

Frequently Asked Questions on Sales to International Members

1. Who is an International Member?

Any member located outside the United States.

2. What are U.S. export laws?

The U.S. Government regulates the shipment of products from the United States. U.S. export regulations require parties to provide information to the U.S. Government about items shipped from the United States. U.S. export laws "follow" U.S.-origin items wherever they are located and therefore apply to both U.S. and non-U.S. parties.

3. What are the terms of sale to International Members?

Sam's Club sells products F.O.B. Sam's Club does not deliver products to members outside the United States. Each member must take delivery of products in the United States.

4. Who must provide information to the U.S. Government at the time of export?

Under Sam's Club procedures, the U.S. seller or a U.S. agent of an International Member must submit information to the U.S. Government at the time of export. International members execute a written statement notifying Sam's Club that the member's U.S. agent has assumed responsibility for export clearance.

5. Who is a U.S. agent?

The International Member's U.S. agent can be the U.S. freight forwarder (carrier) who transports the products from the United States. The International Member can identify multiple U.S. carriers as its agents.

6. What information does the U.S. agent submit to the U.S. Government at the time of export?

The International Member's U.S. agent (freight forwarder/carrier) must provide information such as description of commodities, quantity, value, tariff classification and export classification through the Automated Export System (AES). In addition, the parties to the transaction must be identified:

- U.S. Principal Party in Interest (USPPI) — Sam's Club
- Forwarding Agent — the carrier/freight forwarder selected by the International Member
- Ultimate Consignee — International Member (also known as the Foreign Principal Party in Interest (FPPI))
- Intermediate Consignee — if there is any

Upon request, Sam's Club will provide the member's U.S. agent with product-related information described above that is not already known to the agent or the International Member.

7. Does the International Member have the export responsibility?

Yes. The International Member has notified Sam's Club in writing that it has designated an agent to export products purchased from Sam's Club. This transaction is known as a "routed export transaction" — a transaction in which the FPPI (International Member) authorizes a U.S. agent (a carrier) to facilitate the export of items from the United States and to prepare and file the AES record.

8. How does the International Member's U.S. agent complete the AES record for a "routed export transaction"?

The U.S. agent must specify the "routed export transaction" indicator in the AES record. This indicator is a mandatory data element that must be included when completing an AES record. Previously, on the Shipper's Export Declaration (SED) Form 7525-V, the agent checked "Yes" to Box 19 "Routed Export Transaction."

9. Does the International Member need to provide a power of attorney or other written authorization to its U.S. agent?

The International Member should execute a power of attorney or other written authorization granting its U.S. agent the power to act on the member's behalf with respect to the export clearance process.

Upon request, the member's U.S. agent must provide Sam's Club with a copy of the power of attorney (or other written authorization) giving the agent the authority to complete the export clearance process, including the filing of mandatory export information through the AES.

10. Where can International Members obtain more information about U.S. export laws?

If you need additional or official information concerning legal or regulatory requirements of the U.S. export regulations, please refer to the U.S. Commerce Department Bureau of Industry and Security website at:

<http://www.bis.doc.gov> and/or the Bureau of Census website at:

<http://www.census.gov/foreign-trade/index.html>

11. How can the International Member submit a claim if there is an issue related to the merchandise purchased from Sam's Club?

If an International Member has a claim related to merchandise purchased at Sam's Club, they should notify the club that processed the specific transaction within 60 days of the transaction. The member should be prepared to list the specific problem with the transaction and/or any specific items and should have photographic documentation to substantiate their claim. Failure to submit a claim within 60 days of the transaction will be deemed to be a waiver of any such claim.