

# Commercial invoice

## A guide to completing your commercial invoice for the import, export, and customs clearance of goods

As one of the world's largest customs brokers, UPS has created this guide to help ensure fast and efficient customs clearance by breaking down the commercial invoice into easy-to-understand sections.

The commercial invoice (or, in cases where imported goods are not sold into the destination country, the pro forma invoice) is the customs document that you'll use most often when internationally shipping. Required for all non-document shipments, it is one of the primary forms used for importation control, valuation and duty determination.

Supplied by the shipper, the commercial invoice identifies the products being shipped, including a description and value of the goods, as well as shipper information. It may be used by customs authorities to assess applicable duties and taxes.

If you choose not to use UPS Paperless® Invoice, three signed copies — one original and two copies — are required. Place a copy inside your package, or in one package if shipping several. If you use UPS Paperless Invoice, you may be required to produce the actual commercial invoice (the one between the supplier

and the purchaser) at a later date, so ensure that you keep an original copy of it.

Always be accurate in your declaration. State as much as you know about the goods being exported. You are responsible for the completeness and accuracy of all information about the shipment and for ensuring that the invoice that you provide (or complete on UPS Paperless Invoice) contains all of the required information for your goods.

Make sure your documentation clearly communicates the reason for your export.

Don't worry if you don't have a Harmonized Tariff (HT) code or Schedule B number at hand. By choosing UPS, we may be able to help you arrive at a decision about the correct HT code for those entries.

Explore this guide and uncover some tips from our top compliance personnel.

### Ensure all your packages move smoothly!

UPS CampusShip® shipping system and ups.com shipping submit shipment data to UPS once you select the Ship Now button. WorldShip® shipping system requires end-of-day processing to electronically transmit your shipment details to UPS. In this case, once you have finished processing packages, complete the following steps prior to your pickup:

1. Select the Pending Pickup group in the Shipment History window.
2. On the Home tab, select End of Day.
3. Confirm you wish to proceed. WorldShip End of Day reports will print.

For more information, see <https://www.ups.com/us/en/help-center/technology-support/worldship.page>

## Our brokerage knowledge combined with UPS® logistics will help you master exporting and importing.

Find out how to prepare each section of your invoice step-by-step. Ensure that you fully understand the applicable country's invoicing requirements for your good(s), as this document only acts as a guide for some of the primary information that invoices need to contain.

### A FROM

Please include full details, including shipper's tax ID, contact name, address with postal code and country, and phone number (very important).

### B SHIPMENT DETAILS

#### 1. Waybill number

The waybill number is the tracking number shown on your shipping label (automatically generated when you create your shipment in UPS® shipping systems). If there is more than one package, this should be the lead, or first, tracking number.

#### 2. Shipment ID

The shipment ID is the 11-digit version of the tracking number when using UPS® technology to complete the invoice (i.e., 1YE595012345678901 becomes Shipment ID E5950123456).

#### 3. Date

Not necessarily the date that the shipment is handed to UPS. This should be the date the transaction took place in the seller's records. (The date on the shipping label should show the date the shipment is handed to UPS.)

**Tip:** Getting the date of sale/transaction correct is particularly important when goods are being purchased under a letter of credit.

*UPS Paperless Invoice simplifies your paper-work burdens. It allows you to integrate order and shipment processing electronically, and it streamlines the customs clearance process through transmitting information digitally.*

Learn more about UPS Paperless Invoice or register at [www.ups.com/us/en/services/international-trade/paperless-invoice.page](http://www.ups.com/us/en/services/international-trade/paperless-invoice.page)

- Enroll on ups.com
- Allows you to turn on/off by lane or shipment
- Streamlines shipping preparation processes and reduces associated labor costs
- Eliminates redundant data entry, reducing the chance of error
- Minimizes the risk of paperwork getting lost in transit
- Allows for faster shipment processing
- Helps ensure customs values remain confidential when shipping directly to customer
- Decreases need for ink and paper, promoting environmentally friendly workplace practices (Actual commercial invoice subject to government production request, so retain a copy).

#### 4. Invoice number

The invoice number is assigned by the shipper, if applicable.

#### 5. Purchase order number

Purchase order number is assigned by the shipper, if applicable.

#### 6. Terms of sale (Incoterms)

Terms of sale (Incoterms) refers to the billing terms on the invoice. The terms state who (seller or buyer) is responsible for paying various costs — shipping, insurance, import tax and duty charges. See the Incoterms section at the end of this guide for more information.

#### 7. Reason for export

The shipper will include the reason for export. For example, whether the shipment is a sale, a gift, an item for repair, etc.

### C SHIP TO

Please include full details, including Tax ID, contact name, address with postal code and country, and phone number (very important).

### D SOLD-TO INFORMATION

Please include full details, including Tax ID, contact name, address with postal code and country, and phone number.

### E UNITS/U/M

#### 1. Units

Units refers to the quantity of the merchandise, i.e., the number of individual items per description type being sent.

#### 2. U/M

Abbreviation for Units of Measure, whether the items are listed as individual, bundle, roll, etc.

### F DESCRIPTION OF GOODS

This is where you need to provide a detailed description of what items are in the package(s).

The details of the description should include:

- What it is
- What materials it's made of
- What the item is used for
- What the item's serial or part number is, if applicable

For example, an accurate description would be: *½ inch diameter carbide steel drill bit for machining metal, part 123-456*. The detailed descriptions you provide are used by the destination brokerage department to assess and apply the import country's duty and tax on the goods being sent.

### G HARMONIZED TARIFF CODE OR SCHEDULE B NUMBER

Include this to assist the clearance of your goods. This global system of classification speeds up exports, reduces delays and avoids potential additional fees and charges.

**Tip:** If you do not know some or all of the Harmonized Tariff codes or Schedule B numbers for the goods in your shipments, UPS representatives may be able to assist.

### H COUNTRY OF ORIGIN (CO)

This is the country of manufacture, production, or growth of the imported good, NOT the country the goods are being shipped from (e.g., if goods made in Italy are being shipped from Germany, the CO is Italy, not Germany). Generally, work/material added to a good in another country prior to importation must substantially transform the good — i.e., change the good's character/name/use — for that country to become the country of origin. It is important to get the country of origin correct, particularly in today's environment when certain tariffs depend on the country of origin.

### I UNIT VALUE/TOTAL VALUE

#### 1. Unit Value

Unit value is the purchase price of the items on a per unit basis. If the items are not shipped pursuant to a sale, enter the value of similar or identical merchandise exported to the destination country around the same time as the shipment on a per unit basis in the currency in which the transactions are made (e.g., 15 shirts at \$10 each, the unit value is \$10).

#### 2. Total Value

Total unit value is the value of all items combined (e.g., 15 shirts at \$10 each have a total value of \$150).

#### 3. Currency

Currency indicates what currency the values are listed in (e.g., USD, GBP, EUR, etc.).

**Tip:** Include a valuation figure that is completely accurate to your knowledge. If customs officials at the destination country have reason to believe the valuation of your goods is not correct, this can be a reason for them to hold a package for further investigation. It's important to recognize that all materials have an intrinsic value, too. For example, even if you're sending a product sample, your valuation should at a minimum represent the cost of the materials it took to produce it.

### J ADDITIONAL COMMENTS AND INFORMATION REQUIRED BY LAW

Indicate if you filed Electronic Export Information (EEI), or if you wish for UPS to file the EEI on your behalf. See page 8 for more information.

Also add any other information that could be useful here and that is required for your goods by the applicable countries (and is not already included on the invoice). For additional U.S. import invoicing requirements for certain classes of merchandise, see 19 CFR Sec. 141.89.

### K DECLARATION STATEMENT, SHIPPER AND DATE

A Declaration Statement could be required on the invoice for commodities that require a license or license exemption. If applicable, provide your export license number and type, ECCN number if required, or exemption if a license is not required.

**Tip:** If needed, the purpose for the export should be included here in order to ensure that your goods are considered appropriately during clearance — such as when the goods are not being sold but entering a country temporarily for repair or for an event.

#### 1. Shipper

Enter your title and signature here.

#### 2. Date

The date you (the shipper) made the statement.

### L FINAL COST/VALUE INFORMATION

#### 1. Invoice line total

Invoice line total is the total value of all contents, excluding packaging, included in the shipment.

#### 2. Discount/Rebate

Discount/Rebate is the discount or rebate given by the shipper.

#### 3. Invoice sub-total

Invoice sub-total is the total amount after any discount or rebate.

#### 4. Assists

Enter the value of any goods (e.g., tools, dies, molds, etc.) or services (e.g., engineering and art/design work undertaken outside of the U.S.) furnished by, or on behalf of, the buyer, for free or at a reduced cost, to the seller for the production of the goods. For more information, please contact your UPS representative.

#### 5. Freight

Freight is the cost to transport the shipment from the foreign port of export to the destination country port of import. Only if known, enter the actual cost of freight.

#### 6. Insurance

Insurance is the amount the shipper or receiver pays to cover the cost of replacing the shipment if it is lost or damaged.

#### 7. Other

Other is for any other charges placed on the shipment by the shipper (e.g., handling charge).

#### 8. Currency

Currency indicates what currency the values are listed in (e.g., USD, GBP, EUR, etc.).

#### 9. Total invoice amount

Total invoice amount is the total after all discounts are taken off and all charges are added up.

#### 10. Total number of packages

Total number of packages is the number of packages included in the shipment.

#### 11. Total weight

Total weight (kg or lbs) is the shipment weight, including packaging.

### M CERTIFICATION

This statement certifies that the information provided on the invoice is true and accurate. In addition, a signature (whether in digital form or not) will need to be provided.

*Finish your shipment! Be sure to complete your End of Day processing prior to pickup. This will ensure UPS has your package data and minimize delay.*