

Exporting to the United States

A U.S. Customs Documentation Seminar

Learn from the experts how to clear your goods

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 Trade** and the **Ajax-Pickering Board of Trade** 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 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 some of the costs

- Duty rates
- Merchandising Process Fees
- Customs Surety Bonds

Overview of ACE, C-TPAT, PIP and other government acronyms

Featured Speakers:

Mary Mokka

Trade Commissioner
Canadian Consulate
General, Buffalo

Jennifer Deans

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

Date:

March 16, 2010

Time:

8 a.m. - Noon

Location:

Ajax Convention Centre,
550 Beck Crescent
(Hwy. 401 & Salem)
Ajax

Cost:

\$30.00
(includes breakfast)



Payment received prior to event ensures confirmation of registration. Once confirmed, participants receive a copy of the agenda.

Attendee(s): _____ Business: _____

Business address: _____

Phone: _____ Fax: _____ E-mail: _____

of Member Tickets: _____ @ \$31.50 (includes GST) = \$ _____

Method of Payment: VISA MasterCard Cheque

Card Number: _____ Exp.: ____/____/____ Signature: _____

Cancellations and refunds will be accepted up to 48 hours prior to the event. For further information, please contact the Board office at 905.686.0883. Registrations can be faxed to 905-686-1057 or e-mailed to register@apboardoftrade.com. Ajax-Pickering Board of Trade, 144 Old Kingston Road, Suite 10, Ajax ON L1T 2Z9 www.apboardoftrade.com