

# Attention: Canadian Importers – Two Half Day Seminars

## The New PIP Program and Customs Audit: Are You Prepared?

Tuesday June 3, 2008—Markham ON  
Delta Markham, 50 East Valhalla Drive

8:30 am Registration for Morning & Full Day Registrants - Continental Breakfast

Sponsored by Integration Point  
Global Trade Software

9:00 am Opening Remarks

9:10 am The New Partners in Protection (PIP) Program: Are You Ready?

The new PIP program will come into effect on June 30, 2008! Current members will not be grandfathered into the new PIP program and will have until December 31, 2008 to re-apply.

The modernized PIP program is closely aligned with the C-TPAT program in the United States. What were once recommended security requirements will become mandatory. PIP members will have to implement new, more stringent security measures, such as container seals. They will also have to ensure that their supply chain partners develop security processes and procedures consistent with the new PIP security criteria. Before being accepted into the new program, applicants will have to submit a new security profile to the Canada Border Services Agency, sign a Memorandum of Understanding and undergo a site visit.

In this hands-on workshop, you will learn about:

- The new Minimum Security Requirements
  - Physical Security and Access Controls
  - Procedural Security
  - Container, Trailer and Rail Car Security
  - Data and Documentation Protection
  - Personnel Security
  - Security Training and Awareness
  - Business Partner Requirements
- The new Memorandum of Understanding
- Application Procedures
- Site Visits: What's involved?
- Benefits of the New PIP
- Mutual Recognition with C-TPAT: What does it mean?
- Cancellation and Suspension Policies and Appeal Procedures

You will also receive tips and advice from industry experts on how to get management buy in to join PIP, assembling and preparing your team, completing your security profile, preparing for a site visit and developing and implementing a security program. Higher cost does not necessarily mean better security. You will have the opportunity to hear about and ask questions on how to get the biggest security bang for your dollar!

Larry Villeneuve, Anie Pulsifer,  
Bill Tu, and Gino Niccarato, GTA  
Intelligence Officers,  
Canada Border Services Agency  
(CBSA)

Ms. Terry Nusyna,  
President,  
TN Security Group

James Turner,  
Chief Security Officer,  
TN Security Group

Kristina Bryson,  
Executive Program Manager,  
Import Compliance Officer,  
IBM Canada Ltd.

**This Seminar  
Qualifies  
For 10 CCS Points**

Noon Networking Luncheon for Speakers & Full Day Registrants

1:30 pm **Preparing for a Customs 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 workshop will discuss the preparation/review necessary to ensure a successful outcome to a CBSA audit. The topics covered will include:

- 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

Glenn Cickello,  
Director, Canadian Operations  
Sandler & Travis Trade Advisory  
Services Ltd.

Breakfast Sponsor

**IntegrationPoint**<sup>®</sup>  
Global Trade Software

4:30 pm End of Seminar

**Two Workshops: The “New” PIP Program and Customs Audits**  
**Cross Canada Series: Markham, June 3, 2008**  
 Delta Markham 50 East Valhalla Drive

## 4 Easy Ways to Register

Telephone: 416-595-5333 *If registering by phone, please have credit card ready.*

Fax: 416-595-8226 *If there are more than three delegates, please photocopy this form.*

Mail: I.E.Canada, 160 Eglinton Avenue East, Suite 300, Toronto ON, M4P 3B5 Attn: Conference Department

Online: [www.iecanada.com](http://www.iecanada.com)

Company Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

City \_\_\_\_\_ Province / State \_\_\_\_\_ Postal Code \_\_\_\_\_

Telephone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

First Delegate Name \_\_\_\_\_

Title \_\_\_\_\_ E-mail \_\_\_\_\_

Second Delegate Name \_\_\_\_\_

Title \_\_\_\_\_ E-mail \_\_\_\_\_

Third Delegate Name \_\_\_\_\_

Title \_\_\_\_\_ E-mail \_\_\_\_\_

Choose city and date you wish to register for

<input type="radio"/> Vancouver—May 26 Vancouver Airport Marriot	<input type="radio"/> Full day	<input type="radio"/> AM—PIP Updates	<input type="radio"/> PM—Customs Audits
<input type="radio"/> Calgary—May 27 Greenwood Inn Conference Centre	<input type="radio"/> Full day	<input type="radio"/> AM—PIP Updates	<input type="radio"/> PM—Customs Audits
<input type="radio"/> Winnipeg—May 29 Delta Winnipeg	<input type="radio"/> Full day	<input type="radio"/> AM—PIP Updates	<input type="radio"/> PM—Customs Audits
<input type="radio"/> Kitchener—June 2 Delta Kitchener—Waterloo Hotel	<input type="radio"/> Full day	<input type="radio"/> AM—PIP Updates	<input type="radio"/> PM—Customs Audits
<input type="radio"/> Markham—June 3 Delta Markham	<input type="radio"/> Full day	<input type="radio"/> AM—PIP Updates	<input type="radio"/> PM—Customs Audits
<input type="radio"/> Montreal—June 4 Plaza Volare	<input type="radio"/> Full day	<input type="radio"/> AM—PIP Updates	<input type="radio"/> PM—Customs Audits

**Registration fees + GST** - Please note: Lunch is included in full day registration only

	Half Day (no Lunch)	Full Day (With lunch)
I.E. Canada Member	\$195	\$345
Non Member*	\$275	\$445

\* Non members who pay the regular fee will receive a five month free trail membership in I.E.Canada starting June 1, 2008

Payment method

Cheque enclosed *(made payable to Canadian Association of Importers & Exporters)*

Please charge to my credit card  VISA  MasterCard  Amex

Credit Card Number \_\_\_\_\_ Expiry \_\_\_\_\_

Signature \_\_\_\_\_

Subtotal \$ \_\_\_\_\_

5% GST \$ \_\_\_\_\_

Total \$ \_\_\_\_\_

GST#R100766146

**Registration / Substitution / Cancellation Policy:**

Substitutions are always welcomed. All cancellations must be received in writing by fax to 416-595-8226 or by email to [info@iecanada.com](mailto:info@iecanada.com). For cancellations received on or before five business days before the seminar, there will be a \$50 charge for administration. Any cancellations received less than five business days before the conference, will not be refunded; substitutions are always welcomed.

Hotel Room Rate: \$119.00 1 888-890-3222