

# 2017 Fall Schedule

Course Name	Format	Date	City	Pacific Time
U.S. Importing for Beginners - Part 1		Sept 6		7:00 am - 8:00 am
U.S. Importing for Beginners - Part 2		Sept 6		8:15 am - 9:15 am
Canadian Importing for Beginners - Part 1		Sept 7		10:00 am - 11:00 am
Canadian Importing for Beginners - Part 2		Sept 7		11:15 am - 12:15 pm
Customs Valuation		Sept 14	Surrey, B.C.	9:00 am - 12:30 pm
H.S. Tariff Classification		Sept 21	Surrey, B.C.	9:00 am - 3:15 pm
U.S. Trade Compliance - Part 1		Sept 28	Surrey, B.C.	9:00 am - 12:00 pm
U.S. Trade Compliance - Part 2		Sept 28	Surrey, B.C.	12:30 pm - 3:30 pm
Canadian Trade Compliance - Part 1		Oct 5	Surrey, B.C.	9:00 am - 12:00 pm
Canadian Trade Compliance - Part 2		Oct 5	Surrey, B.C.	12:30 pm - 3:30 pm
NAFTA for Beginners - Part 1		Oct 12		9:00 am - 10:00 am
NAFTA for Beginners - Part 2		Oct 12		10:15 am - 11:15 am
Free Trade Agreements and Rules of Origin		Oct 19	Surrey, B.C.	9:00 am - 2:00 pm
Exporting from Canada		Oct 26	Surrey, B.C.	9:00 am - 12:00 pm
U.S. Food and Drug Administration		Nov 2	Surrey, B.C.	9:00 am - 12:00 pm
Canadian Food Inspection Agency		Nov 2	Surrey, B.C.	12:30 pm - 3:30 pm
C-TPAT and PIP		Nov 9	Surrey, B.C.	9:00 am - 11:00 am
Canadian Importing for Beginners - Part 2		Nov 15		7:00 am - 8:00 am
CFIA Regulated Goods		Nov 15		8:15 am - 9:15 am
U.S. Importing for Beginners - Part 2		Nov 22		7:00 am - 8:00 am
FDA Regulated Goods		Nov 22		8:15 am - 9:15 am
NEW! - Shipping and Importing Perishables	 	Nov 30	Surrey, B.C.	9:00 am - 12:00 pm



## 2017 FALL TRADE COMPLIANCE EDUCATION PROGRAM

INTERACTIVE COURSES

## TRADE BASICS

### Importing for Beginners Part 1



#### *Learn the Essentials*

This 60-minute webinar will provide a comprehensive introduction to the importing process. We will cover the parties involved in the supply chain, compliance considerations prior to importing, common entry types, free trade agreement eligibility and an overview of how to accurately complete documentation and monetary penalties.

NEI: 1 CCS

### Importing for Beginners Part 2



#### *Build on the Fundamentals*

This webinar delves further into the topics previously covered in Importing for Beginners Part 1. In this session, we will introduce international shipping must-knows such as: H.S. classification, duty assessment, importer security filing and ACI/ACE eManifest.

NEI: 1 CCS

### Trade Compliance Part 1



#### *Importing Roles and Customs Regulations*

Understanding the importer of record's responsibilities can be the difference between keeping and losing your importing privileges. Attend this seminar to learn about Canada and/or U.S. Customs' expectations, how to accurately complete required documentation and build a solid foundation for other trade topics like free trade agreements, H.S. classification and valuation.

CSCB: 5 CCS | 5 CTCS NEI: 3 CCS

### Trade Compliance Part 2



#### *Customs Audits and Importing Inspections*

In-depth compliance verifications by customs agencies in recent years require that importers and exporters establish adequate internal controls and well-documented compliance procedures. Businesses that do not plan for a potential customs audit do so at their own peril. Join this session to understand prior/voluntary disclosure, reasonable care and the various types of audits your company is eligible to undergo.

CSCB: 5 CCS | 5 CTCS NEI: 3 CCS

## TRADE MUST-KNOWS

### H.S. Tariff Classification



#### *Classify Your Goods Correctly*

A common misconception surrounding tariff classification is that classifying goods is as simple as looking up the commodity within the tariff. Without considering the General Rules of Interpretation (GRI), many importers may be misclassifying their goods and therefore over or underpaying duty. Join this workshop to learn the step-by-step process of accurate classification, composition considerations and when binding rulings are recommended.

CSCB: 5 CCS NEI: 6 CCS

### NAFTA for Beginners Part 1 and 2



#### *Know How and When to Claim NAFTA*

Let us take the mystery out of this intricate free trade agreement. These 60-minute webinars offer novice importers a basic understanding of this free trade agreement including eligibility, accountability and "reasonable care" as outlined by customs. The series' part 2 offers a further examination of rules of origin specific to articles that have components from multiple countries, and determining regional value content and net costs. We will also provide helpful hints on working through NAFTA certification.

NEI: 1 CCS | 1 CES

### Free Trade Agreements and Rules of Origin



#### *Understand Commodity Composition Rules and FTA Eligibility*

Tariff elimination on products traded among Free Trade Agreement regions has boosted international trade but the rules of engagement for FTAs are severely complex. In this session, Canadian and U.S. importers learn how to determine eligibility under various FTA programs and gain a clear understanding of the regulations and best practices for implementation.

CSCB: 5 CCS NEI: 5 CCS | 5 CES

### Customs Valuation



#### *Explore Transaction, Deductive and Residual Value*

Determining the correct value to declare to customs can be a complex undertaking since both CBSA and CBP value goods differently than the CRA and IRS. The regulations that determine transaction value are a convoluted maze and we will guide you through it in this seminar. Particularly important to importers and exporters will be matters of related transactions, terms of sale, commissions and pertinent value declarations. Misdeclaring values with customs should be avoided.

CSCB: 5 CCS NEI: 3.5 CCS

## TRADE SPECIFICS

### Shipping and Importing Perishables



#### *Stress-Free Movements for Time-Sensitive Goods*

Take the stress and fear out of moving your perishables across land, sea, air and their borders! In this seminar we will show you how to minimize the risk and maximize the portability of your cargo. We know that time sensitivity of processing your delivery is key to recognition of the value of your load - learn proper handling of shipments, the importance of routing and transit times, as well as how to handle the documentation and security requirements. **CSCB: 5 CCS | 5 CTCS NEI: 3 CCS | 3 CES**

### Exporting from Canada



#### *Expand Your Business into Global Markets*

Canada's unique position and a strengthening of America's economy is expected to drive significant growth in Canadian exports this year. Register for this session to understand internationally recognized terms of sale (Incoterms®) and the advantages and disadvantages of each. Follow along as we walk you through the supply chain considerations of global export. **CSCB: 5 CCS | 5 CTCS NEI: 3 CCS | 3 CES**

### Canadian Food Inspection Agency



#### *Know the Difference Between a CBSA and CFIA Release*

Clearing regulated products into Canada can become more challenging if you do not know how the interaction between CFIA and CBSA works. In this seminar we will review what is required by CFIA, the entry process at the border and the different reviews a shipment may undergo before release. **\*CSCB: 5 CCS | 5 CTCS**

### U.S. Food and Drug Administration



#### *Stay in Good Standing with this PGA*

Shipments of FDA regulated goods cross the border and get delivered daily. However, this does not confirm that they have been released by FDA. In this seminar we will review what is required by the FDA, the entry process at the border and the different reviews a shipment may undergo before release. **\*CSCB: 5 CCS | 5 CTCS NEI: 3 CCS**

### C-TPAT and PIP



#### *Save Time and Money with Fewer Cargo Inspections*

Customs-Trade Partnership Against Terrorism (C-TPAT) in the U.S. and Partners in Protection (PIP) in Canada are voluntary government-business initiatives to build cooperative relationships that strengthen and improve overall international supply chain and border security. Learn about the requirements for both programs to become a partner and trusted trader with CBP and/or CBSA. **CSCB: 3 CCS | 3 CTCS NEI: 2 CCS | 2 CES**

LEGEND

 Seminar  Webinar  NEW Course

 Canadian and U.S. sessions are available