

Exporting to the United States

A US Customs Documentation Seminar



The rapid pace of change that is driving the emergence of a global economy has also affected the physical movement of materials and products to the intended consumer or end-user. What will be the cost implications to your business if your goods are stopped at the US border?

To remain competitive, exporters must minimize the risk of their goods being delayed at the US border. Ensuring that your shipment is properly documented is one of the most critical elements in achieving this goal. Yet, incomplete or poorly filled out documentation continues to be the number one reason cited by US Customs for delays or refused entry of goods. Knowing what documentation is required, what the rules are, and what your responsibilities are as importer of record are key to your success in ensuring the speedy and seamless delivery of goods to your customers.

The Ontario Ministry of Economic Development and the City of Brockville Economic Development and Tourism Department are pleased to present a seminar designed to help you understand the customs documentation required to clear your goods into the United States. The seminar will also provide you with information on the government programs and services to assist you in exporting. The following topics will be presented:

What is happening at the border?

- An overview of the Canadian Trade Commissioner Services
- The Role of US Customs and Border Protection (CBP)
- The Role of the Customs Broker
- The Role Ontario Companies play as Importers of Record
 - > What are your responsibilities?

Tariff Classifications, Country of Origin, NAFTA and Record Keeping

US Customs Documentation

- What documentation is required by CBP and other US Government Agencies?
- Incoterms

An overview of ACE, C-TPAT, PIP and other government acronyms

An overview of some of the costs

- Duty rates
- Merchandising Process Fees
- Customs Surety Bonds

Featured Speakers:

Mary Mokka
Trade Commissioner
Canadian Consulate General,
Buffalo

Jennifer Deans, C.C.S. Director
International Trade Consulting,
Russell A. Farrow

Date:

March 17, 2010

Time:

8:00 a.m. - 12:00 p.m.

Location:

Brockville Country Club
1548 King St. West

Cost: \$30.00

(includes breakfast)

RSVP:

Stephanie Dunbar - City of Brockville sdunbar@brockville.com / 613-342-8772
Cheques received prior to the event will ensure confirmation of registration.
Once received, confirmed participants will receive a copy of the agenda.



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