

REMOVING BARRIERS TO CANADA-U.S. SHIPPING

To avoid obstacles, understand how these three issues affect Canada-U.S. trade.

1 THE EXCHANGE RATE

As exchange rates change, so do trade patterns and costs.



WHEN THE CANADIAN DOLLAR INCREASES VS. THE U.S. DOLLAR



WHEN THE U.S. DOLLAR INCREASES VS. THE CANADIAN DOLLAR

CHANGES OCCUR IN

U.S. products cost less for Canadian consumers	»	The value of products	«	Canadian products cost less for U.S. consumers
Tight capacity can result	»	Inbound capacity to Canada	«	Excess capacity can result
Excess capacity can result	»	Inbound capacity to the U.S.	«	Tight capacity can result

#1 The world's largest trade relationship is between Canada and the United States.¹

2 REQUIREMENTS



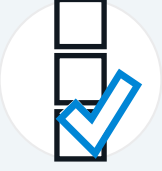
DOCUMENTATION

Thirty-five percent of drivers show up at primary inspection without properly completed paperwork (e.g., the carrier manifest and shipper's documentation).²



CARGO EXAMINATIONS

An experienced in-country customs broker can facilitate timely release, closely coordinating with government inspectors, carriers, and bonded facilities.



CARRIER QUALIFICATIONS

Using a vetted carrier pool that is experienced in cross-border transportation can help reduce the risk of holds and delays at the border.

Canada is the top export destination for **35** states.³

3 CAPACITY CONSTRAINTS

More than 10,000 certified partners have been accepted into the C-TPAT program. C-TPAT members require the use of C-TPAT certified long haul cross-border carriers to handle their business. Choosing only C-TPAT carriers narrows the number of available carrier options, so it can increase transportation costs.



CANADA'S TOP EXPORTS TO THE UNITED STATES⁴

- Mineral Fuel \$70B
- Vehicles \$55B
- Machinery \$20B



UNITED STATES' TOP EXPORTS TO CANADA⁵

- Vehicles \$48B
- Machinery \$43B
- Electrical Machinery \$25B

18,500 trucks cross at Windsor-Detroit each day, making it the busiest Canada-U.S. commercial crossing.⁶

MORE RESOURCES



Do "Favored Shippers" Really Receive Better Pricing and Service?



Is Logistics Outsourcing Right for Your Company?



Talk to a Canada-U.S. logistics expert today

¹ Government of Canada. "State Trade Fact Sheet: Canada and the United States." Accessed October 22, 2014.
² Ministry of Transportation, Ontario. "Canada-U.S. Border Crossing Checklist." Accessed November 5, 2014.
³ United States Census Bureau. "Trade in Goods with Canada," accessed June 30, 2014.
⁴ Ibid.
⁵ Ibid.
⁶ Government of Canada. "State Trade Fact Sheet: Canada and the United States." Accessed October 22, 2014.



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