

WHY USE A CUSTOMS BROKER IN OUR CURRENT COMPETITIVE MARKET?



More than ever before, doing business in Canada means doing business globally. Like it or not, Canadian companies have to compete in this tough global market dealing quickly and efficiently with suppliers and customers down the street or around the world. And that means coming to terms with the increasingly complex business of trade.

How do you steer the shipment through the maze of over 10,000 tariff classifications & exemptions? What do changes in NAFTA, WTO or EEC mean for your business now or five years down the line? How do you keep up with all the changes in the way we do things due to technological changes and revamping of legislations and regulations?

It is not surprising that more and more companies turn to Customs Broker for help. In fact, brokers clear more than 80% of all shipments into Canada. The vast majority of importers today rely on Brokers to avoid costly mistakes and to keep business moving.

The reason is simple. A qualified professional Customs Broker knows the nuts and bolts of international trade inside out. No one else has the knowledge, skills and experience to do the job.

A recent government survey most importers found of that, Customs Brokers are more cost effective and considerably cheaper than taking the risks of handling Customs transactions on their own.

It takes literally dozens of steps to clear even a routine shipment through customs, i.e. picking up and verifying cargo control documents, preparing and submitting forms, determining tariff classifications and values for duty, co-ordinating with shippers, couriers, customs officials and government agencies. Few companies can afford the full time staff it takes to handle the logistics involved.

And few companies can afford a mistake along the way, the headaches and delays, business disruptions or the **finances and penalties** that may follow.

Brokers do more than handle routine Customs transactions, they offer a range of services tailored to meet each client's need individually. Brokers are familiar with all aspects of international shipping from packaging labelling requirements to domestics and foreign operations. They can arrange the most cost effective shipping method to and from Canada, as well as all points within the country locally.



A broker's expertise in international trade is invaluable to all Canadian exporters. Brokers can advise on export restrictions, letters of credit, insurance requirements as well as the foreign rules and regulations applied in the destination country of import. Brokers regularly review tariff classifications applied to client shipments by Customs officials, to ensure that their clients pay lowest possible duties & taxes and secure refunds or remissions.

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In cases of dispute a client may be represented by a Broker before administrative tribunals. Many importers rely on our expertise when considering new product lines, exploring new markets, or evaluating the impact on their business of changing regulations. We can help with accurate timely advice on international trends, statistical trade profiles or in house seminars such as NAFTA and compliance.

In the information age managing trade means managing information technology and taking advantage of the competitive edge technology provides. Customs procedures increasingly rely on automated systems for transmitting information as quickly and efficiently as possible. We brokers have helped to develop those systems and are constantly working to make technology work for our clients.

Like a lawyer or an accountant, the Customs Broker is a **specialist**. We are professionals in our field and you can count on us.

**Call Sheldon Corber for rates and advice on your upcoming shipments.
T. 647-428-6537 or toll free 1-866-777-7556.**

