipment was flagged and detained for <u>forced</u> <u>labor</u> risk. I have 30 days to rebut the presumption and submit a detention notice response to customs."



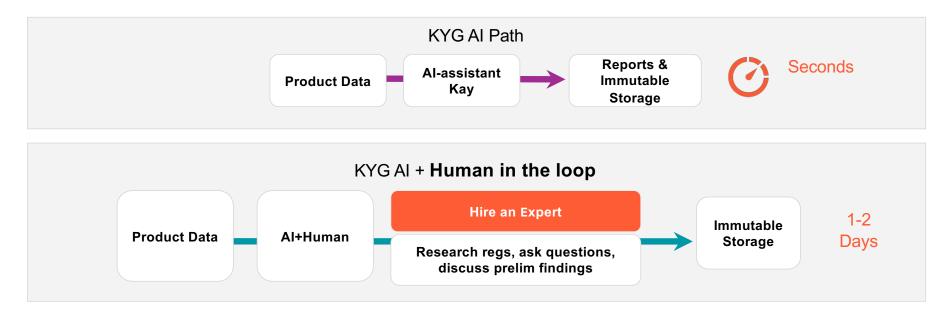


KYG Trade can do this at scale within seconds at a fraction of the cost.

#### The future is now



Forced Labor, Traceability, Sanctions, Toxic Substances, ESG, HTS, Export Controls, FTAs, Tier-N Mapping, others...

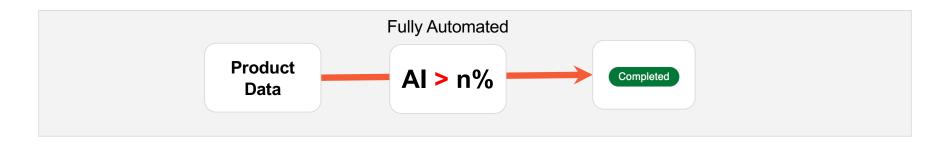


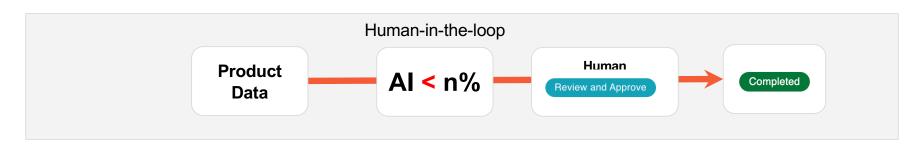
Significant Time Savings, Cost Reduction and ROI.

## AI + Human in the loop



Product data, attributes, and attestations are optionally reviewed and approved by a human



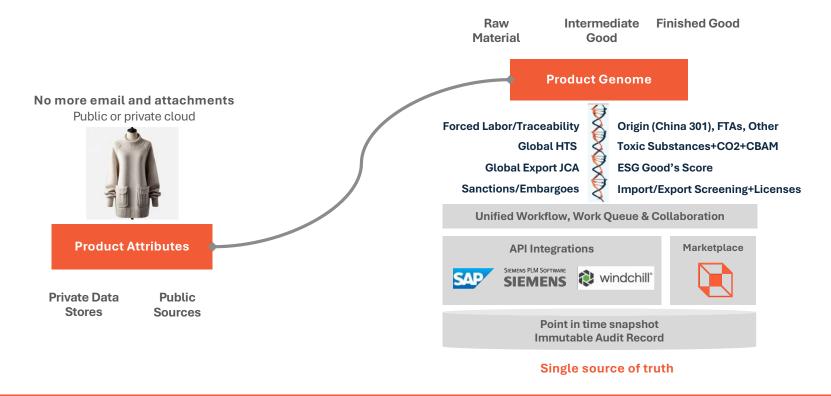


n% = user specific confidence score

#### **SKU Centric**

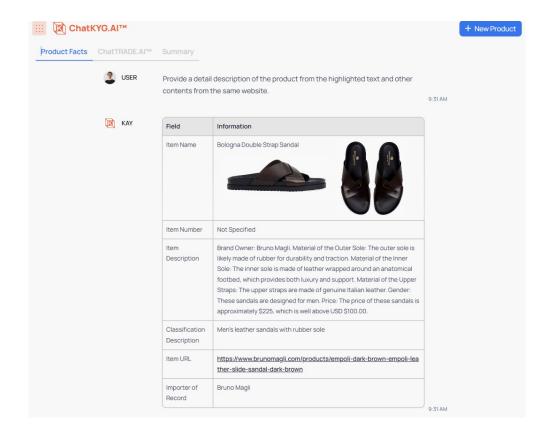


Trade and ESG orchestration, collaboration, agentic workflow, regulatory research, Alassisted determinations, human experts, immutable audit record - all in one place.



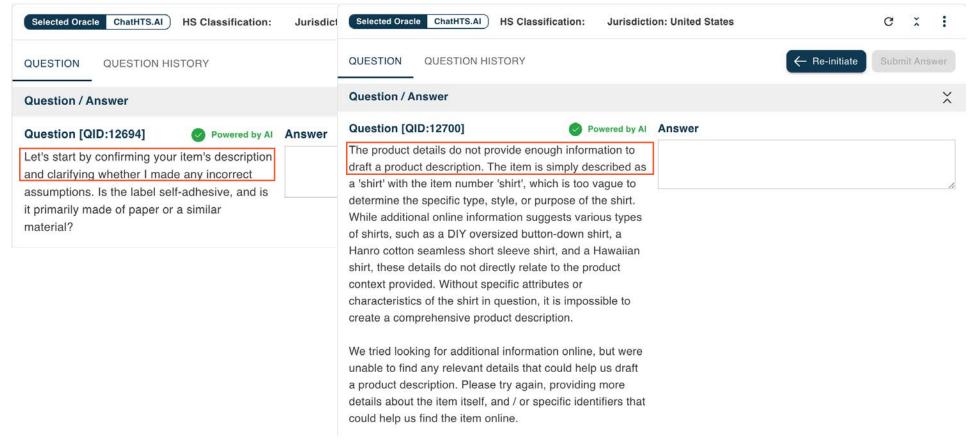
# Al Object + Image Classification





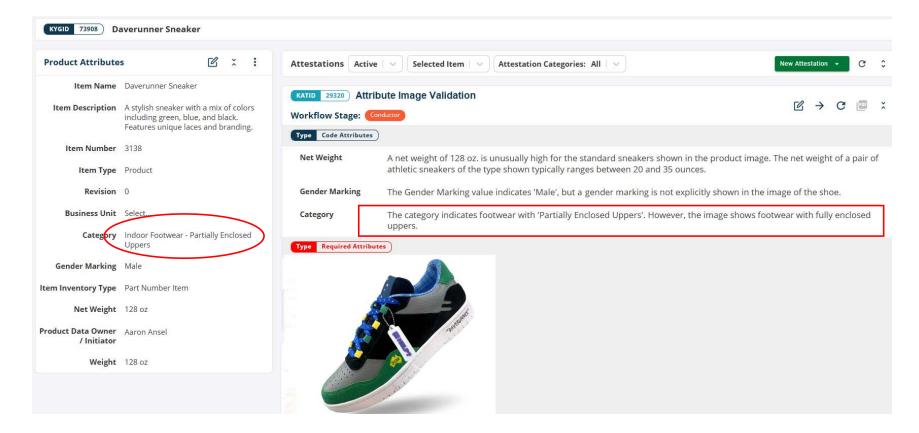
### Anchoring the product description





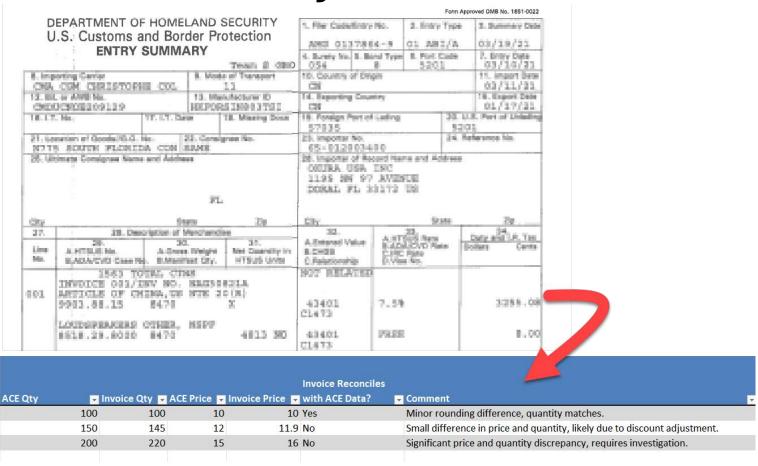






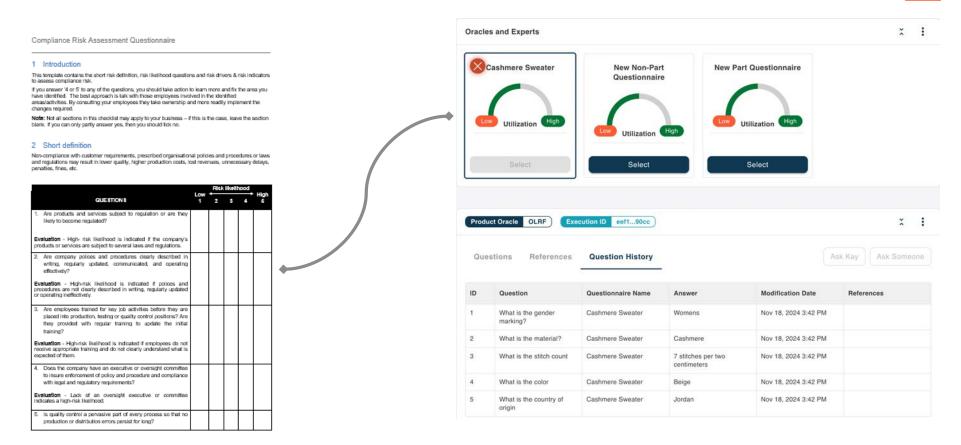
### **Al-Assisted Post Entry Reviews**





#### **Product Intake Form & Custom Oracle**





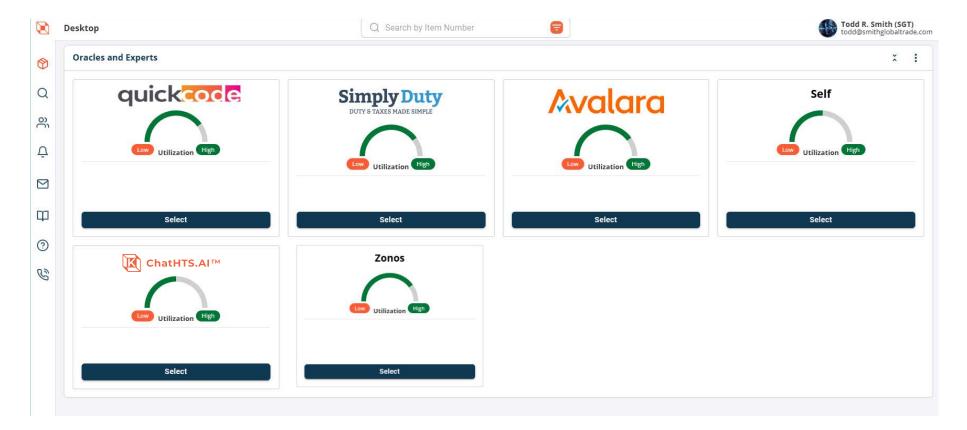




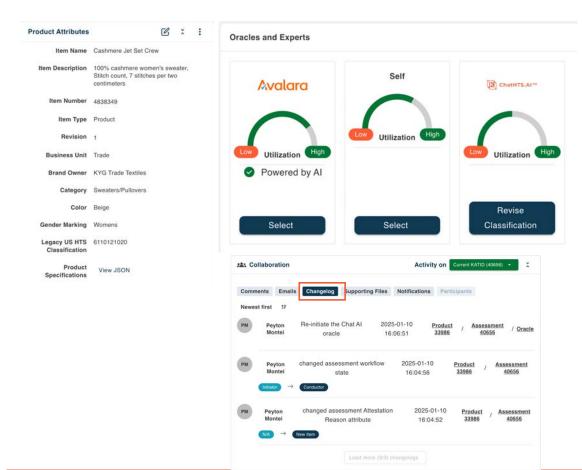
## Classification

## Single Window HS Orchestration





### **AI-Assisted HS Classification**



#### Powered by Kay



Based on the information provided, the most likely HS code for the women's cashmere sweater is 6110121020. This item is a women's sweater known as the Cashmere Jet Set Crew, constructed from 100% cashmere material. It features a stitch count of 7 stitches per two centimeters, indicating a fine gauge knit. The sweater is designed with extended, ribbed cuffs, wide sleeves, and shoulder panels, contributing to its relaxed fit. The color of the item is beige, and it is categorized under sweaters/pullovers. The sweater also includes two large, ribbed pockets on the front, enhancing its casual look. The legacy country of origin for this product is Jordan, and it falls under the business unit of Trade, with a legacy US HTS classification of 6110121020. The item number is 4838349, and it is specifically marked for women's wear.

The selected classification code, 6110121020, applies to articles of apparel and clothing accessories, knitted or crocheted, specifically sweaters, pullovers, sweatshirts, waistcoats (vests), and similar articles made wholly of cashmere. The rationale for applying this code includes several factors, including the item's construction from 100% cashmere, which aligns with the description under HS Subheading 611012. The stitch count of 7 stitches per 2 centimeters confirms it as a sweater according to the defined term for 'sweaters' in the HS notes. The presence of ribbed pockets does not exclude it from this classification, as per the WCO Explanatory Notes. Previous rulings, such as Ruling J85014, have classified similar items under this subheading, supporting this classification choice.

The General Rule of Interpretation applied in this classification is GRI 1, which states that classification shall be determined according to the terms of the headings and any relative section or chapter notes. GRI 1 applies because the item description matches the specific language of the classification code 6110121020, which covers women's or girls' sweaters made wholly of cashmere.

During the classification process, key questions focused on the material composition and design features of the sweater, such as the stitch count and presence of ribbed pockets. The answers confirmed that the sweater is made entirely of cashmere and fits the description of a sweater under the HS notes, leading to the selection of the appropriate code.

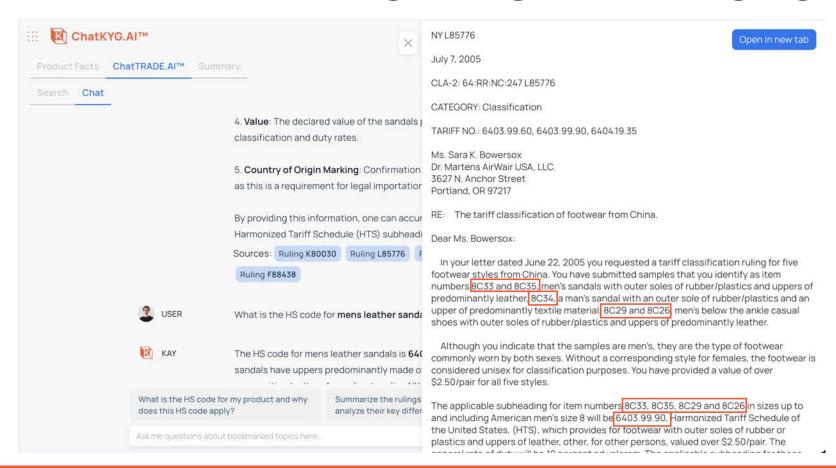
At the six-digit level, we considered other codes such as 611090 and 611011, which might have been appropriate if the item was made of a blend of cashmere and another textile material, such as silk, or if it was made of wool instead of cashmere. At the full code level, we also considered 6110121060, 6110122030, and 6110122080, but these were not selected because they pertain to garments not wholly made of cashmere or not classified as sweaters. In summary, 6110121020 was the most appropriate choice for a women's cashmere sweater.

--Comparison to Existing Classification--

The selected code matches the existing code, 6110121020, provided by the client.

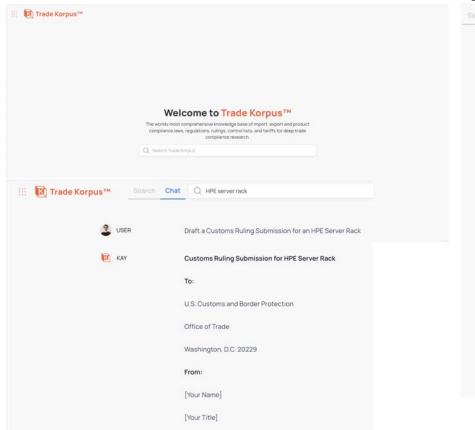
### Search CROSS rulings using natural language

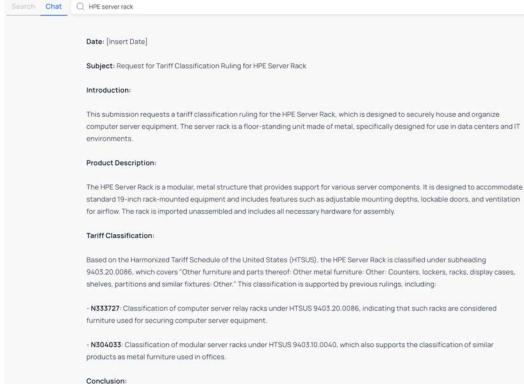




## ChatKYG, AI & Trade Korpus™

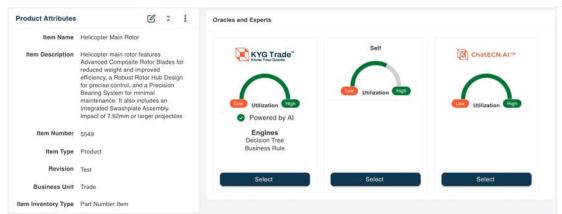


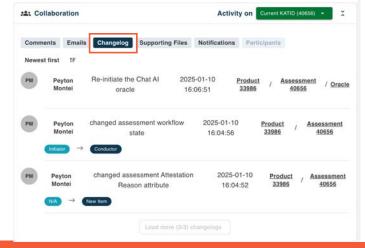




### **AI-Assisted ECCN Classification**







#### Question [QID:12697]



We determined the export classification code (ECN) for the Helicopter Main Rotor, with an item number of 5549, designed for advanced performance in aviation, is 08.h.18. This classification was meticulously chosen to reflect the rotor's specialized design and its critical role in military aviation. The rotor is not just a component; it is a sophisticated piece of engineering that embodies advanced composite rotor blades, which significantly reduce weight and enhance efficiency. Its robust rotor hub design ensures precise control during operation, while the precision bearing system minimizes maintenance, making it an indispensable part of the helicopter's flight control system.

The rotor's integrated swashplate assembly is pivotal in controlling the pitch of the rotor blades, a feature that underscores its importance in the helicopter's drive system. However, what truly sets this rotor apart is its optimization for performance under ballistic impact. It is engineered to withstand impacts from projectiles of 7.62mm or larger, a testament to its suitability for military applications where durability and resilience are paramount.

The classification under 08.h.18 is not arbitrary but a deliberate decision based on the rotor's ability to function after the impact of such projectiles. This aligns perfectly with the requirements of USML 08.h.18, which pertains to drive systems, flight control systems, and parts and components specially designed for such conditions. The rotor's military-grade design and its critical function in controlling rotor blade pitch further affirm its classification under this category.

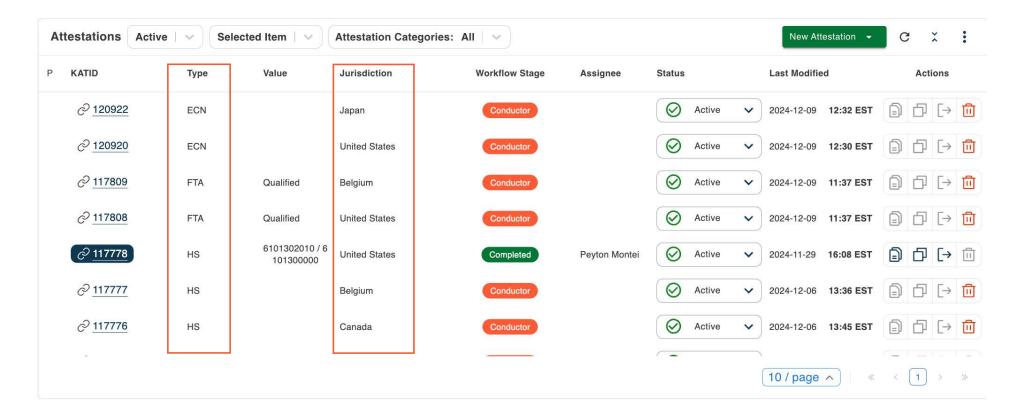
Alternative classifications were considered, such as 08.h.2, 08.h.3, 9A610.w.1, and 9A619.c, each with specific conditions that did not align with the rotor's design and intended use. For instance, 08.h.2 would apply if the rotor were part of a gearbox with specific performance criteria, while 08.h.3 would be relevant if it were part of an automatic rotor blade folding system. Similarly, 9A610.w.1 and 9A619.c were considered for UAV applications and military gas turbine engines, respectively. However, none of these alternatives matched the rotor's unique characteristics and military application.

Furthermore, an assessment was conducted to determine if a "commercial equivalent" exception could apply, which would necessitate a different classification. However, no commercial equivalent was found, as the web results did not provide a clear connection to a rotor with the same advanced performance and ballistic impact resistance. This lack of commercial availability reinforced the decision to classify the rotor under 08.h.18.

In conclusion, the classification of the Helicopter Main Rotor under ECN 08.h.18 is a reflection of its specialized design, military application, and the absence of a commercial equivalent. This decision ensures that the rotor is appropriately categorized, acknowledging its critical role in military aviation and its ability to withstand the rigors of combat environments.

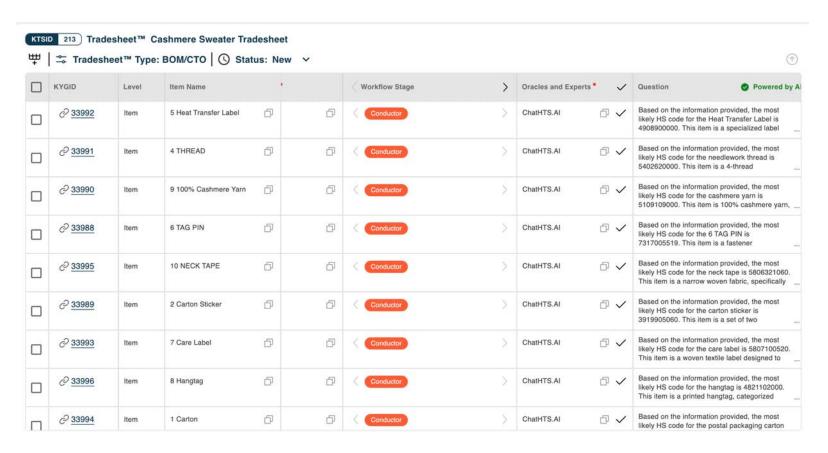
### **Global Jurisdiction Classification & Qualification**





### **Tradesheet**<sup>™</sup>





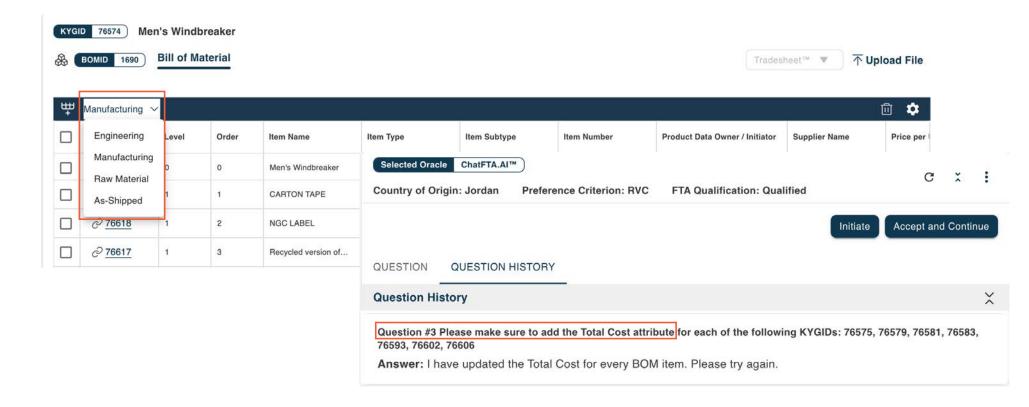




# **FTA Qualification**

#### **BOM Data Verification**









Selected Oracle ChatFTA.AI™	C × i
Country of Origin: Preference Criterion: FTA	Qualification:
	← Re-initiate Submit Answer
QUESTION HISTORY	
Question / Answer	×
Question [QID:4b4c40ed-466b- 492d-a8fd-f192277776c4] Powered by Al	
I was not able to find a Purchase Order	Yes, continue without the Purchase Order.
supporting document for this KYGID. Would you like to continue without this supporting file?	O No, I have a Purchase Order supporting document.

### **AI-Assisted Supplier Solicitation**

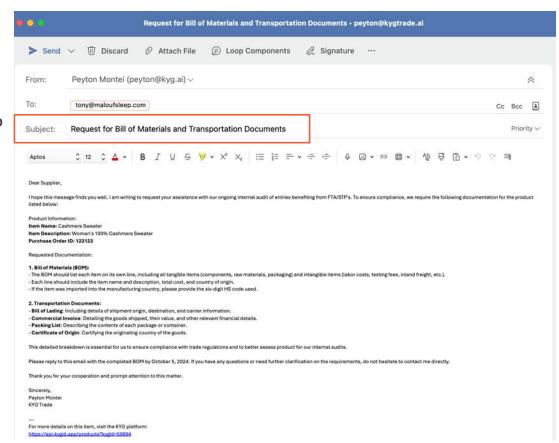


#### **Identify Gaps In Documentation**

 KYG identifies the documents you will need to defend an FTA qualification or UFLPA detention notice and identify the data gaps you currently have

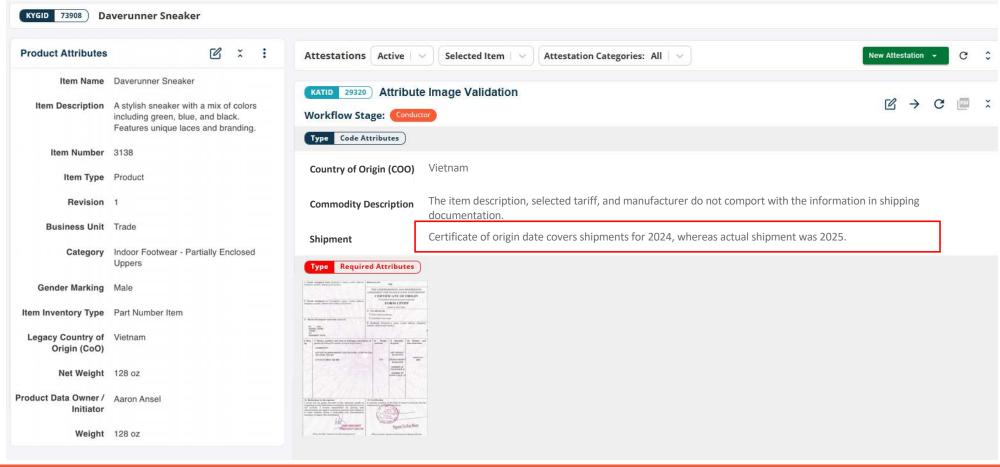
#### **Supplier Solicitation Workflow**

 Generative AI can assist is solicitating necessary documents from your supply chain, reducing the human burden of corresponding with multiple parties



#### **COO Validation**

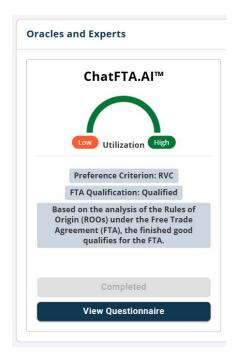




### **AI-Assisted FTA Qualification**



RVC, non-originating goods, and transshipment analysis





Kay Al 9 days ago Product 33986 / Assessment 29598 / Oracle

The finished good, Cashmere Jet Set Crew, with Item Number 4838349 and KYGID 33986, qualifies for special treatment under the FTA, Jordan-United States treaty.

The rules of origin applicable to the Cashmere Jet Set Crew under the FTA require a Regional Value Content (RVC) of 35% or higher. Upon thorough evaluation, the product was found to have an RVC of 61.0%, significantly exceeding the required threshold. This high percentage confirms that the majority of the product's value is derived from materials and labor originating within the partner countries, thereby meeting the FTA's criteria for preferential treatment.

The transport documentation was meticulously reviewed to ensure compliance with the FTA's direct transport rules. The goods were shipped from Irbid, Jordan, to Haifa, Israel, before reaching their final destination in Los Angeles, USA. Despite passing through Israel, the product qualifies under the direct transport criteria as outlined in Article 8 of the FTA. The goods did not enter into the commerce of Israel and remained under the control of customs authorities, with no operations performed other than those necessary to preserve the product's condition. The shipping documents clearly indicate the USA as the final destination, supporting the product's eligibility for special treatment.

The qualification process involved a detailed examination of each component of the Cashmere Jet Set Crew to determine its origin status. Components such as the heat transfer label, thread, cashmere yarn, hangtag, carton, polybag, and sizer were identified as originating materials from Jordan, thus contributing to the product's RVC. Conversely, items like the tag pin, neck tape, carton sticker, care label, and hanger-padded natura were not considered originating materials. as they did not meet the FTA's criteria for indirect materials. Despite these non-originating components, the overall RVC calculation confirmed the product's qualification.

In conclusion, the Cashmere Jet Set Crew meets the necessary requirements for special treatment under the FTA, Jordan-United States treaty, due to its substantial regional value content and adherence to direct transport rules. This qualification allows for preferential tariff treatment, facilitating smoother trade between Jordan and the USA.

### **AI-Assisted FTA Qualification**



#### Tariff Shift, De minimis, and transshipment analysis





Kay Al a month ago Product 73614 / Assessment 28949 / Oracle

The attestation is Qualified with 1 out of 1 products qualifying for Free Trade Agreements.

Item Name: GLASS FOOD STORAGE SET
Item Number: GL
KYGID: 73600

The GLASS FOOD STORAGE SET is subject to the rules of origin under the Korea-United States Free Trade Agreement (FTA). The applicable criterion is the Tariff Shift, which requires that components classified under Heading 70.09 through 70.18 must undergo a shift from any other heading outside that group. Exceptions to this rule include glass inners for vacuum flasks or other vacuum vessels of heading 70.20 or headings 70.07 through 70.08. Additionally, a de minimis rule of 10% applies, allowing for minor non-originating materials.

In reviewing the transport documentation, it was confirmed that the goods were shipped directly from Busan, South Korea, to Norfolk, VA, USA, without any transshipment. This direct route satisfies the FTA's transportation requirements, which stipulate that goods must not undergo production or operations outside the territories of the Parties and must remain under the control of customs authorities. The documentation supports that the product meets the criteria for direct transportation.

The qualification process involved a thorough examination of each component of the product to ensure compliance with the FTA's rules of origin. Each component, including various TPE/PP lids and glass bodies, was verified as originating from South Korea, one of the partner countries. This compliance with the Tariff Shift criteria confirms that the finished good qualifies for special treatment under the FTA. The conclusion is that the GLASS FOOD STORAGE SET meets all necessary requirements, allowing it to benefit from the preferential tariff treatment provided by the Korea-United States FTA.





# Non-Preferential Origin

**UFLPA Compliance** 

## AI-Assisted 301, UFLPA & FTA Analysis



#### **SKU Specific Analysis**

 Leveraging AI and OCR to analyze and understand product data and documents in real time

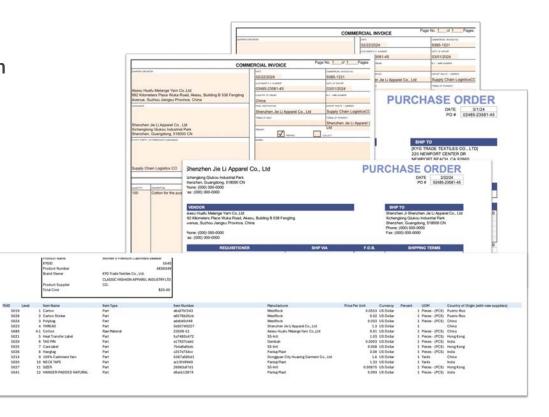
#### **Identifying & Organizing Relevant Information**

- Supply Chain Mapping
- Counterparties & Roles
- Risk Levels (Sayari, Kharon, Descartes)
- · Exhibits and Documentation

#### **Accelerated Reporting**

- Leveraging generative AI capabilities to draft reports quickly and effortlessly
- · Customizable templates and use cases

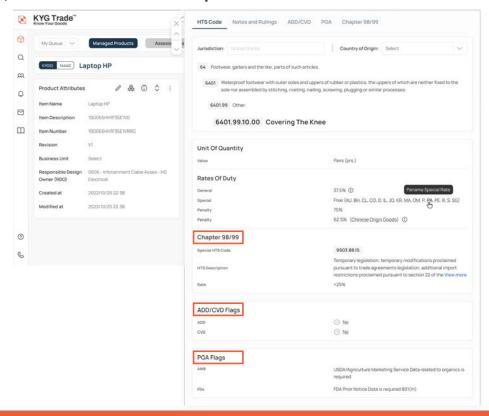
#### Emails, PDFs, Excel, Images, or via API







We use AI to assist with visibility into 301 duty rates, PGA/OGA flags, AD/CVD cases, applicable rulings, and section and chapter notes.



# Non-preferential Origin + 301 Analysis

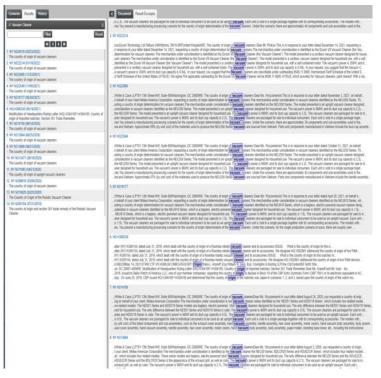


Searching rulings >1/1/2018 for origin and vacuum cleaners

20 origin and 4 HS related hits

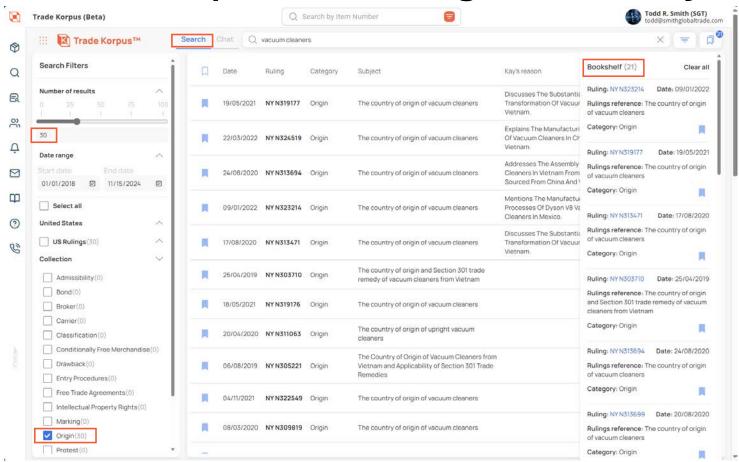
\*\*Coulons and South Processor
\*\*C

#### 14 origin related hits



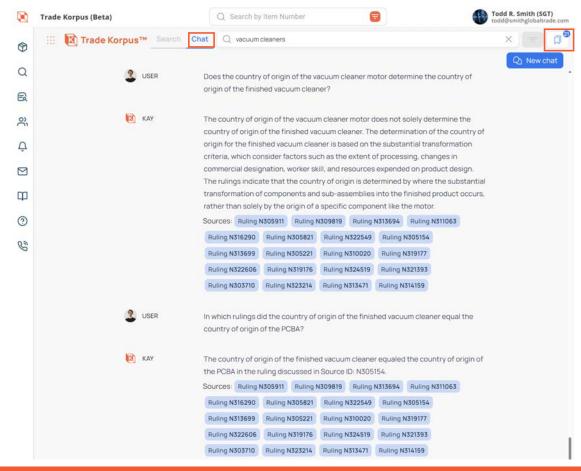
### AI-Assisted Non-preferential Origin + 301 Analysis











# Al-generated "draft" 301 origin analysis



The subject mendandle is a NewTown excurs disease, an advanced, Wi-Fi-convected desmit derive used not clear from It. Hazarea is 2-lead realizing time of the Ministry of the Seale. All, and dist, dist, and detrive from hard filters and cargets. The set includes the NewTown excurse, as exchanged leadings, a deciding attack on terhologies and a power could. The NewTown will be included an optional accessory to define cleaning boundaries. The NewTown will be imported from Pallands, published for retail side.

The applicable subheading for the Next/Nuev vacuum cleaner will be \$500.11.0000, which provides for Vacuum cleaners; parts thereof: With self-contained electric motor: Of a power not exceeding 1500 W and having a dust bag or other receptacle capacity not exceeding 20 L. The rate of duty will be free.

# Example of a 3-page draft 301 origin analysis,

which took

#### 5 seconds to create

and September 21, 2011

Products of China classified under authenting 1500.11.00. HTDIS, unless specifically excluded, an subject to the additional 25 present ad sitingen state of displict after their of importation systems report the Chapter 99 authenting (see .900.1866) in addition to subheading 1500.11.00. HTDIS. Its displace the control of the subject to preside mendement, say up until descript resourced monitoring the status of goods covered by the Notice cited above and the applicable Chapter 99 withherston.

In your feets, you state that the RetifiXiew assum clearer consist of several key modules and components, many of which are Biblicards the notifive issuesmines in Tallains. These modules will then be further assembled into the NectiViave chassis and integrated with the Main Printed Chroid Soud (PCE) containing all the required operations software, resulting in the ferithed proof the manufacturing process inclusive the production of key modules as businesshels in Tallains. Their modules are significant components of the ferithed NecVillain vacuum cleaner. Some of the module components are manufacturated in Chica and obtained to Tallains.

The Main PCB and other modules undergo substantial manufacturing and assembly processes in

# Unlimited user-specific customizable 301 analysis templates

country of manufacture, production, or growth of any article of foreign origin entering the United States. Further work or material added to an article in another country must effect a substantial transformation in order to render such other country the "country of origin."

Trailland floor. China are manufactured into different subsistentities and utimately assembled into the subject healthware sociate cleaner. The processing performed in Thatland constitutes as substantial transferanciation of the importal entantial/liveraponess in the Operation of the importal entantial/liveraponess in the Operation of the importal entantial/liveraponess in the Operation of the importance and included in the Operation of the Ope



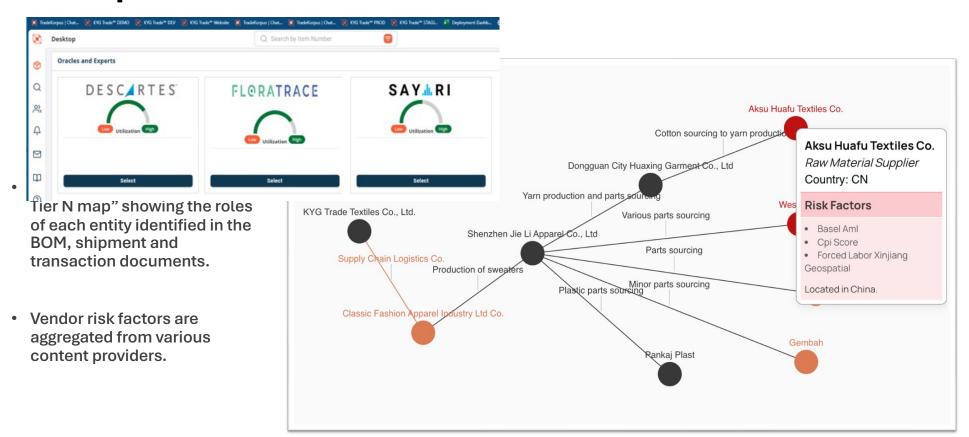
#### Country of Origin Determination

Section 134.1(b), Customs Regulations (19 C.F.R. § 134.1(b)), defines "country of origin" as the country of manufacture, production, or growth of any article of foreign origin entering the United States. Further work or material added to an article in another country must effect a substantial transformation in order to render such other country the "country of origin."

Based on the information provided, the materials/components and subassemblies imported into Thailand from China are manufactured into different subassemblies and ultimately assembled into the subject NextWave vacuum cleaner. The processing performed in Thailand constitutes a substantial transformation of the imported materials/components into "products of" Thailand. The manufacturing process in Thailand transforms the Chinese-origin components to produce the finished product. It creates a new and different article of commerce with a distinct character and use that is not inherent in the components imported into Thailand. Therefore, the "product of" requirement has been satisfied. For tariff purposes, we conclude that the country of origin for the NextWave vacuum cleaner and its accessories, when imported together, will be Thailand.

# AI-Assisted SKU-based UFLPA/Traceability Compliance

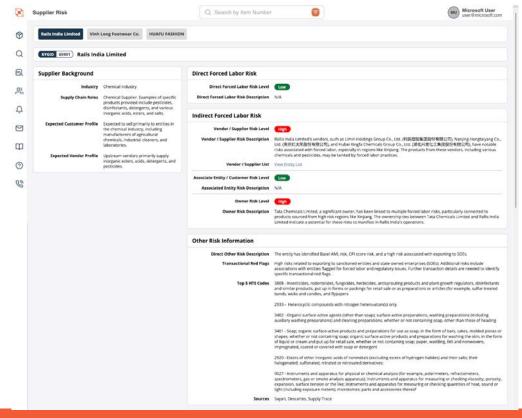








We use AI to assist with aggregating and rationalizing data from multiple content providers for specific SKU-level analysis.



### Al-generated "draft" UFLPA Detention Response





Example of a 20-page draft UFLPA detention response, which took

15 seconds to create



Unlimited userspecific customizable UFLPA detention response templates





#### **Detention Notice Response Letter**

#### Section 1: INTRODUCTION To Whom It May Concern,

In response to the Detention Notice issued by the U.S. Customs and Border Protection (CBP) concerning our shipment of Women's Cashmere Sweaters, we hereby submit this comprehensive documentation to demonstrate our compliance with the Tariff Act of 1930, specifically Section 307, and the Uyghur Forced Labor Prevention Act (UFLPA), Public Law 117-78, codified at 22 U.S.C. § 6901. These statutes collectively prohibit the importation of merchandise produced wholly or in part by forced labor, including convict labor, forced child labor, and indentured labor.

The UFLPA establishes a rebuttable presumption that goods produced in the Xinjiang Uyghur Autonomous Region or by entities on the UFLPA Entity List are made with forced labor and are, therefore, prohibited from entry into the United States. As importers, we understand our obligations under the UFLPA to conduct due diligence, trace, and manage our supply chains to ensure compliance, particularly concerning goods potentially originating from the Xinjiang region.

In response to the detention of our merchandise, we have several options, including demonstrating that the merchandise was not produced in the Xinjiang region or by a listed entity, rebutting the forced labor presumption with clear evidence, or opting to re-export the merchandise. This submission aims to clarify our compliance with the relevant laws and regulations and request the release of the detained merchandise. It includes transaction records, supply chain information, and other business-generated evidence to support our case.

We are committed to ensuring clarity and compliance with all applicable laws and regulations and request the release of our detained merchandise based on the comprehensive documentation provided herein.

#### Section 2: STATEMENT OF FACTS

KYG Trade Textiles Co., Ltd., the importer of the detained Women's Cashmere Sweaters, is committed to ethical sourcing and vehemently opposes the use of forced labor in any part of our supply chain. The goods in question were not sourced, produced, or manufactured in the Xinjiang region of China, nor have they been associated with any entities on the UFLPA Entity List.





# Additional Configurations and Data Storage

### **Confidence scores**



Candidate	Confidence	Subheading	Description		General	Spe
Calididate	Confidence	Subneading	Description		General	She
5102.11.10.00	95%	5102.11.10.00	Not processed in any manner be	eyond the degreased or	5.1¢/clean kg null/	Fre
Of Kashmir (cashmere) goats.11		5102.11.10.00	carbonized condition		5.IC/Clean kg ndii/	R. N
5104.31.00.00	94%					_
Of Kashmir (cashme	re) goats (4	5102.11.90.00	Other		4.9¢/kg + 4% null/	Fre (Al
5105.31.00.00	87%					R, 1
Of Kashmir (cashme	re) goats (4	5102.19	Other	-	856	
5106.31.00.00	82%					
Of Kashmir (cashme	re) goats (4	5102.19.20.00	Hair of the camel		5¢/clean kg null/	Fre
5107.31.00.00	78%	3102.13.20.00	tial of the carret		Jerciear ky nam	R, I
Of Kashmir (cashme	re) goats (4					
5108.31.00.00	70%	5102.19.60	Other	-	0.4% null/	Fre
Of Kashmir (cashme						R. I

### **Tribal Knowledge-Base**

-- Comparison to Existing Classification--

The selected code 8414596560 matches the existing code provided by the client, confirming the accuracy of the classification.

-- Comparison to Existing Classification--

The selected code does not match the existing classification, 8504409580, as previously determined by the client. The client-provided code is defined for static converters not intended for telecommunication apparatus or power supplies used with automatic data processing machines of heading 8471, among other exclusions. The differences between the two codes lie in the specific functions and intended uses of the items they cover. The selected code, 8504314065, is more appropriate for the item described because it accurately reflects the power supply's function as a transformer with a specific power handling capacity, aligning with the item's technical specifications and intended use with ADP machines.



The rationale for selecting this code is based on the General Rule of Interpretation (GRI) 1, which applies because the item description 'HARNESS FORCED AIR BLOWER 5M' matches the specific language of the heading 841459. This heading includes various types of fans and blowers not classified under other specific subheadings. The item 'HARNESS FORCED AIR BLOWER 5M' is best classified under HS code 8414596560 because it is a part of a forced air blower,

which falls under the scope of this subheading. Historical classification of similar items, such as the

These items are also parts of blowers and have been classified under 841459. The item description does not indicate that it is excluded by any specific subheading exclusions, such as those for microprocessors, telecommunications equipment, or motor vehicles.

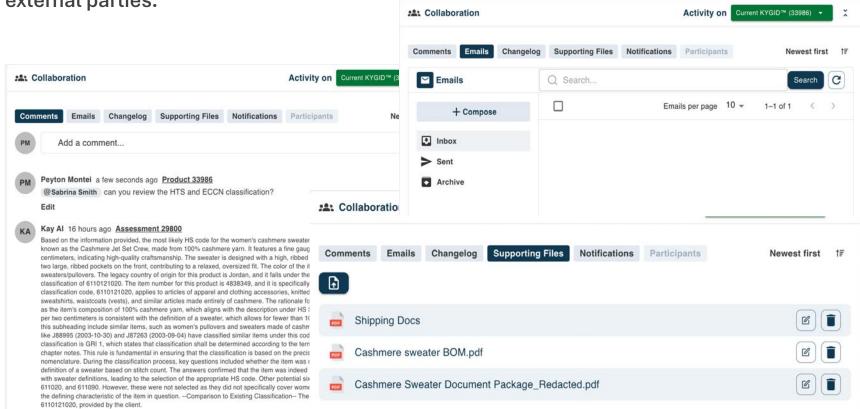
and the 'state of the 'supports this classification.'

Several alternative codes were considered during the classification process. These include 8414596595, which would apply if the item were not a part of a forced air blower but rather a different type of fan not specifically excluded by the subheading; 8414596590, if the item were an axial fan component rather than a centrifugal fan component; 8414591000, if the item were a general fan part not specifically excluded by the subheading; 8414591500, if the item were specifically designed for cooling microprocessors, telecommunications equipment, or computers; 8414593000, if the item were a general fan part not specifically excluded by the subheading; and 8414596540, if the item were suitable for use with motor vehicles.





Streamline communication and data storage with internal compliance teams and external parties.

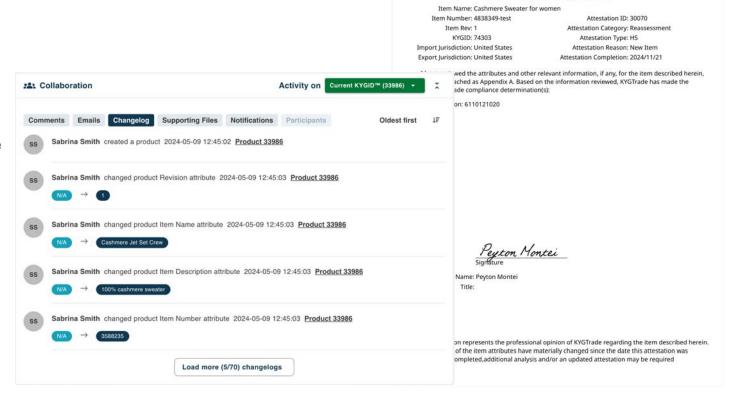


# Record-keeping & Immutable Storage



All changes and collaborations are recorded in real-time.

- Emails, PDFs, attachments, stored at the product level
- Internal and external communication across the supply chain
- Changes and updates to product data







Changes and updates to trade regulations and requirements are flagged in the KYG  $Trade^{TM}$  Platform.



- HTS Code Updates
- Duty Rate Modifications
- Export Control List Updates
- License Requirements
- · Rules of Origin
- · Forced labor laws
- Sustainability and Environmental Requirements
- Sanctions and Restricted Party Screening
- Free Trade Agreement (FTA) Updates
- Anti-Dumping and Countervailing Duties (ADD/CVD)
- Product Safety and Regulatory Standards







Todd R. Smith
Founder CEO
todd@kyg.ai
+1 (949) 903-0338

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#### **Thank You**

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