

EXPORT TO CANADA

Webinar 9 a.m. to 12:30 p.m. CT

Reference book CANADA: Are you CANpliant – ABC's of Canadian Trade Compliance



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
- Making the Sale
- Sales Channels
- 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. CUSMA AND OTHER FREE TRADE AGREEMENTS

- CUSMA Rules of Origin, Certificate of Origin & Recordkeeping
- Measures and Countermeasures
- Other Free Trade Agreements

VIII. CBSA ENFORCEMENT

CUSMA Rules of Origin, Certificate of Origin & Recordkeeping
Measures and Countermeasures
Other Free Trade Agreements

IX. OTHER PROGRAMS