



CBSA Today: Commercial News for Stakeholders

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I have had the pleasure of meeting with many of you over the past few years in my former role as head of the Operations Branch. I am very pleased to pursue this collaboration as Vice-President of the Programs Branch and Chair of the Border Commercial Consultative Committee (BCCC).

For the first time this spring, I will chair the BCCC meeting. I look forward to overseeing the excellent work of this committee and to meeting you face to face. One of my ongoing priorities is to ensure we not only maintain, but deepen the relationship between the Canada Border Services Agency (CBSA) and industry stakeholders. This is particularly critical as we continue to modernize and transform commercial border processes.

In this issue, I am pleased to provide you with news on CBSA commercial and trade initiatives, both on the domestic and international fronts. I trust you will find this information useful. To ensure we cover the issues that are of particular interest to you, I encourage you to submit your story ideas to the BCCC Secretariat at BCCC-CCACF@cbsa-asfc.gc.ca.

Martin Bolduc
Vice-President, Programs Branch
and BCCC Chair

Important Changes to the Collection of Commercial Revenue

On January 25, 2016, the CBSA implemented the Accounts Receivable Ledger ([ARL](#)), bringing about important changes to the collection of commercial revenue by the Government of Canada. ARL introduces the concept of account management, which aligns with accounting best practices.

Historically, all amounts owed to the CBSA by brokers and importers were captured and tracked by transaction. Clients now have enhanced daily and monthly statements, and the opportunity to explore electronic and online banking payment options.

Together, these changes will improve and streamline the collection of commercial revenue, which will benefit all those involved. Starting in August 2016, ARL will allow for offsetting of client debts against their refunds and provide the CBSA a complete view of clients' accounts, for the first time in history. ♦

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Update on eManifest

Compliance of Pre-arrival Reporting



Following extensive consultation and communication activities with stakeholders, the CBSA implemented mandatory compliance of pre-arrival

reporting for highway and rail carriers on January 11, 2016. The Agency is continuing to improve compliance rates by conducting outreach and engagement activities with industry.

News from the Technical Commercial Client Unit

The CBSA's Technical Commercial Client Unit (TCCU) has taken steps to improve services by providing service providers with direct onboarding of clients with Electronic Data Interchange (EDI) enabled systems. For clients using service providers, this approach is expediting the registration and testing process to begin transmitting data electronically to the CBSA. For information about registering, testing and EDI software/service providers, email [TCCU](#).

New Electronic Notices

The CBSA is introducing new electronic notices that improve communication between businesses and the CBSA, and provide other important benefits to both the Agency and EDI clients, such as:

- notification on the completeness of advance data on a shipment (Completeness Notices), and
- notification on the arrival and status of shipments (Disposition Notices).

EDI clients may now begin registering and testing with the TCCU to receive these notices. ♦

CBSA Commercial Policy Review

To achieve the *Beyond 2020: Commercial Vision* for “Canada to be a recognized global leader in secure and efficient border management through innovative, simplified and effective processes,” the CBSA is undertaking a comprehensive policy review to address the top challenges facing Commercial Programs over the next five to ten years.

Working with its partners and stakeholders, the CBSA has identified priority areas for innovation, including e-commerce, advance trade data, exports and trusted traders.

To guide this policy review and ensure horizontal integration, collaboration and linkages with commercial projects, a Core Policy Task Force was created. It is composed of CBSA directors general from the Commercial Program, Major Projects, Border Operations, and Trade and Anti-dumping directorates, as well as five industry representatives from the importer, exporter, customs broker, courier and carrier (highway) sectors.

The CBSA will also be reaching out to its industry stakeholders through the BCCC and its sub-groups, as well as other government departments, to inform decision making on this review. ♦

Post-Export Compliance Verification: Chapter 93

In 2015, the Program Compliance and Outreach Division of the Commercial Program Directorate initiated a post-export verification of exporter compliance with legislated obligations relating to goods declared under [Chapter 93](#), “Arms and ammunition; parts and accessories thereof” of the *Customs Tariff*, which is based on the Harmonized Commodity Description and Coding System (HS Code).

The Agency reviewed all export declarations received during fiscal year 2013–2014 to verify the compliance of the data elements provided, including HS Code classification, goods description, declaration timeframes and permit information. Following this review, the CBSA identified three priority compliance areas: the HS Code classification, commodity description and permit information.

The CBSA has since renewed efforts to assist the commercial export community by working with the BCCC and Export Sub-Committee. The CBSA will continue to engage and encourage the participation of the exporting community in promoting compliance with legislated obligations. ♦

Ruling Database Assists Importing Community

As previously reported, the CBSA has improved the accessibility of its Advance Ruling and National Customs Ruling programs on tariff classification, valuation and origin in response to the trade community's requests. The Agency has enhanced these programs by publishing on its [website](#) rulings for which it has received the applicant's consent. From the beginning of that initiative in September 2014 to today, the CBSA has published more than 125 ruling letters in their entirety.

The CBSA is very pleased with the trading community's reactions to this program enhancement and publishing initiative. Although posted rulings serve as a reference only, they provide guidance and help other importers comply with Canada's trade legislation. The Agency will continue to promote the benefits of this ruling database and encourage applicants to consent to the publishing of their ruling letters. ♦

CBSA International Engagement Strengthens Canada's Economic Competitiveness

If Canada is to maintain its competitive edge, it must continuously strive to improve the conditions for doing business. In doing so, the CBSA collaborates regularly with its international partners to simplify the border experience for industry.

By participating in international fora such as the World Customs Organization (WCO), the CBSA positions itself to identify global trends in border management and works collectively to reduce barriers to international commerce all the while ensuring Canada's national security is protected.

As an example, e-commerce in the postal and courier mode has emerged as an area requiring the attention of



customs administrations due to the rapid expansion of online shopping. A negative by-product of e-commerce has been its

vulnerability to illicit trade. In response, the WCO is leveraging its partnership with the Universal Postal Union to develop innovative solutions to counter fraudulent activity in this mode.

The Agency also works with its country partners to facilitate trade. As committed to at the 2014 North American Leaders' Summit, Canada, the United States and Mexico are working to identify opportunities to streamline respective customs procedures and requirements, where practicable, to simplify the reporting process for industry, and increase trade efficiency in the North American supply chain.

For more information about the CBSA's international engagement, please contact the Director of the Global Border Management Division, Ms. Charlene Larose, at Charlene.Larose@cbsa-asfc.gc.ca or at 613-954-6356. ♦



Strengthening the Canada-Mexico Customs Relationship



In May 2016, the CBSA and the Tax Administration Service of the United Mexican States (SAT) reached a significant milestone in North

American customs relations by signing a Mutual Recognition Arrangement (MRA) between their respective Authorized Economic Operator (AEO) programs. The CBSA-SAT MRA is the final bilateral arrangement regarding AEO programs to be signed between Canada, the United States and Mexico. This is a positive step for industry as MRAs allow both countries to recognize each other's members as trusted traders and grant them similar benefits.

Mrs. Linda Lizotte-MacPherson, President of the CBSA and Mr. Luis Eduardo Lara Gutierrez, General Administrator for Foreign Trade Audit with the SAT, [signed](#) the MRA following the opening ceremony of the World Customs Organization's 3rd Global AEO Conference on May 11, 2016, in Cancun, Mexico. The event provided a good opportunity to market both administrations' respective AEO programs to an audience consisting of government officials and industry stakeholders.

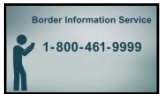
Canada and Mexico are each other's third-largest trading partner, and bilateral trade between the two countries continues to grow annually. The CBSA-SAT MRA will play an important role in strengthening North American trade and border management by

improving the security of the supply chain, and facilitating low-risk trade.

The CBSA has now signed five MRAs with other customs administrations, including those of the United States, Japan, Singapore and the Republic of Korea. ♦

Commercial and Trade Information at Your Fingertips

The Canada Border Services Agency (CBSA), in collaboration with the Canadian Federation of Independent Business, the Canadian Society of Customs Brokers and other stakeholders, has identified websites and outreach products to help inform trade chain partners, including small and medium sized enterprises. CBSA and Government of Canada websites provide details on programs, policies and regulations designed to make it easier and faster for commercial goods to cross the border while enhancing border and trade chain security. Please visit the following web pages to learn more.



Border Information Service: This is an automated telephone service that answers incoming calls and provides general information on CBSA

programs, services and initiatives through recorded scripts.

Customs Notices (CN): CNs are issued to inform clients about changes to customs programs and procedures. They are not intended as an ongoing reference. Any information contained in a CN that is intended as ongoing reference material has been integrated into a D Memorandum.

D Memoranda: These are policies and procedures the CBSA uses to administer customs programs that are supported by legislation and regulation.

Facilitating Trade: This section contains links to numerous initiatives, regulations and trade facilitation programs such as [Partners in Protection](#) as well as information on the [Administrative Monetary Penalty System](#).

Import and Export: In this section, you will find information, regulations, checklists and helpful guides such as the [Step-by-Step Guide to Importing](#)

[Commercial Goods into Canada](#) and the [Step-by-Step Guide to Exporting Commercial Goods from Canada](#).

Service Standards: The CBSA established service standards for the commercial sector to meet the needs of the trade community.



Video Gallery and **YouTube Channel:** The CBSA's videos describe Canadian import and export processes, and other commercial and trade-related issues.

Canada Business Network: You will find [Exporting and Importing](#) information and guides to support businesses involved in cross-border trade.

eManifest Client Support: To support trade partners with the implementation of, and compliance with eManifest, the CBSA offers clients a variety of resources to assist them and to answer any question or concern they have related to eManifest policies, procedures and operations. These resources include a suite of eManifest presentations in PDF and pre-recorded webinar formats. Clients may also choose to register for live eManifest Portal demonstrations that show how to navigate the Portal and use its features, including how to create and transmit trade documents to the CBSA. The [eManifest Web Feed](#) allows clients to be notified when important changes and updates are made to the website.

Electronic Commerce Client Requirements Document
Email Alert Service: Subscription to this email service allows clients to receive email notifications of new or revised business and system requirements for commercial electronic transactions.

eManifest Portal Help and Support: In addition to the existing resources available to clients, the CBSA also offers portal help and support specific to client types.

EDI: Existing and potential electronic commerce clients will find the necessary information, documents and tools required to effectively transmit commercial electronic data to the CBSA using an EDI transmission option.

The CBSA encourages you to include this article in your organization's communications vehicles. ♦

CBSA.gc.ca is moving to Canada.ca

The Government of Canada is merging department and agency websites into one, **Canada.ca**, which will be organized by the tasks, topics and themes most requested. The new site will be easier to navigate on any type of device, including smartphones and tablets. Departments and agencies will be migrated in phases, all of which should be completed over the next 18 months. While we'll have a new home, we're confident you'll still be able to find the information you need. ♦

Email Transformation and the CBSA's Commercial Stakeholders

The Email Transformation Initiative is a major initiative of the Government of Canada (GC) to move 43 federal departments and agencies to a single email system. The CBSA expects to transition to the new service this winter.

All GC email addresses will be simplified to a "@canada.ca" suffix, thus replacing acronyms that now identify organizations, such as the CBSA's current "@cbsa-asfc.gc.ca" suffix. For a period of two years from the time of migration to the new system, both the old and new email addresses will remain functional. At this early stage, the CBSA's commercial stakeholders are encouraged to assess implications of this coming change for their own business processes. ♦

Let's Collaborate!

Add a link to this newsletter on your own communications vehicles to help us inform and engage your employees and members. Or copy and paste a specific article and remember to acknowledge the source. As usual, your story ideas and feedback are welcome! Simply send to the BCCC Secretariat at BCCC-CCACF@cbsa-asfc.gc.ca. Together, we can ensure this newsletter meets *your* needs! ♦