



global training center

# EXPORTING TO CANADA

**Review Procedures and Documentation for Exporting to Canada**

8:30 a.m. to 12:00 p.m. - Seminar

9:00 a.m. to 12:30 p.m. (Central Time) - Webinar

## **I. DOING BUSINESS IN CANADA, EH?**

- Oh Canada! Geography & Government
- Built It: Legal Structures for Doing Business in Canada
- International Trade: the Lifeblood of the Canadian Economy

## **II. TO MARKET, TO MARKET**

- Distribution and Sales Channels
- Establishing a Presence in Canada & Becoming a Non-Resident Importer
- Intellectual Property Rights & Certifying Your Products

## **III. POLICERS, PGAs, PARTNERS AND PROVIDERS**

- CBSA & PGAs
- Customs Brokers & Couriers
- Freight Forwarders & 3PLs
- Carrier Selection & Primary Truck Border Crossings

## **IV. EXPANDING YOUR MARKETS: LEAVING THE U.S.**

- Products -- Places -- People
- INCOTERMS®
- Export Documentation, Reporting the Export & U.S. Recordkeeping
- Canada and the U.S.: Foreign Relations

## **V. CANADIAN IMPORT PROCEDURES**

- Reporting, Releasing & Accounting for your Shipment
- Classification, Country of Origin, Valuation Protocol, & Value for Duty
- Canadian Recordkeeping

## **VI. SPECIAL IMPORT CONSIDERATIONS AND DUTY REDUCTION PROGRAMS**

- Casual vs Commercial Shipments
- Courier Shipments -- Mail Imports -- Low Value Shipments (LVS)
- Warehousing
- Antidumping & Countervailing Duties
- Duty Drawback & Duty Relief
- Canadian Duty and Tax Exemptions for Returns, Samples and Exhibits

## **VII. NAFTA AND OTHER FREE TRADE AGREEMENTS**

- NAFTA Rules of Origin, Certificate of Origin & Recordkeeping
- NAFTA to USMCA
- Other Free Trade Agreements

## **VIII. CBSA Enforcement**

- Verification, aka Audit
- NAFTA Verification
- AMPS: Administrative Monetary Penalty System

## **IX. Other Programs**

- Single Window Initiative (SWI) -- CBSA Automated Systems -- Security -- Customs Self-Assessment (CSA)