



Winter 2017

CANADA SHIPPING MADE EASY: BORDER CROSSING BASICS

Executive Summary

According to the U.S. Department of Commerce's International Trade Administration, the United States and Canada share a \$1.3 trillion bilateral trade and investment relationship encompassing a two-way exchange of goods and services that totaled nearly \$635 billion in 2016¹. U.S. exports to Canada were \$321 billion in 2016, or 15% of total U.S. exports. Likewise, Canada exports more goods to Michigan than it does to all European Union member countries. With these facts in mind it should be no surprise that more than 20 U.S. states name Canada as their primary source of imports².

Canadians meanwhile spend more than 60% of their disposable income on U.S. goods and services³. And considering that the two nations have the largest and most comprehensive trading relationship on earth, **shippers should work with experienced transportation companies that can quickly move and deliver their goods across the international border without delays and red tape.**

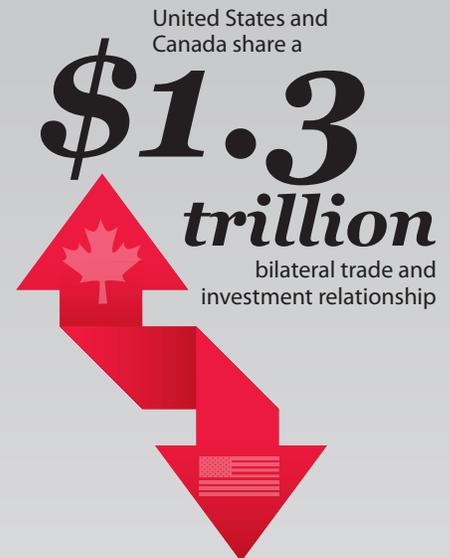
BASIC AND SPECIAL SERVICES

Whether it's shipping to or from Canada, the transportation company you choose should offer basic services such as direct service to virtually all points—including remote areas. Special shipping options to consider include guarantees, volume and truckload, and Protect (Keep) From Freezing (PFF/KFF) services. Important questions to ask when considering a shipping company include:

- Does the company offer direct door-to-door service?
- How far does the company's coverage extend?

CUSTOMS BROKERS

Shipping across the border usually requires the assistance of a customs broker: a company that clears freight through customs for an importer. The broker submits all pertinent customs documentation and pays any duties/taxes incurred on



In 2016 U.S. exported \$321 billion to Canada or





the importer's behalf. The importer may be either the consignee or a non-resident importer, but they will need a customs broker in virtually every case. Customs brokers can also help with any questions about required border-crossing documentation:

FORMS	Northbound (NB)	Southbound (SB)	Purpose
BILL OF LADING (BOL)	✓	✓	The contract between the shipper and carrier
CANADA CUSTOMS INVOICE (CCI)	Required for CAN \$2,500+	N/A	Accompanies the shipment from pickup to Customs Clearance for NB freight going to Canada
COMMERCIAL INVOICE	If less than CAN \$2,500	✓	Identifies the freight's buyer and seller and includes all relevant shipping information
CERTIFICATE OF ORIGIN (CO) OR NAFTA CO	✓	✓	Authenticates the freight's country of origin. A NAFTA version is required if you are claiming NAFTA status.

According to the Canada Border Services Agency (CBSA)⁴, importers and exporters who use a broker to carry out responsibilities on their behalf are responsible for the accuracy and completeness of import and export transactions. [Click here](#) for a list of licensed Canada Customs brokers.

Conclusion

Canada and the United States can be lucrative marketplaces for selling your company's goods. The first step toward success is choosing an experienced transportation company that is skilled in moving shipments delay free across the border. For more considerations about shipping to and from Canada, [click here](#).

REFERENCES

^{1,2,3} International Trade Administration (<https://www.export.gov/apex/article2?id=Canada-Market-Overview>)

⁴ Canada Border Services Agency (<http://www.cbsa-asfc.gc.ca/services/cb-cd/>)

