|  |  |  |
| --- | --- | --- |
|  |  |  |
| **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 | | |
|  | | |
|  | | |