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| **Ex-Im BANK | MARAD** **U.S. Shipping STUDY – PILOT****Purpose of the Pilot Program Study**To study the effects of the U.S.-flag shipping requirement on the Ex-Im Bank Program with respect to shipping costs and process. Among others, the data to be collected will provide information on: * U.S.-flag vs. non-U.S.-flag rate differentials
* Cost (as a percentage of U.S. export value) represented by ocean transportation
* Rate negotiation models
* Determinations of vessel availability (with outcome and rationale)
* Determinations (other than vessel availability)
* Use of MarAd reconsideration process

**Basic Data Elements**Identification of Export Transaction:* U.S. exporter
* Borrower
* Country
* Contract value of U.S. exports financed by Ex-Im Bank
* Type of facility (direct loan or loan guarantee)
* Ex-Im Bank AP0 reference
* MarAd reference

Cargo Data: * Date Shipments began
* Non-U.S. flag shipments of U.S. goods
* Estimated cargo to move (revenue tons)
* Estimated Shipments (number and value)
* Supplier Origin
* Port of Loading
* Destination Country
* Discharge port
* Commodities
* Other information/comments

Cost Data:* Total cost of ocean transport for U.S. exports to be financed by Ex-Im Bank
* Transportation cost as percentage of contract value of U.S. exports shipped
* U.S.-flag rate per revenue ton (including source of data quoted, e.g., U.S. carriers, exporters/shippers, MarAd)
* Foreign flag rate(s) per revenue tons (including source of data, e.g., exporters/shippers, MarAd)
* Relevant historical cost data
* MarAd guideline rate calculation (if applicable and available)
* Rate differential calculations

Process Data: * Date of application for Ex-Im loan or guarantee
* Any previous Ex-Im Bank-financed shipments on non-U.S. flag?
* How far in advance of shipment did exporter/shipper request U.S. flag bids?
* Advance shipping plan presented?
* Booking subject to completion?
* Evidence of good faith efforts to comply with U.S. shipping requirements?
* General determination country?
* Did the exporter/shipper obtain foreign flag bids?
* Facilitation by MarAd requested? Description of facilitation activities and outcome.
* Shipped U.S.-flag or foreign-flag?
* Transshipment required to allow portion of transportation to be provided by U.S. flag vessel? Delay caused (Length of delay)?
* If determination requested – type, rationale
* Determination outcome (including timing, outcome, details of basis for decision)
* If determination denied, was there a request for reconsideration? (If so, timing, outcome, details of basis for decision)
* Outcome: (1) all U.S. exports shipped U.S. flag, (2) partial U.S. flag shipping (details), and/or (3) request for Ex-Im Bank support for U.S. exports dropped/refused
* Any unusual circumstances
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