



ICPA CANADIAN CONFERENCE 2018 – SESSION DESCRIPTIONS – ALL TRACKS

Accounts Receivable Ledger Update – Presented by Laurie Tannous - **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

Analysis of Recent Tariff Decisions of the CIT – Presented by Michael Kaylor – **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

Best Practises in Tariff Classification – Presented by Brian Hall - This session will speak to Best Practices in Tariff Classification. It will provide tips to help your company manage Tariff Classification (in house or with your Customs Broker). Guide you through your responsibilities as an importer, Quality Control, targeting, etc. The session will discuss the steps and stages of Quality Control, what to target, how and why. To minimize your time and focus on the potential liabilities to mitigate bigger issues as they relate penalties.

Canadian Drawback – Presented by Michael Sherbo – This session is designed to provide an overview of Canadian Drawbacks. This overview will detail what a drawback is, the legislative basis, and a practical walk through the drawback process.

Our practical walk through will detail the (2) main types of drawbacks: same condition and manufacturers'. We will outline the information requirements, including the various waivers possible.

Finally, we will discuss the significance that Free Trade Agreements (specifically the North American Free Trade Agreement) play with respect to the manufacture's drawback.

Canadian Export Reporting Requirements – Presented by Margaret Valtas - During this presentation the speaker will go over why you need to report exports, who is responsible to report, what needs to be reported, give a basic awareness of laws and regulations governing the exports of goods from Canada, a review of export documentation requirements, time frames for reporting exports to the CBSA, the CAED system and the basics of the Administrative Monetary Penalty System.

Canadian Sanctions & CUBA Update – Presented by Vincent Routhier - **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

CBSA Audits – Presented by Cheryl Murphy- This session will speak to CBSA verification targets (audits). It will provide tips and tricks to help your company manage a customs audit, as well as guide you through your rights and responsibilities. The session will discuss the steps and

stages of a verification to minimize your time and ensure the best possible outcome. Lastly the session will explain the Canadian penalty system, AMPS, and how to mitigate penalties as a result of the audit.

CBSA Update on Export Initiatives – Presented by ??? (Jamie Seidner Looking for someone) – **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

Controlled Goods Program Enforcement – Presented by Martha Harrison - **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

CTPAT, PIP AND CSA – Presented by Roxanna Morris - This session will discuss the North American Region Trade Security Programs ,CTPAT and PIP, and the Canadian Customs Self-Assessment Program from “What is the program?” to getting your company ready to apply, lessons learned, and best practices of an ongoing compliant program.

Current Trade Remedies / Anti-Dumping Cases – Presented by Jessica Horwitz - This session will provide an update on trade remedies in Canada and the U.S., including how the positions taken by the Trump Administration in the U.S. are relevant to Canadian trade remedies proceedings. Examples from recent cases between the U.S. and Canada, such as softwood lumber and aircraft, will be discussed. The presentation will highlight the ways in which companies, including domestic producers, importers, and foreign vendors may be affected by trade remedies, and steps they can take to minimize the supply chain disruption that trade remedies can cause.

Customs Valuation for NRI E-commerce Sales – Presented by Greg Kanargelidis - More and more U.S. based companies – with or without a retail presence in Canada - are offering goods for sale to consumers in Canada via the Internet. Customs valuation issues often arise in these circumstances, and are an area of focus when the Canada Border Services Agency is conducting verifications of non-resident importers or sales between members of a related group. In this session we will discuss the customs valuation issues that arise, CBSA interpretations of the “sale for export” requirement and the “purchaser in Canada” requirement, and will suggest best practices for structuring online sales to consumers in Canada for U.S. based retailers.

Exporting to the US – Presented by George Tuttle III - **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

Export Enforcement and Disclosures – Presented by Jean-Marc Clément - Session description: One way to improve compliance and knowledge is to learn from mistakes, ideally the mistakes of others. In this session the presenter will give a brief overview of export enforcement activity in Canada as well as noteworthy court decisions. Lessons can be learned from a thoughtful examination of the facts and circumstances that led to the enforcement action taken and resulting punishment.

Post Entry Audits & Amendments – Presented by Brian Cacic - As the Canada Border Services Agency (CBSA) increases its customs compliance verification efforts on importers, it

important for importers into Canada to understand the CBSA's approach to customs audits. This session will review the CBSA audit process and the steps to take in preparing for and responding to a customs audit. Topics covered will include the following: the importance of compliance verification; the CBSA audit process, including the different types of audits and CBSA audit priorities; preparing and responding to audit requests; preparing and filing correcting entries, and the implications of a customs audit, including a discussion of Administrative Monetary Penalties.

Stuck in the Cloud: Trade Control Compliance Issues in Cloud Computing – Presented by John Boscarol **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

Update on CETA & Ukraine – Presented by Darrel Pearson - In times of protectionist movements in many parts of the world, Canada has been a leader in seeking to liberalize and expand its trading relationships, and has entered into a number of new free trade agreements that will diversify its trading patterns. This may become very important in light of difficulties in the trading relationship between the United States and Canada. ICPA Canadian Counsel and Sr Partner, Bennett Jones LLP, will discuss these developments and will focus on the entering into force of the Canada-Ukraine FTA and the provisional coming into force of the Canada-EU Comprehensive Economic and Trade Agreement.

Update on eManifest Programs – Presented by Oryst Odydinsky - The Canadian e-manifest experience has been a long and winding road to implementation. The Air, Marine, Highway and Rail modes are now well entrenched, but the challenging Freight Forwarder implementation remains elusive. This session will outline the roadmap we took to get to where we are today and what to expect in the coming years. Preparation and communication for this electronic cargo security initiative will be key to our successes for a smooth border crossing.

Update on NAFTA – Presented by Larry Hanson - **NOT PROVIDED BY SPEAKER YET – 11/27/17 - ES**

Valuation – Presented by Jaime Seidner – **NO Transaction Value – A Practical Review of the Canada Border Services Agency (CBSA) Values Program** - This session will cover Canadian customs value for duty developments including current hot audit trends and a refresher on additions/deductions to the price paid or payable under the transaction value method including Canadian specific Purchaser in Canada considerations. Those in attendance will gain insight into avoiding trouble with the CBSA and also maximizing potential value for duty planning opportunities