

Are YOU Considering Exporting YOUR Products to Canada?



Below are the questions we frequently answer.

Can any products be exported to Canada? Can I export my product to Canada?

Not all products are permitted in Canada. Some goods are restricted and may require [a permit to enter Canada](#). Other goods are prohibited and cannot enter Canada at all. It's best to check with a [customs broker](#) on the specific commodity.

Can I export food products to Canada?

Many food products can be exported to Canada, however the importer of record must hold a valid [Safe Foods for Canadians License](#). Applications may take 15 business days or more to process.

Is Labelling the same in Canada as it is in the US?

No. Canada has different [labelling requirements](#) than the US. This is true for both consumer and industrial goods. One such difference is that Canada requires French information on labels, in addition to English.

Is the Canadian market sufficient in size to justify me taking these extra steps?

Ask yourself: would you be willing to give up California? The population of Canada is similar to that of America's most populous state. Consumer spending and some aspects of culture are also comparable.

I already sell my goods in the USA, does that mean they are OK to export to Canada?

Not necessarily. Canada and the U.S. have different regulations regarding what goods can be imported and also have different [duty rates](#). In some cases, [anti-dumping and countervailing duties](#) may apply. These are designed to support Canadian producers who face unfair foreign competition in the domestic marketplace.

Is the seller or the buyer responsible for goods entering Canada?

This depends on the terms of sale and/or Incoterms of your shipment. Two of the most commonly used Incoterms are FOB (free-on-board) and CIF (cost, insurance, and freight). In these cases, the buyer is the importer of record, which means that they are responsible for customs declarations for the goods entering Canada.

It is always the responsibility of the importer of record to comply with [CBSA regulations](#) and pay the duty, GST, and customs brokerage fees.

It's a good idea to confirm with your customer that they have a [customs broker](#) in place at the time of negotiating your sale.

The FOB designation should be followed by a port name. This is the point where the liabilities for transportation shift from seller to buyer. CIF means that the seller is responsible for costs, insurance, and freight while the goods are in transit.

If the goods are shipped from the U.S.A., does this mean they are duty free under CUSMA (Formerly NAFTA)?

Not necessarily. The country of origin determines whether the goods are covered by a free trade agreement, not the country of shipment. If the goods were first imported into the U.S. from a foreign country, they will not qualify under CUSMA.

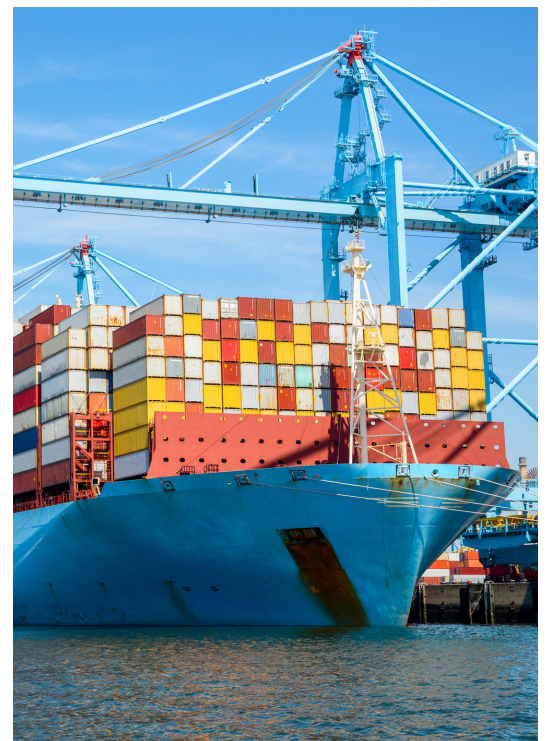
Does Canada have other free trade agreements besides CUSMA?

Yes, [Canada has numerous trade agreements in place](#) with many countries around the world. A customs broker can assist in determining whether there is a free trade agreement that would reduce or eliminate duty on the goods you are looking to export.

What should I do prior to exporting to Canada?

Do your research first! Reach out to a customs broker/trade professional who can help you understand:

- If your products can be imported into Canada
- What duty rates apply
- What participating government agencies may be involved
- Any other necessary requirements

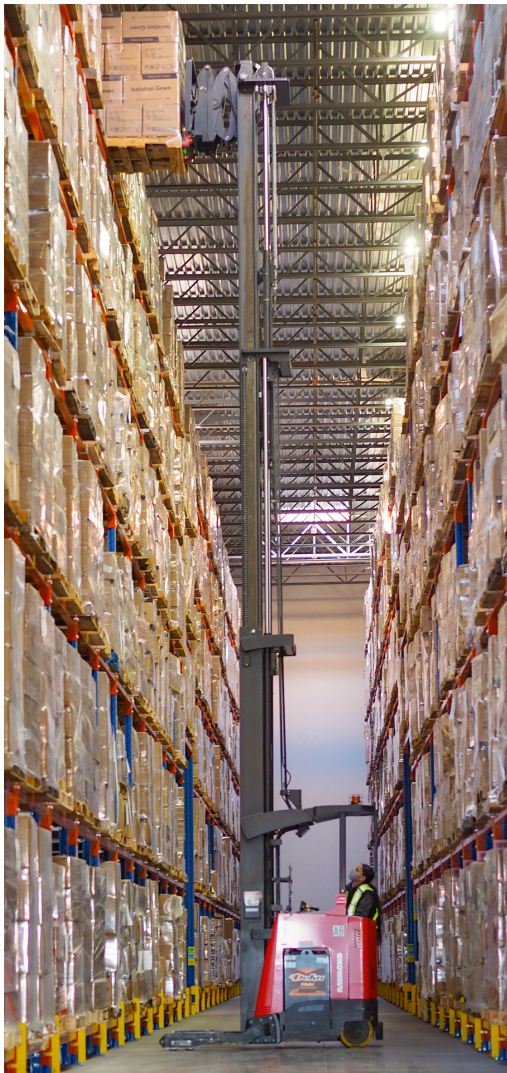


Knowing all costs and regulations will help you develop the best pricing structure and market approach, eliminating last-minute surprises.

Canadian Alliance Terminals can help you find a licensed professional who can assist you.

I have done my homework and I have customers in Canada ready to buy products. What are my next steps before exporting to Canada?

Determine if your Canadian customer has a customs broker. If so, proceed with your freight arrangements through Canadian Alliance Terminals and provide the commercial invoice to facilitate customs clearance when the goods arrive.



What if my Canadian customer doesn't have a customs broker?

Canadian Alliance Terminals and our import specialist partner [Border Brokers](#) are here to help!

There are three options if your customer doesn't have a customs broker:

1. The goods can be shipped through an integrated carrier such as DHL or FedEx. They will clear the goods and transport them to the final destination while charging fees, on a transactional basis, to the shipper and consignee. These transactions are subject to value limits.
2. Canadian Alliance Terminals can refer you to Border Brokers and we will assist them in setting up an accounting and working with us to receive the paperwork necessary for customs clearance when the goods arrive.
3. You can become and act as a Non-Resident Importer to Canada. Our import specialist partner Border Brokers can assist you with the set-up of an account as well as registration with Canadian Border Services Agency (CBSA).

This allows your company to act as the importer of record, assuming full responsibility for the declaration and accounting of the goods when they arrive in Canada. This includes duty and GST payment.



Connie Neumayer is a Senior Trade Advisor with Border Brokers. As she explains, it's important that importers and exporters understand that the onus is on them to understand laws and regulations. For this reason, it's essential that they work with trusted partners like Canadian Alliance and Border Brokers.

"Compliance with all regulations is critical," says Neumayer. "It's important to work with people that will be true partners. Your broker should be informative, help you manage compliance, and be easy to communicate with, otherwise you're leaving yourself exposed to liability going forward."

Contact Canadian Alliance Terminals today!