BWL
BorderWorx Logistics

THE BORDER IS OPEN FOR YOUR BUSINESS

What are you waiting for?

Innovation Guelph

stay curious.

AGENDA

- How we got here…
- What we do…
- Why export (to the USA)?
- What are my options?
- What about Duty??
- We can make a difference…
- Questions with a sprinkle of Answers…

Brief History

Company Snapshot

Experience

- 30 years+ learning cross-border transportation and logistics
- Managed $3.8 billion in trade
- Over 1,000,000 shipments handled annually
- Customs Brokerage, Warehousing, Trucking, Load Brokering, eCommerce, Courier
- Positioned with strong partners in core areas of service

Structure

- 100% Canadian; offices in Canada (Halton Hills, ON and Edmonton, AB) and the USA (Niagara Falls, NY, Blaine, WA and Las Vegas, NV)
- CFS / CES / FTZ warehouse
- Company fleet of trucks (vans to 53’ trailers)
- 45 full and part time staff
- Proprietary Tariffs
- Hands-on management approach

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We work with the best

A few companies that have benefited by the expertise available from BorderWorx Logistics.

GNC

SIEMENS

lug

ABB

amazon

silvercrystalgroup

Walmart

L3HARRIS™

CTG

Lord & Taylor

CAPE CONTRACT FURNITURE INC.

motorola
a lenovo company

GANZ™

PERFECT SHAKER

Canada

Canada

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Consolidated Domestic /International Transportation

- Selecting the right carriers to optimize your transportation objectives
- Complete Dispatch, user friendly Track n Trace and Delivery Confirmation services
- Moving goods domestically, as well as utilizing strategic advantages of cross-border shipping
- From Mail services through to Truckload services, including Air links for urgent shipments
- Single source regardless of the mode to ensure a premier service at optimal cost

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International Freight Forwarding

- Complete door-to-door services from all international ports
- Ocean/Air freight services
- LCL through full containers
- De-stuffing, storage and on-forwarding services

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Warehousing & Distribution

- Managed facilities to ensure the highest compliance with on-site ownership to ensure success
- Strategic partnerships to ensure maximum coverage with optimal costs
- Online WMS (Warehouse Management System) for ease of access anywhere, worldwide
- Integrated systems for billing, invoicing, collection and remittance back to our non-resident clients
- National Control Center for error-free processes to ensure overall delivery success to any location
- Web-enabled tools to allow “real-time” service on movement of goods

NEW in 2017!

Foreign Trade Zone & CFS bonded facility in Niagara County, New York.

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Customs Brokerage

Canadian

- Seamless integration process between transportation and brokerage to ensure non-stop flow of goods across border
- Single contact for all brokerage and transportation – parallel focus
- Complete trade compliance and CCRA compliance
- Electronic releases with PARS and driver CDRP

U.S.

- In-house customs services at all border warehouses
- Transparent clearances for ease of cross-border transfer of goods and optimal distribution in both Canada and the U.S.
- On site staff to ensure total compliance and low risk importer status
- Electronic releases with PAPS and driver registration

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Trade Compliance Consulting

- Strategic advice for lowest possible duty and tax exposure
- Costing and pricing support to ensure you are market competitive in the cross-border market
- Liaison with CCRA and US Customs for rulings
- Advocacy between Canada customs and CRA in advent of audit or ruling

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Strategic Trade Partnerships

- Advocate for cross-border business development
- Active involvement in Steering meetings to assess cross-border market impacts to trade agreements
- Detailed analysis on infrastructure requirements and reductions, while improving supply chain efficiencies
- Regular meetings with key supply chain stakeholders for current impacts to business community
- Consultant in supply chain design

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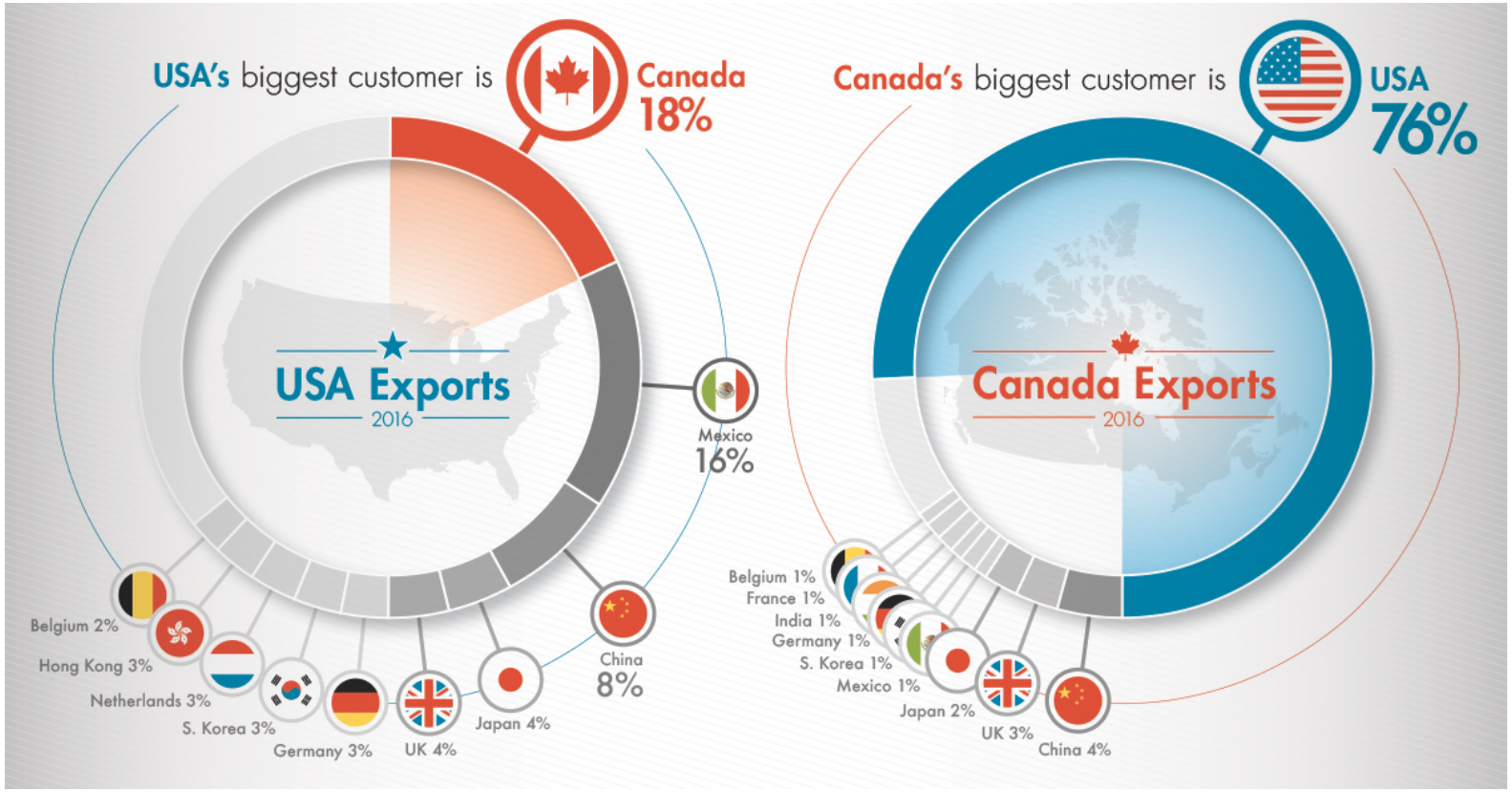
Why focus on USA?



- More markets ready to buy Canadian than any other country.
- Ease of access, similar economies
- Lowest cost of access

- Visual Capitalist

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Why focus on USA?

- 36 states have Canada as their largest trading partner.

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Three Options as an Exporter from Canada

- Capital Investment
- Marketing & Sales
- Ease and Convenience for your US Market
- Additional management resources
- Supply Chain Strategy that fits US Market

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Option 1: International shipping from Canada

- Customs Entry per Shipment
- Customs and Export Documentation per Shipment
- Return Challenges
- Supply Chain Strategy that fits US Market

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Option 2: Establish an operation in US state.

- Immigration and Visa considerations
- Managing from a distance
- US regulations
- Made in USA consideration

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Option 3: Work with a 3PL firm in USA

- Technology interface
- Managing inventory levels
- Extending control to an outside company
- Made in USA consideration

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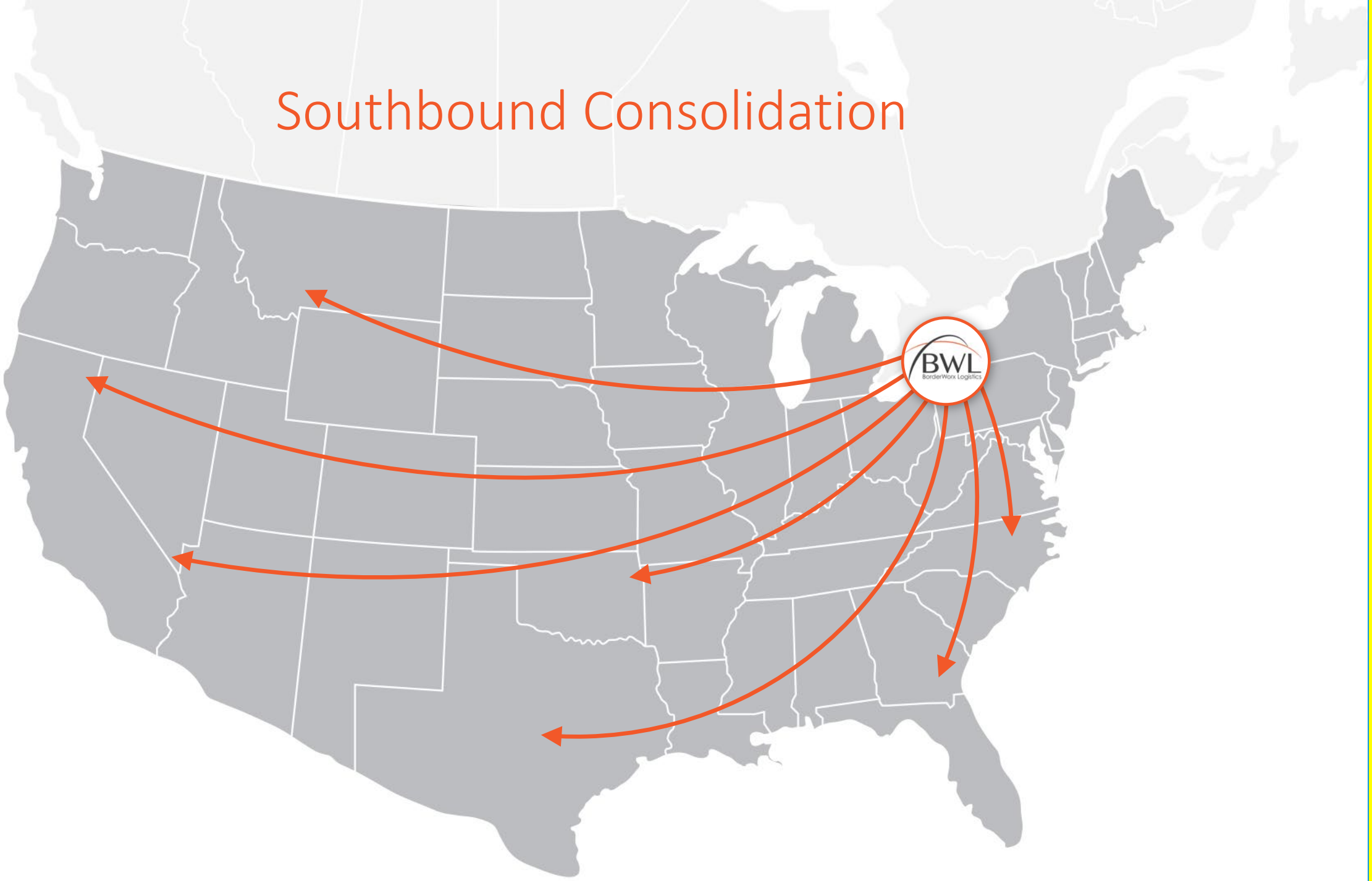
Southbound Consolidation



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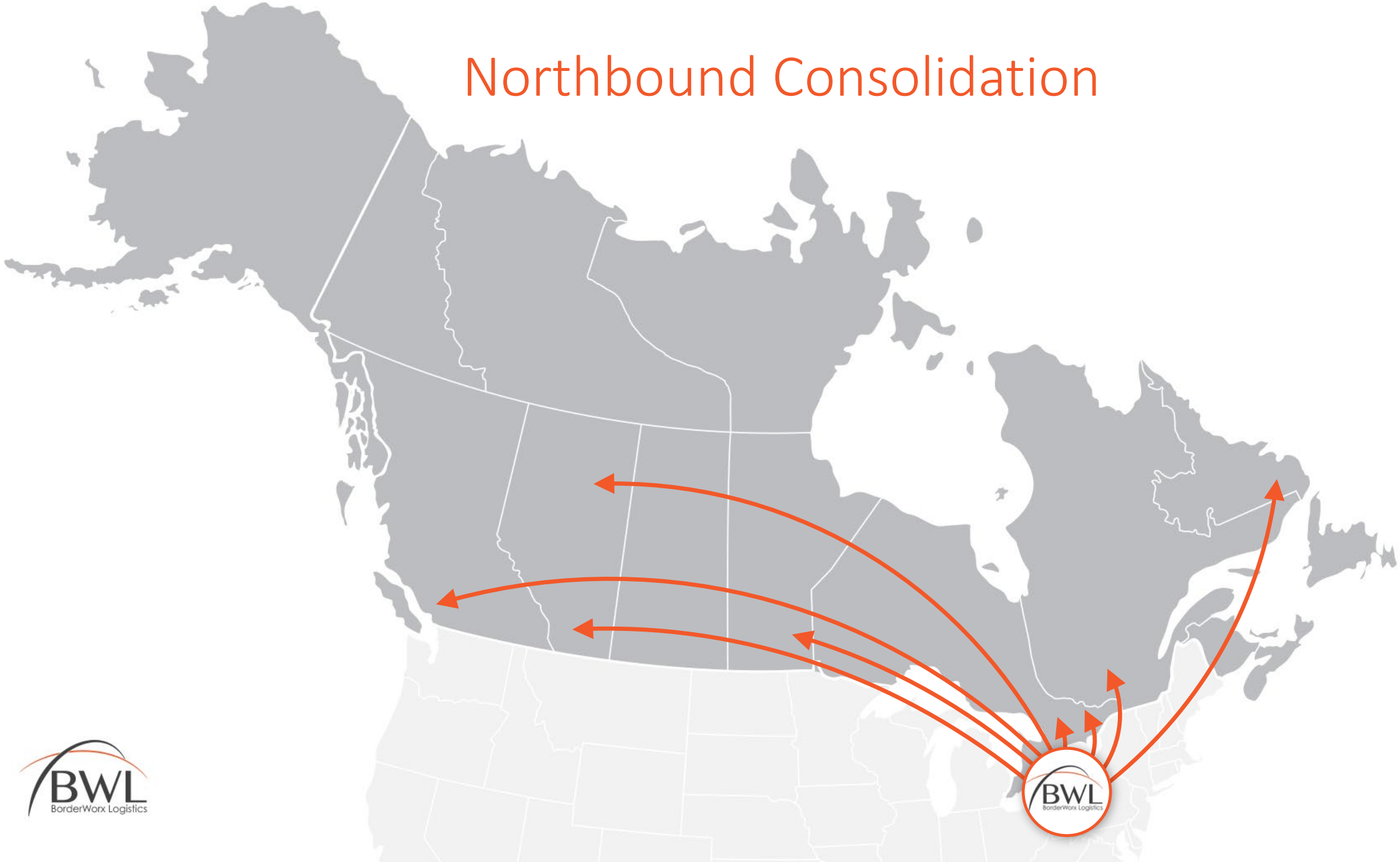
Northbound Consolidation



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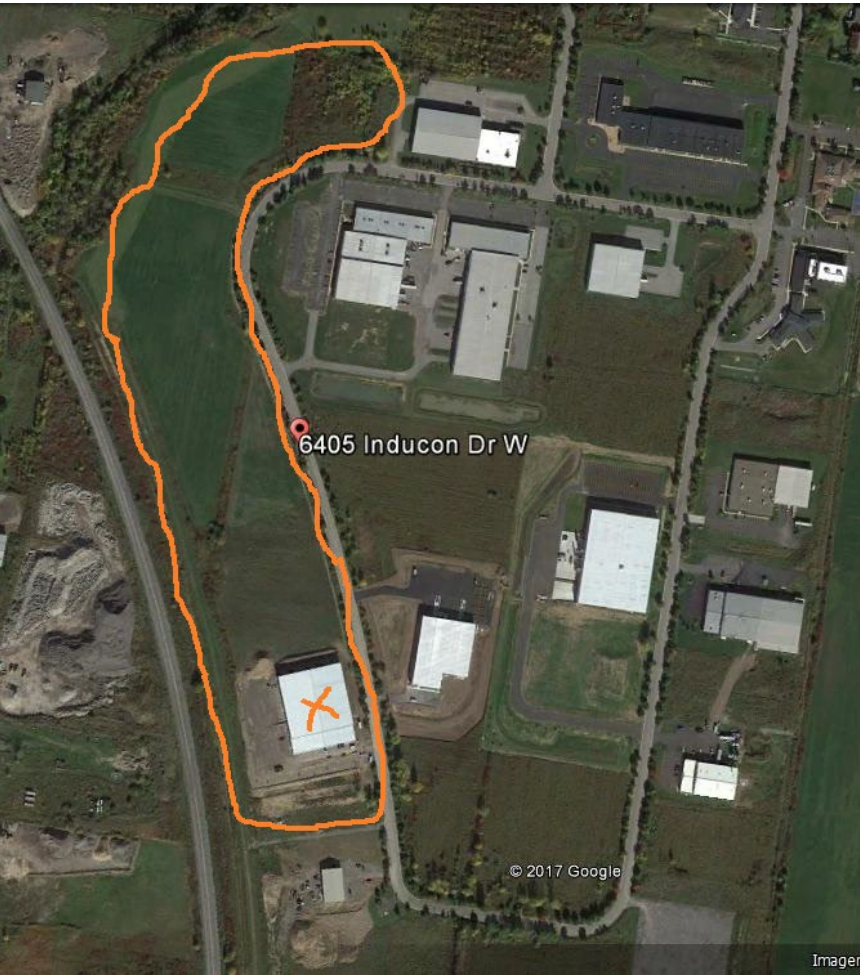
What about Duty? – Answer FTZ

Foreign Trade Zone



- A designated location in the United States that is considered legally outside of the U.S. Customs Territory
- Receive foreign made goods without having to pay duties or entry fees for all the time those goods remain inside that facility.
- Allows exporters from Canada to stage goods inside the United States without having to carry the expense of Duty, MPF and other customs fees until the goods are ready to be forwarded to the consignee.
- Available to become an F.O.B. point for Letters of Credit and terms of sale.
- Allows items with high duty rates to be transacted under a reduced number of entries; saving costs

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Benefits of using an FTZ

- **Duty Elimination**
  No Duty is paid on foreign merchandise destroyed in the zone
  No Duty is paid on foreign merchandise that is re-exported
- **Duty Deferral**
  Duties are not paid on foreign merchandise while in inventory until it is shipped for U.S. domestic consumption
- **Duty Inversion**
  Through manufacturering or assembly of higher duty items into finished goods, lower duty can be paid at time of entry
- **Expedited Procedures**
  Streamlined Customs procedures to allow shipments to leave the zone earlier under expedited clearance rules.

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Benefits of using an FTZ

- **Weekly Customs Entries**
  Unique ability to file a single Customs Entry for an entire week of outbound shipments

- IE: MPF Savings:
  300 customs entries annually @ $508.70 (Max) = $152,610.00
  52 FTZ customs entries @ $508.70 (Max) = $26,452.40
  Minimum Annual Savings = $126,157.60

- **No Time Limit**
  There is no time limit placed on goods stored in the FTZ (as compared to Bonded Warehouses) and can be released immediately.

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hope THAILAND

Export love around the world!

- Over 10 orphan homes for lost and displaced children
- 4 schools to teach refugee children that had no hope
- Building sustainable businesses to help them to be self-sufficient
- Taking our skills and compassion and showing the world that it is MUCH more than the money

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Thank you for the opportunity
to meet you…

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Questions…

and my best guess of an Answer ☺

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