

Canadian Association of
Importers and Exporters

Association canadienne des
importateurs et exportateurs

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Topics include:

Trade Compliance—Best Practices
Proximity vs Low Cost Country Sourcing
Anti-Dumping and Countervailing Duties
Transfer Pricing & Customs Valuation
Export Controls—Practical Considerations
How to get your Customs Policies In Writing
Preparing for an Audit
NAFTA & HS Classifications
Canadian & US Customs Updates

7th Annual Western Canada Conference

Driving Success In Customs and Trade

February 22 & 23, 2010

Delta Calgary South, 135 Southland Drive SE Calgary, AB

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7th Annual Western Canada Conference Driving Success in Customs and Trade

February 22, 2010 — Agenda

8:00 am	Registration & Continental Breakfast	
8:30 am	Welcoming Remarks from the President	<i>Joy Nott, President, I.E.Canada</i>
8:40 am	Opening Remarks from the Conference Chair	<i>David Bosse, Director, Consulting, Cole Group & Chair, Calgary Chapter</i>
8:45 am	<p>CBSA Update—ACI/eManifest</p> <p>Phase III of ACI is intended to enhance highway and rail security and expedite trade processing at the border by developing and implementing electronic manifest reports. Systems for the transmission of eManifests by highway carriers are scheduled to be functional by late spring 2010. Under Phase III, importers/brokers will also have to transmit a separate importer admissibility data (IAD) set electronically in advance in all modes of transportation. This requirement is similar to the 10+2 importer security filing currently being implemented in the U.S. Phase III of eManifest is scheduled to be fully implemented by 2014. It will have a dramatic impact on business processes for carriers and importers and will require all parties in the supply chain to work together to ensure that the right information gets to the right place at the right time. This session will address the latest developments under eManifest, the implementation timeframe, and what carriers, brokers and importers need to do to prepare for the various stages of implementation.</p>	<p><i>Liz Pasiecaka</i> eManifest Coordinator for the Prairie Region CBSA</p> <p><i>Jason Proceviat</i> Acting Director Stakeholder Consultation and Implementation Division CBSA</p> <p><i>Renate Jalbert, Managing Director, Regulatory Affairs, Federal Express Canada</i></p>
10:15 am	Refreshment Break	
10:30 am	<p>Trade Remedies—Anti-Dumping and Countervailing Duties (SIMA)</p> <p>Trade remedies in the form of anti-dumping or countervailing duties are applied to unfairly traded imported goods that would otherwise injure Canadian production. With the downturn in the economy and with a view to lessening competition from imports, Canadian industry is expected to turn increasingly to trade remedies under the Special Import Measures Act (SIMA). In recent years, imports into Western Canada, including those used in the oil and gas industry, have faced many challenges of this type and in the near term can expect to be faced with more.</p> <p>Included in this session:</p> <ul style="list-style-type: none"> • the nature of, and process involved in, trade remedy actions • defending against trade actions • practical strategies to combat the effects of their application. 	<i>Darrel Pearson</i> Partner Bennett Jones, LLP
11:15 am	<p>Proximity Sourcing Versus Low-Cost Country Sourcing—A Look At Mexico</p> <p>Many companies source products from low-cost countries based on direct per unit costs as opposed to total supply chain costs. As distribution costs grow as a percentage of total costs, it makes sense to consider proximity sourcing. Whether you are a manufacturer, wholesaler/distributor, or retailer looking to source competitively priced components or products, “close proximity sourcing” is the latest trend for global businesses to gain competitive advantage. This session will focus on the advantages of sourcing from Mexico.</p>	<p><i>Consul Lopez-Mena</i> Consulate General of Mexico Calgary Invited</p> <p><i>Benigno Rojas-Moreno, Senior Trade Director, Energy Industries and Services Branch, International and Intergovernmental Relations, Edmonton</i> Invited</p>
12:00 pm	Keynote Luncheon Address: Economic Outlook	<i>Stuart Bergman, Director, Economic Analysis and Forecasting, Export Development Canada (EDC)</i>
1:30 pm	<p>Export Controls</p> <p>By attending this session, you will learn what Canadian exporters need to understand about the U.S. Export Administration Regulations (EAR).</p> <ul style="list-style-type: none"> • What you need to look out for • When these re-export rules apply to you • How to classify goods in the EAR • Country chart • License exceptions • End-Use and End User Controls • Understanding how to properly use the “de minimis” provision • Record keeping issues 	<p><i>Carol Buckton,</i> Senior Director, Trade Logistics, Siemens Canada Limited</p> <p><i>Lynne C. Sabatino,</i> Senior Export Controls Officer Foreign Affairs and International Trade</p>

7th Annual Western Canada Conference Driving Success in Customs and Trade

February 22, 2010 — Agenda (continued)

3:00 pm	Refreshment Break	
3:15 pm	<p>Putting Your Customs Policies Down In Writing: Getting Started— Includes Case Study—Mercedes Benz</p> <p>This interactive presentation and workshop will teach you what it will take to establish and document your own set of customs policies including:</p> <ul style="list-style-type: none"> • Obtaining management buy-in and executive interest • Mapping your import and export processes and identifying the risks • Assigning key responsibilities and roles • Expected time and costs 	<p><i>Robert G. Kreklewetz, Partner, Millar Kreklewetz LLP</i></p> <p><i>Zack Vojvodic, Customs and Traffic Mercedes-Benz Canada Inc. Invited</i></p>
4:00 pm	<p>Trade Compliance Best Practices</p> <p>To ensure an efficient supply chain and to maintain an excellent compliance record, timely and accurate information is critical. This session will provide an update on the top compliance issues impacting organizations in the region.</p>	<p><i>Angelos Xilinas, Senior Manager, Trade & Customs Practice, KPMG LLP & Co-Chair, Vancouver Chapter</i></p>
5:00 pm	Networking Reception	

February 23, 2010 — Agenda

8:00 am	Registration for Day 2 & Continental Breakfast	
8:30 am	Opening Remarks from the Conference Chair	<p><i>David Bosse Director, Consulting, Cole Group & Chair, Calgary Chapter</i></p>
8:40 am	<p>U.S. Customs Update</p> <p>In this session learn about the latest developments in U.S. Customs procedures and requirements, including:</p> <ul style="list-style-type: none"> • The latest features and benefits of the Automated Commercial Environment (ACE), including the current status of ACE eManifest implementation; • Latest developments regarding the 10+2 Importer Security Filing and the impact on Canadian importers; • Status of enforcement of import requirements for containers containing residue • Status of implementation of the import declaration for plants and plant products under amendments to the Lacey Act; • Border enforcement of consumer product safety requirements under the Consumer Product Safety Improvement Act. 	<p><i>Matthew Parrott, Director, Northern Border Operations, A.N. Deringer</i></p>
9:45 am	<p>Transfer Pricing and Customs Valuation</p> <p>Often companies enter into inter-company cross border agreements regarding shared services. The cost for these services is usually accounted for in a transfer pricing agreement or by a separate charge. The recent publication of <i>Memorandum D13-4-13 Post-Importation Payments or Fees "Subsequent Proceeds"</i> should motivate every company that trades with related parties to review their existing inter-company agreements. By attending this session, you will be able to raise this very current topic with your CFO or other financial oversight persons. Find out:</p> <ul style="list-style-type: none"> • Transfer Price versus Value for Duty: What is the difference? • What are subsequent proceeds? • The potential impact of <i>Memorandum D13-4-13</i> • Sales between related corporations: dealing with dutiable elements 	<p><i>Daniel L. Kiselbach, Partner, Miller Thomson LLP & Co-Chair, Vancouver Chapter</i></p>
10:30 am	Refreshment Break	

7th Annual Western Canada Conference Driving Success in Customs and Trade

February 23, 2010 — Agenda (continued)

10:45 am	<p>Preparing For An Audit Going through a customs audit can be a disruptive and stressful experience. Don't be caught unprepared! Knowing what to expect and doing your homework can save your company a substantial amount of money. This session will discuss the preparation/review necessary to ensure a successful outcome to a CBSA audit. The topics covered will include:</p> <ul style="list-style-type: none">• Self-Adjustments and Voluntary Disclosures• What constitutes "Reason to Believe"• Multiple versus Single Program Verifications• A step by step review of how the audit will be performed• Priorities and Trends in Customs Audits• Common operational challenges importers face• Common problems in areas such as: H.S. Classification, Origin Declaration, Valuation of Goods, SIMA/Embargoed Goods, Duties Relief• Administrative Monetary Penalties (AMPS)• Disputing a Decision	<p><i>Sue McDonald, President, Perseus Trade Solutions Inc.</i></p> <p><i>Reynold Martens, Executive Vice President, George H. Young & Chair, Winnipeg Chapter</i></p>
12:15 pm	<p>Keynote Luncheon Address:</p>	
1:45 pm	<p>AMPS Review & CBSA's Harmonized System (HS) Compliance Strategy</p> <ul style="list-style-type: none">• Risk based approach for new penalties• Revised penalty levels• 'Reason to Believe' and how it arises• Absolute liability, volumetrics, third party liability, appeals• Implementation schedule• CBSA's HS compliance strategy	<p><i>Roxann Sparks-Hamilton, Client Services Officer, CBSA</i></p>
2:45 pm	<p>Refreshment Break</p>	
3:00 pm	<p>NAFTA Update This session will provide a comprehensive overview of the NAFTA Rules of Origin and origin certification, including:</p> <ul style="list-style-type: none">• General and specific rules of origin• Tariff shift and regional value content rules of origin• NAFTA treatment for duty free goods• Recent CITT cases involving NAFTA rules of origin• How to detect an incomplete or invalid NAFTA Certificate• How to protect your firm financially if an invalid certificate is issued	<p><i>Paul J. Coulombe, Consultant, Russell A. Farrow Limited</i></p>
4:00 pm	<p>Tariff Classification — How to Accurately Classify Your Imported Product This interactive session will provide a primer on tariff classification, including practical examples, and will cover:</p> <ul style="list-style-type: none">• Applying General Interpretative Rules (GIR) and Legal Notes• Classification in your compliance strategy, including the importance of National Customs Rulings and understanding "reason-to-believe"• Corrections under Section 32.2 of the Customs Act Recent CITT decision/ appeals involving tariff classification• Top 20 HS Chapters targeted by CBSA	<p><i>Paul J. Coulombe, Consultant, Russell A. Farrow Limited</i></p>
5:00 pm	<p>Concluding Remarks and End of Conference</p>	<p><i>David Bosse, Director, Consulting, Cole Group & Chair, Calgary Chapter</i></p>

Western Canada Conference

February 22 & 23, 2010 • Delta Calgary South , 135 Southland Drive SE Calgary, AB

Registration Form

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Registration / Substitution / Cancellation Policy

Cancellations must be received in writing by fax at 416-595-8226 or by email at conference@iecanada.com. All delegate cancellations must be confirmed by I.E.Canada. For cancellations received on or before February 1, 2010, there will be a \$100 charge for administration. Any cancellations received after this date will not be refunded: substitutions are always welcomed.

Hotel Accommodations:

The Delta Calgary South located at 135 Southland Drive SE, is offering delegates discount rates at \$149 single/double. To take advantage of this discounted rate, attendees are to call the hotel directly at 1-877-278-5050 or email reservations@deltacalgarysouth.com and book under I.E.Canada or Canadian Association of Importers and Exporters, **on or before January 21, 2010.**