

Canadian Association of  
Importers and Exporters

Association canadienne des  
importateurs et exportateurs

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## 19th Annual Conference and Trade Show on Emerging Issues in Customs and Trade Compliance

April 19-21, 2010 — Hilton Toronto Airport Hotel, 5875 Airport Road, Toronto Airport

### Keynote speakers:

**Canada's Trade Opportunities** *The Honourable Peter Van Loan, Minister of International Trade Canada*

**Global Economic Outlook** *Peter Hall, Chief Economist, Export Development Canada*

**Recent Restructuring of Canada Border Services Agency — What it Will Mean to Your Global Business**  
*Stephen Rigby, President, Canada Border Services Agency*

**Latest Developments at U.S. Customs and Border Protection** *Thomas S. Winkowski, Assistant Commissioner,  
Office of Field Operations, U.S. Customs and Border Protection, Department of Homeland Security*

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## 19th Annual Conference & Trade Show Emerging Issues in Customs and Trade Compliance

Monday, April 19, 2010

8:00 am	Registration—Trade Show Begins—Continental Breakfast	Breakfast sponsored by Affiliated Customs Brokers Ltd
8:30 am	Welcome & Opening Remarks	Joy Nott, <i>President, I.E.Canada</i>
8:40 am	<b>Opening Keynote Address: Canada's Trade Opportunities</b>	<i>The Honourable Peter Van Loan, Minister of International Trade Canada</i>
9:15 am	<b>Global Economic Outlook</b>	<i>Peter Hall, Vice-President and Chief Economist, Export Development Canada</i>
10:00 am	Refreshment Break & Trade Show	
10:30 am	<b>The Detroit River International Crossing (DRIC) Project — Deal or No Deal?</b> The Windsor-Detroit gateway is the busiest border crossing between Canada and the U.S. Following the 9/11 attacks and the ensuing chaos at the border, the Canada, U.S., Michigan and Ontario governments jointly agreed to build a new bridge crossing between Windsor and Detroit. Recent developments in the Michigan Legislature is now putting the future of the long awaited second bridge into doubt, creating the very real prospect that the bridge will not be built in the foreseeable future. Find out the latest developments regarding the DRIC and what it means for Canadian importers and exporters.	<i>Moderator: Doug Switzer, VP, Public Affairs, Canadian Trucking Alliance/Ontario Trucking Association</i>  <i>Fausto Natarelli, Director, Windsor Border Initiatives Implementation Group, Ontario Ministry of Transportation</i>  <i>Sean O'Dell, Executive Director, Windsor Gateway Project Team, Surface Transportation Policy, Transport Canada</i>  <i>Mohammed Alghurabi, Senior Project Manager, DRIC, Michigan Department of Transportation</i>
11:30 am	Luncheon Begins	
	<b>Keynote Luncheon Address: Recent Restructuring of Canada Border Services Agency—What it Will Mean to Your Global Business</b>	<i>Stephen Rigby, President, Canada Border Services Agency (CBSA)</i>
1:45 pm	<b>Expansion of the Customs Self-Assessment Program</b> With the urging of Canadian importers, CBSA has begun to expand the Customs Self-Assessment (CSA) program. All goods from Mexico are now eligible for the expedited CSA clearance option, for example, not just automotive goods. More significantly, CBSA has also developed a working proposal for an offshore clearance option. I.E.Canada has been at the centre of these discussions with CBSA. In this session, learn what CBSA has planned for the future of the CSA program and what it will mean for existing and prospective CSA program participants.	<i>Joy Aldous, Director of Trusted Traders, Canada Border Services Agency</i>
2:30 pm	Refreshment Break & Trade Show	
3:00 pm	<b>Session A: Status &amp; Future of PIP, C-TPAT and Global Supply Chain Security Initiatives</b> <ul style="list-style-type: none"> <li>• Latest PIP/C-TPAT metrics: membership breakdown, and status of applications and validations</li> <li>• Status of PIP/C-TPAT Mutual Recognition/Harmonization</li> <li>• Update on Mutual Recognition negotiations currently underway (e.g. Japan)</li> <li>• Next stages for PIP/C-TPAT and what importers need to know</li> <li>• World Customs Organization Update—SAFE Framework of Standards and Authorized Economic Operator (AEO)</li> </ul>	<i>Moderator: Emil Fiorantis, VP, Operations, Dominion Customs Consulting &amp; Co-Chair, Trade Security Committee, I.E.Canada</i>  <i>Joy Aldous, Director of Trusted Traders, Canada Border Services Agency</i>  <i>Diana Lieber, Program Manager, Cargo and Conveyance Security, Customs-Trade Partnership Against Terrorism, U.S. Customs Border Protection</i>  <i>Debbie Turnbull, Executive Program Manager, Global Supply Chain Security, IBM Corporate Headquarters, &amp; Member of WCO Private Sector Consultative Group</i>

## 19th Annual Conference & Trade Show Emerging Issues in Customs and Trade Compliance

Monday, April 19, 2010

or 3:00 pm

### **Session B: Visibility in the Supply Chain—Measuring Performance in Your Supply Chain for Competitive Advantage**

Whether sourcing materials from a foreign country or looking overseas to create new markets, businesses today are accelerating the global trade trend. Market pressures are being created from increased competition from foreign countries, shorter innovation cycles, and demand for better and faster service from customers all over the world. To respond to these market pressures, most organizations have created complex business processes that rely on a large number of foreign trading and service partners. The consequences of such complexity is a loss in process visibility, increasing operational cost, and a disconnect between expected performance versus delivered value.

The Economic Analysis group of Transport Canada is engaged in developing the means to measure the performance of the Canadian and North American transportation systems through a Global Value Chain lens. The objective is to develop system-wide performance indicators that would allow for the periodic evaluation of Canada's gateways and corridors' performance. In this way, Transport Canada would have the ability to monitor any significant system choke points and review all factors that would address the need of users for better predictability of the system. Learn the latest in what Transport Canada is doing to help organizations make trade processes more transparent. Find out what other organizations are doing to benchmark their trade relationships against expected performance.

*Moderator: Joy Nott, President,  
I.E.Canada*

*Louis-Paul Tardif, Director, Economic  
Analyst & Research, Transport Canada*

*Jim Buggs, General Manager,  
Government Relations, Canadian  
Pacific Railway Ltd.*

*John O'Reilly, Director, Customs &  
Traffic, Toshiba of Canada Limited*

4:00 pm

### **Session B (continued): Test Drive the Latest Technology/Software Tools to Minimize Supply Chain Costs and Minimize Trade Compliance Risks**

Global companies recognize that technology can unlock hidden values in global trade management, including reducing supply chain costs and minimizing risks of non-compliance. Find out how you can streamline your import and export processes across all of your business units in order to meet global market demand and to incorporate the ever changing government regulations.

Each service provider listed will have the opportunity to speak for approximately 10 minutes to brief delegates on their respective companies and to highlight their product offerings. In addition, their software will be made available at the trade show over the first two days of the conference for delegates to "test drive" or for delegates to view a demonstration. Here is your chance to ask the service providers questions about their products and services while learning about the latest technology software available to assist global businesses in becoming more efficient and compliant in their import/export processes. Please note I.E.Canada does not endorse any of the products and/or services demonstrated, but is to be used for information gathering only.

Global Trade Management Software Providers Invited:

- IES, Ltd.
- Imanet
- Mercury E-Portal Solutions
- Zirish Consulting Incorporated

*Moderator: Molly Zito, Director,  
Compliance and Global  
Transportation, Avnet International  
Canada*

#### **Company Representative:**

*Kevin Gavin, Vice-President, Supply  
Chain Management, IES, Ltd.*

*Anabela Bekic, Client Services, Imanet*

*Gordon Best, Director of Customs  
Services, Mercury E-Portal Solutions*

*Glen D'Rozario, Trade Compliance  
Advisor, Zirish Consulting Incorporated*

5:00 pm

### **End of Day One—Networking Reception**

A great way to network and end the day. There will be a draw for prizes!

## 19th Annual Conference & Trade Show Emerging Issues in Customs and Trade Compliance

Tuesday, April 20, 2010

8:00 am	Registration—Trade Show Begins—Continental Breakfast	Breakfast co-sponsored by <i>Trisura Guarantee Insurance Company and AON Reed Stenhouse Inc.</i> <i>Joy Nott, President, I.E.Canada</i>
8:30 am	Welcome & Opening Remarks	
8:40 am	<b>Opening Keynote Address: Key Issues in Canada and U.S. Trade</b>	<i>Eric Benjaminson, Minister Counselor for Economic Affairs, The Embassy of the United States of America in Ottawa</i> <i>Moderator: Carol Osmond, Vice-President, Policy, I.E.Canada</i>
9:15 am	<b>Canada Border Services Agency (CBSA) Update—ACI/eManifest</b> In June 2010, the CBSA will begin accepting electronic manifests containing cargo and conveyance data from highway carriers. Transmission of this carrier data will become mandatory one year after the CBSA web portal becomes available, which is currently expected in the fall of 2010. Thereafter there will also be a six month informed compliance period. It is also anticipated that CBSA will be prepared to receive secondary or house bill data from freight forwarders in summer 2011. Unprecedented cooperation amongst all parties in the supply chain will be critical to ensuring that the right information gets to the right place at the right time to avoid delays crossing the border. Importers should be speaking with their carriers and freight forwarders to ensure that they are aware of and are preparing for these new requirements in order to avoid shipment delays. This session will include an overview of the eManifest highway initiative and the new secondary reporting requirements, including: <ul style="list-style-type: none"> <li>• step by step how the new process will work</li> <li>• changes carriers, freight forwarders, importers and brokers will need to make in order to prepare</li> <li>• the implementation schedule for highway eManifest and secondary reporting</li> <li>• CBSA's client service strategy and plans for a web portal</li> </ul>	<i>Jason Proceviat, A/Director, eManifest Stakeholder Consultations and Implementation Division, Canada Border Services Agency</i> <i>Karen Richards, Customs Supervisor, Challenger Motor Freight Inc. &amp; OTA Representative</i> <i>Ruth Snowden, Executive Director, Canadian International Freight Forwarders Association (CIFFA)</i> <i>Oryst Dydynsky, VP, Cross Border &amp; Regulatory Affairs, Descartes Systems Group</i>
10:45 am	Refreshment Break & Trade Show	
11:15 am	<b>Session C: Workshop — eManifest Walk Through</b> This walk through exercise is aimed at identifying the impacts of ACI/eManifest on importers, customs brokers, carriers, freight forwarders and others in the supply chain. Delegates will learn what will happen to a shipment as it moves from one end of the supply chain to the other assuming that CBSA implements ACI/eManifest as proposed. Every step will be addressed from the placement of the purchase order to the delivery of the shipment to the customer. The new importer Advance Trade Data will also be discussed.	<i>Oryst Dydynsky, VP, Cross Border &amp; Regulatory Affairs, Descartes Systems Group</i>
or 11:15 am	<b>Session D: Business Simplification and Service Improvement: A CBSA — Private Sector Partnership</b> As part of the federal government's commitment to reduce paperwork burden, CBSA established a Business Simplification Initiative in partnership with the trade community. As part of this initiative, CBSA has been taking steps to reduce the administrative burden its policies and programs impose on Canadian business and to institutionalize a culture of business simplification within the Agency. The CBSA is also developing a strategy to enhance the service it provides to its clients and stakeholders. In this session, you will learn about the status of these initiatives and the work of the CBSA-private sector working group which was recently recognized by the World Customs Organization for its success as an effective public-private sector partnership.	<i>David Hotchkiss, Manager, Business Simplification Initiative, Canada Border Services Agency</i> <i>Corinne Pohlmann, VP, National Affairs, Canadian Federation of Independent Business</i>
Noon	<b>Luncheon Keynote Speaker: Latest Developments at U.S. Customs and Border Protection</b> As Assistant Commissioner, Office of Field Operations, Mr. Winkowski manages an operating budget approaching \$2.5 billion, directs the activities of 24,000 employees, and oversees programs and operations at 20 major Field Offices, 326 Ports of Entry, 58 operational Container Security Initiative ports, and 15 Preclearance Stations in Canada, Ireland and the Caribbean.	<i>Thomas S. Winkowski, Assistant Commissioner, Office of Field Operations, U.S. Customs and Border Protection (CBP), Department of Homeland Security</i>

## 19th Annual Conference & Trade Show Emerging Issues in Customs and Trade Compliance

Tuesday, April 20, 2010

2:00 pm **Session E: Greening Your Supply Chain—How to Get the Best Return on Your Investment**

- Leveraging green supply chain "wins" to enhance the customer experience, build brand recognition, and enhance marketing campaigns
- How to engage your employees across the organization in greening the supply chain
- Examples of green supply chain investments and returns
- Procurement and sourcing activities — incorporating environmental stewardship into supplier certification requirements, selection criteria, and scorecard metrics and how this can be done at the lowest cost
- Extended producer responsibility — existing/emerging requirements
- Setting requirements with a supplier — examples of strategic partnering or alliances to address the larger value chain and greening with a supplier
- Carbon footprint— baselining, measurement systems, and improvement targets
- Regulatory incentives, taxes and other costs (cap and trade) at global, federal, provincial and local levels

*Moderator: Todd Ernst, Senior Manager, Advisory Services, Ernst & Young LLP*

*Susan Moore, Director of Sustainability, Lakeside Logistics Inc.*

*Olivier Joubert, Director of Logistics—Transportation, Wal-Mart Canada*

*Warrington Ellacott, Senior Manager, Government Relations, North America Region, Whirlpool Corporation*

**or** 2:00 pm **Session F: What is on the Horizon for U.S. Customs?**

In this session learn about the anticipated future of U.S. Customs and Border Protection (CBP) under its new commissioner, Alan Bersin, and the latest developments in U.S. customs procedures and requirements, including:

- Future of CBP:
  - New Commissioner
  - Status of Customs Re-authorization Bill
  - Budget Challenges
- Hot Issues:
  - Status of ACE/eManifest
  - 10 + 2 and commercial targeting
  - Empty containers containing residue
  - Lacey Act enforcement
  - Import safety and enforcement of intellectual property rights
  - Penalties
  - Revenue collection (valuation, anti-dumping/countervailing duties)
  - Textiles

*Moderator: Carol Osmond, VP, Policy, I.E.Canada*

*Samuel Banks, Executive VP, Sandler & Travis Trade Advisory Services & Member of the Advisory Committee on Commercial Operations of Customs & Border Protection (COAC)*

*Robert DeCamp, Director, Regulatory Affairs, A.N.Deringer, Inc. & Member of the Advisory Committee on COAC*

3:15 pm Refreshment Break & Trade Show

3:45 pm **U.S. Importer Security Filing (10+2) vs. Canada's Proposed Advance Trade Data**

On January 26, 2010, U.S. Customs and Border Protection began to enforce the new "10+2" security filings. Under this initiative, importers are required to electronically transmit 10 additional data elements, eight at least 24 hours before the lading of ocean containers at the foreign port and the remaining two at least 24 hours prior to arrival. This new importer security filing represents one of the biggest changes to affect the security environment in years, with a recent study estimating the annual cost to business to be at least US\$20 billion. Canadian importers who import into Canada through the U.S. or have cargo on ships stopping at U.S. ports are also impacted by these new requirements. Moreover, a similar importer security filing is planned for Canada starting in 2012 under the Advance Trade Data Initiative and eManifest. Unlike in the U.S., however, which has implemented this new importer security filing in the marine mode only, CBSA is planning to impose advance trade data requirements on importers in all modes: marine, air, rail and highway. In this session learn about Canada's proposed advance trade data requirements, and the challenges and lessons that can be learned from the U.S. experience.

*Moderator: Carol Osmond, VP, Policy, I.E.Canada*

*Michael D. Laden, Principal, Trade Innovations, Inc.*

*Dan Mueller, Vice-President of Transportation, Kohl's Department Stores*

*Carol Buckton, Senior Director, Trade Logistics, Siemens Canada Limited*

*Ruth Snowden, Executive Director, Canadian International Freight Forwarders Association (CIFFA)*

5:00 pm **Reception—Join us and enjoy some great food, beverages and entertainment.**

## 19th Annual Conference & Trade Show Emerging Issues in Customs and Trade Compliance

Wednesday, April 21, 2010

8:45 am	Registration—Continental Breakfast	Breakfast co-sponsored by <i>Trisura Guarantee Insurance Company</i> and <i>AON Reed Stenhouse Inc.</i> Moderator: <i>Carol Osmond, Vice- President, Policy, I.E.Canada</i>
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<b>Session G: AMPS Update and Audit/Risk Management Strategies Half Day Session (9:00 am—12:15 pm)</b>		
9:00 am	<b>Revamped Administrative Monetary Penalty System (AMPS) — Implementation Beginning April 2010</b> CBSA is implementing changes to the AMPS. The objective is to simplify the AMPS regime by creating a new penalty structure based on risk and collapsing the current contraventions from 246 to 79. Under a revised AMPS implementation plan, as of April 2010, the new penalty amounts will be in place for the existing AMPS contraventions; however, the new collapsed penalty structure, which will require significant systems changes, will not be implemented until fiscal year 2011-2012. In this session you will find out about these and other changes to the AMPS regime, as well as CBSA's implementation strategy. Discussion will also focus on the recent customs notice #10-002 issued February 26, 2010.	<i>Sheila Griffin, Manager, Client Services Unit, Canada Border Services Agency</i>  <i>Greg Kanargelidis, Partner, International Trade &amp; Commodity Tax, Blake, Cassels &amp; Graydon LLP</i>
10:30 am	Refreshment Break	
10:45 am	<b>Developing Customs Audit and Risk Management Strategies</b> Many Canadian businesses are now focusing on risk management to mitigate the adverse impact of penalties and retro-active assessments resulting from non-compliance found during Customs, Income Tax or GST Audits. Avoid significant or potentially crippling Customs Assessments by developing a strategic business trade compliance plan. Find out the: <ul style="list-style-type: none"><li>• Impact of increasing trade globalization on business risk</li><li>• CBSA audit game plan, procedures, key issues and risks</li><li>• Demystifying "Reason to Believe"</li><li>• Self-Adjustments and Voluntary Disclosures</li><li>• Penalty mitigation &amp; appeals process</li><li>• Maintaining a robust compliance strategy</li></ul>	<i>Sue McDonald, President, Perseus Trade Solutions Inc.</i>  <i>Reynold Martens, Executive Vice President, George H. Young &amp; Chair, Winnipeg Chapter</i>
<hr/>		
<b>or</b>		
<b>Session H: Export Controls/Process—Half Day (9:00 am—12:15 pm)</b>		
9:00 am	<b>I.E.Canada's White Paper</b> <ul style="list-style-type: none"><li>• "Canada's Export Control System: Time for Review – Need for Reform"</li></ul>	<i>Moderator/Speaker: Thomas Jones, Senior Partner, Canadian Export Consulting Services</i>
9:30 am	<b>Canada's Export Control Regime</b> <ul style="list-style-type: none"><li>• Current regime and future direction</li><li>• Are there any plans to change policies and procedures? If so, what?</li></ul>	<i>Steven Goodinson, Director, Export Controls, DFAIT</i>  <i>Olga Morgan, Senior, Customs Compliance Manager, Toromont Industries Ltd.</i>
9:50 am	<b>Encryption Policy</b> <ul style="list-style-type: none"><li>• Background and status of recent survey to industry and feedback</li><li>• What are the goals and next steps?</li></ul>	<i>Michelle Cotton, Manager, Customs Compliance, Bunge Canada</i>
10:05 am	<b>Recent Developments Regarding EAR and ITAR</b>	
10:20 am	Refreshment Break	
10:35 am	<b>What You Need to Know about the U.S. Re-Export Issues</b> <ul style="list-style-type: none"><li>• Extraterritoriality</li><li>• Definitions</li><li>• Prohibited countries/countries of concern</li><li>• U.S. Export Administration Regulations (EAR): licence requirements, licence exceptions, re-export authorizations, de minimus provisions, Commerce Country Chart</li></ul>	<i>Nick Velluso, Manager, Export Process, Canada Border Services Agency</i>
11:45 am	<b>Canada Border Services Agency's (CBSA) Review of Export Programs</b> The CBSA started its review of the <i>Reporting of Exported Goods Regulations</i> in April 2009. Since then, CBSA has held consultations with stake-holders across the country to discuss drivers for change, objectives of the review, and key issues—including, among other things, the definition of "exporter", mandatory electronic export reporting, and export reporting time frames. CBSA is currently wrapping up initial consultations and plans to present its findings, along with a vision for the export program, in a policy paper this spring.	
12:15 pm	Networking Lunch	

## 19th Annual Conference & Trade Show Emerging Issues in Customs and Trade Compliance

Wednesday, April 21, 2010

1:15 pm	<p><b>Session I: Building the Best Compliance Team—When to Outsource</b> Companies today are looking to reduce costs and increase compliance without adding resources or internal expertise. Continuing education and training, as well as networking, are key components to employee development, teaching them new strategies and techniques for applied best practices; however, some companies simply do not have the resources to train internal staff. When does it make sense to outsource your global compliance services? When is it beneficial to train your employees?</p> <p>This session will look at a different models companies use to manage compliance: those who have chosen to do everything in-house; those who use brokers with in-house compliance management; and those who fully outsource compliance to a third party. Find out the pros and cons of these models and learn the tools to determine the best model for your business. This session is applicable to small, medium and large-sized companies.</p>	<p><i>Moderator: Penny Moulton, Director, UPS Supply Chain Solutions</i></p> <p><i>Glen Perry, Customs Compliance &amp; Regulatory Trade Advisor, Canadian Tire Corporation, Limited</i></p> <p><i>Kristina Bryson, Executive Program Manager, Canada, U.S. and Caribbean, Import Compliance Office, IBM Corporate Headquarters</i></p> <p><i>Greg Gerritsen, Manager, Customs and Trade Compliance, Plains Midstream Canada</i></p>
or 1:15 pm	<p><b>Session J: Implementing a Global Program for Determining Origin of Products When Claiming Preferential Treatment</b></p> <ul style="list-style-type: none"><li>• Financial impact on companies not claiming preference, or claiming incorrectly</li><li>• Addressing the complexities in implementing preferential regimes under the various agreements</li><li>• Legal and risk management considerations when claiming preferential tariff treatment on products</li><li>• Common issues when determining origin of products</li><li>• How to trace the components of the product to meet origin requirements and claim the benefit of the preferential treatment</li><li>• Monitoring the status of origin certification requests</li></ul>	<p><i>Andrew Vanderwal, Partner, Worldtrade Management Services, PricewaterhouseCoopers LLP</i></p> <p><i>Jean-Marc Clément, Senior Manager, Worldtrade Management Services, PricewaterhouseCoopers LLP</i></p>
2:15 pm	<p><b>Session K: Best in Class Customs Processes</b> This session will focus on making the best use of people, process, technology and data to create a “Best in Class Customs Process” and will include the following topics:</p> <ul style="list-style-type: none"><li>• What does best in class Customs Process mean to your organization?</li><li>• Does customs compliance slow down the supply chain?</li><li>• What is the current environment for customs processes?</li><li>• Why integration matters</li><li>• World class customs function – consultants approach</li><li>• Are there automated trade solutions that can help?</li><li>• What to look out for and what can go wrong</li></ul>	<p><i>Robert Sacco, Associate Partner, Canadian Practice Leader, Customs and International Trade, Deloitte</i></p> <p><i>Damon V. Pike, President, The Pike Law Firm, P.C. (USA)</i></p>
or 2:15 pm	<p><b>Session L: PST-GST Harmonization — Are You Ready for July 1st, 2010?</b> Ontario and BC companies will be affected by the harmonization of the provincial sales tax (PST) with the federal goods and services tax (GST) to create a single harmonized sales tax (HST). The HST rate will be at 13% in Ontario and 12% in BC, effective July 1, 2010. This session will consider the HST transitional rules, cash-flow implications, and other compliance and legal issues as they relate to importers and exporters. What changes will you need to make to your financial budgets, capital expenditures and human resource allocations for the coming year? Now is the time to ensure you are making the right financial decisions for your company. Find out what planning strategies can help you minimize the impact of the HST on their business.</p>	<p><i>Vern Vipul, Senior Manager, Indirect Tax Advisory, KPMG LLP</i></p>
3:15 pm	<p><b>Case Study — How to Build and Implement an Effective Global Customs Compliance Program</b></p> <ul style="list-style-type: none"><li>• What are the key attributes of an effective global customs and trade compliance program?</li><li>• Assigning compliance responsibility to a defined organization</li><li>• Where do customs compliance persons fit within your organization</li><li>• Pros and cons of customs compliance function reporting to logistics, supply chain, legal or tax</li><li>• Do you disconnect your tax and customs departments</li><li>• Using and evaluating service providers</li><li>• Record keeping</li><li>• Conducting periodic reviews of your compliance program</li><li>• Adapting the program to the changing needs of your business</li><li>• Reviewing opportunities to join government programs (C-TPAT, AEO)</li></ul>	<p><i>Farley Genge, Customs Leader, Global Business Services, General Electric Canada Inc.</i></p>
4:30 pm	Closing Remarks & End of Conference	

# 19th Annual Conference & Trade Show Emerging Issues in Customs and Trade Compliance Registration Form

Telephone: 416-595-5333 ext. 37 *To register by phone, please have credit card ready.*

Fax: 416-595-8226

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

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Name \_\_\_\_\_

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

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**Choose from the following registration options** (please note that each company that registers three employees receives a complimentary pass for the fourth delegate of equal or less value):

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| <input type="checkbox"/> <b>Three Day Package</b> | <input type="checkbox"/> Two Day Package  | <input type="checkbox"/> One Day Package   | <input type="checkbox"/> Luncheon Only   | <input type="checkbox"/> Corporate Table At Luncheon                 | <input type="checkbox"/> Reception                                   |
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**This conference qualifies for CCS points!**



Registration Fees <i>plus GST</i>	Three-Day	Two-Day	One-Day	Lunch Only	Corporate Table of 8	Reception
Regular Fee	* \$1,495	*\$1,145	*\$795	\$100	\$600	\$85
I.E.Canada Member	\$1,195	\$845	\$495	\$ 75	\$500	\$75

Registration fees for conference includes breakfasts, business sessions, refreshment breaks, luncheons, and documentation.  
\*Non-members who pay the regular fee will receive a five-month free trial membership with I.E.Canada starting May 1, 2010.  
**Concurrent Sessions: Please circle the sessions you plan to attend: A or B; C or D; E or F; G or H; I or J; K or L**

### Payment Methods

- Invoice me (I.E.Canada members only)
- Cheque enclosed (*make cheque payable to Canadian Association of Importers & Exporters*)
- Please charge to my credit card       VISA       MasterCard       Amex

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**Accommodations:**  
The Hilton Toronto Airport Hotel is located at 5875 Airport Road near Toronto's international airport. Conference participants receive a discounted hotel rate of \$145 single/double until March 26th. After March 26th, rates will be based on availability. To receive the discount, delegates are to call the hotel at 905-677-9900 or 1-800-HILTONS (445-8667) and book under "I.E.Canada."

**Cancellation/Substitution Policy:**  
Cancellations must be received in writing by fax to **416-595-8226** or by e-mail to **conference@iecanada.com**. For cancellations on, or before April 1st, a \$100 charge for administration will apply. After April 1st, cancellations will not be accepted; however, substitutions are always welcomed.