



Pacific Customs Brokers

International Trade Solutions



The World Trade Club of Seattle Invites

Pacific Customs Brokers and the U.S. Foreign and Commercial Service

To Present **Opening Up
Canadian Business Opportunities**

This will be a half day, professional briefing on the Canadian market and the untapped customer potential for U.S. companies. Pacific Customs Brokers is a prominent Western Canada customs broker, working on behalf of companies in a wide range of industries including: retail, grocery, government services, aviation, electronics, entertainment and high tech industrial projects and more. Pacific Customs Brokers is the designated customs broker for the Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games, and will discuss the commercial impact of the 2010 Winter Games on Vancouver and Whistler, British Columbia.

Topics of the Session Include:

- ▶ The Canadian market
- ▶ The U.S. marketing advantage
- ▶ NOW is a good time to enter the Canadian marketplace
- ▶ Terms of sale and options when selling to Canadian customers
- ▶ Tax implications – GST (HST)
- ▶ Cutting through the red tape at the border (Canada Customs)
- ▶ NAFTA (North American Free Trade Agreement)
- ▶ Supply chain solutions

This session will be of interest to:

Professionals interested in expanding into the Canadian market, growing their Canadian operations, or reducing the cost and burden assumed when shipping to Canadian customers. This session will be appropriate for legal, financial, and other professionals with clients participating in trade with Canada. Sales, Marketing, and Accounting Personnel, Traffic Managers, Project Managers, and those responsible for compliance should also attend.

Presentation Speakers:

Richard Brinkert, CCS – a Certified Customs Specialist and Business Account Manager with Pacific Customs Brokers. Richard has 25+ years of Canadian & U.S. customs brokerage experience, freight forwarding logistics and warehousing.
www.pcb.ca

Cheryl M. Schell – Sr. Commercial Specialist with the United States Department of Commerce, Commercial Service in Vancouver, British Columbia. During her twenty years, Cheryl has been involved in many programs promoting U.S. products in Canada and has traveled throughout the United States promoting “Canada First Building Bridges to Prosperity” to US exporters.
www.buyusa.gov/canada

Date and Times:

Date: Thursday, January 28, 2010
Time: 8:00 am - Noon

Location:

Garvey Schubert Barer
Second & Seneca Building
1191 Second Avenue
Seattle, WA 98101-2939

Cost:

\$80 for WTC members; \$95 for non-members.
(Cost includes light breakfast and Beverages).

Registration Deadline:

Friday, January 15, 2010

For More Information:

Cambria Huber at World Trade Club
Email: info@worldtradeclub.net
Phone: 206-686-3736

Register Online:

<http://www.worldtradeclub.net/canada2010.aspx>

REGISTER ONLINE AT <http://www.worldtradeclub.net/canada2010.aspx>