Session Descriptions – Export

Burns, Paul - Understanding the Export Control List and Export Permits

In this session Canada's Export Control List and the Guide to Canada's Export Controls will be discussed with particular emphasis on a number of the most commonly applied export control items. The various types of export permits will be reviewed, including a review of the process for obtaining export permits. Attendees will gain a thorough understanding of how to determine if their goods and technologies are subject to export controls and how to apply for export permits.

Cook, Thomas - Exporting to the U.S. as a NRI

This session will outline what is important for companies to comprehend when goods, merchandise and services are exported from Canada to the United States, as a "Non-Resident Importer".

Regulations both in Canada and the USA will be reviewed with a discussion on creating SOP's, protocols and business practices including a "Best Practice" profile to follow.

One case study will be assessed and all participants will walk away with a comprehensive overview of everything they need to know about NRI's.

Cosgrove, Trent - Canadian Free Trade Agreements

Canada has a number of Free Trade Agreements with trade partners. This session will focus on the largest; the North American Free Trade Agreement as well as other, more recent, Free Trade Agreements.

Session attendees will learn how the framework and logic of the NAFTA was created and how negotiators have altered, clarified and improved the process for qualifying goods in more recent agreements.

Jacobson, Doug and Boscariol, John - The Intersection and Interaction of Canadian and US Sanctions

This session will focus on practical issues that companies face in complying with sanctions administered by the US and Canada.

Attendees will learn the following:

How to address issues and mitigate risks arising when country-specific sanctions diverge, such as Iran and Russia.

Understanding and dealing with the Canadian blocking statute and extraterritorial applications of US law, particularly with respect to Cuba.

Understanding and navigating the differences between the enforcement, voluntary disclosures and licensing between the Canadian and US sanctions regimes.

Recent sanctions developments and trends as a result of the two countries' new leadership.

Seidner, Jaime - Export Reporting & Disclosures

The Auditor General of Canada's recent report on the state of the compliance of the Canada Border Services Agency's (CBSA) ability to control exports has resulted in the CBSA's continuing their enhanced review and improvement of their export compliance requirements for exporters. This session will review with participants their obligations on reporting goods and record keeping for exports under the Customs

Act and attendant regulations along with a discussion on the Auditor General's report and plans on the horizon for improvement.

In the time permitted, we will review:

- Part V of the Customs Act including, but not limited to:
- Export reporting - Section 95 of the Customs Act
- Exported Goods Records Regulations and the D20 series
- Origin Certification Considerations from an Exporter's Perspective
- Transshipment reviews and requirements and The Status of Customs Notice CN 15-035
- Export Classification Considerations
- The future of Export compliance

Swick, Brenda - Anticorruption Compliance Issues in Export/Import Transactions

In the past decade, US and Canadian anticorruption enforcement has been a matter of high priority for both countries.

This session will focus on anticorruption compliance issues in connection with commercial import and export operations, especially in relation to emerging markets which may pose significant risks to companies under domestic anticorruption legislation. The import of goods into, and the export of goods from, any particular country generally involves numerous interactions with local government officials. In some “high risk” destinations, payments or the provision of other benefits to foreign officials to “facilitate” or “expedite” the import or export of goods may run afoul of domestic anticorruption legislation. The focus of this session is to discuss those situations in which the import or export of goods and services in international transactions may cause anticorruption compliance problems or expose importers and exporters to potential liability for violations of domestic anticorruption law.

Tannous, Laurie - How to Conduct an Internal Risk Assessment

An ounce of prevention is better than a pound of Cure

Compliance is risk management and conducting an internal risk assessment is an effective way to determine your company’s degree of risk. Despite the frequency or methodology with which they are performed, Customs Audits can be a business disruption for any importer, which is why proper preparation is key.

This session will walk importers through the steps of conducting internal risk assessments. Risks can relate to a variety of factors including valuation & classification of goods, and duty preference claims under free trade agreements. Each company’s risks are specific to their business; therefore, it is key for importers to become familiar with their operations and all applicable regulations and policies.

Ticehurst, Marc - How to Select a Customs Broker and/or Freight Forwarder?

Whether you import or export goods, Freight Forwarding and Customs Brokerage are strategic aspects of your supply chain. Therefore, it is vital that you select service providers who can handle your transportation and customs transactions efficiently, accurately, compliantly and cost effectively. We will cover how to establish a selection and RFP process. We will also review customer considerations, expectations and deliverables as well as the volumetric data and details of your business models that a broker/forwarder needs to build a service proposal. Importers and exporters alike will gain insights on how to choose freight and customs services that align with their goals, so as to maximize the benefits of the procurement process.