TRADE CONSULTING - NORTH AMERICA

Providing expert advice and support for international trade in Canada, the United States, and Mexico, Farrow and Kuehne+Nagel's customs professionals aim to reduce costs and support regulatory compliance for your business. With a wide variety of trade consulting services, this experienced team can help navigate various aspects of customs brokerage and trade regulations to optimize your company's trade activity.

Through timely communication, clients are also kept informed of the latest customs and trade updates, allowing them to react when necessary for their organization.

TRADE CONSULTING SOLUTIONS

Refunds/Amends

- Project-based refunds for duty recovery (e.g. tariff treatment, classification, valuation, etc.)
- Project-based amends to correct trade data, usually through the Voluntary Disclosure Program

Duty Drawbacks

- Provide end to end support for businesses seeking to recover duties through the Drawback Program
- Eligibility Review — Assess imported goods, export activity, and destruction processes to confirm drawback qualification
- Document Collection and Validation — Gather and verify import documents, export proofs, certificates, and destruction records.
- Waiver Coordination — Prepare and obtain required waivers from importers, exporters, or owners
- Form Preparation — Complete all required forms with accurate tariff, valuation, and export data
- Submission Management — Upload claims, track status, and respond to Government queries on your behalf
- Audit Ready Recordkeeping — Organize documentation to meet verification standards
- Prepare and submit duty drawback application to CBSA and CBP

Analysis and Verification

- Review bills of material
- Classify component parts/materials
- Apply product-specific rules of origin
- Determine if goods meet origin criteria
- Prepare certificate of origin for qualifying goods

Harmonized Tariff System Classification

- Analysis and review of goods to provide 10-digit U.S. or Canadian classification number
- Review all explanatory notes and legal notes to ensure a high degree of accuracy

Valuation

- Provide information and explanation on the various methods of valuation
- Review criteria used to determine valuation and make recommendations, if required

Free Trade Agreement (FTA) Solicitation

- Provide your suppliers with detailed information on what has previously been imported, follow up and review of certificates received
- Work with suppliers to assist in preparation

TRADE CONSULTING SOLUTIONS

Import Compliance Support for Regulatory Readiness

- Procurement to payment analysis
- Commercial / Pro Forma Invoice review
- Valuation and quantity verification
- Classification verification
- Free Trade Agreements
- Anti-dumping/countervailing duties and surtax verification
- Mitigation and recovery opportunities
- Corrective actions and recommendations
- CBSA filing adjustments

Administrative Monetary Penalty System (AMPS)

- Review penalty and advise course of action and prepare appeals on your behalf

Customs-trade Partnership Against Terrorism (C-TPAT) and Partners In Protection (PIP)

- Review security systems and procedures in place today
- Make recommendations for enhancements based on guidelines provided
- Prepare application and submit to Customs authority

Free And Secure Trade | FAST- Carrier Designation

- Review security systems and procedures in place today
- Make recommendations for enhancements based on guidelines provided
- Prepare application and submit to Customs authority

Customs Self-Assessment (CSA) (Canada only)

- Educate companies in the CSA program, its benefits, and assist in determining a return on investment (ROI) moving forward
- Partner to prepare and submit documentation to Canada Border Services Agency (CBSA) for application to the CSA program
- Collaborate to implement CSA once acceptance into the program has been granted

Contingency Audits

- On a contingency basis, evaluate analysis of duties paid to determine the viability of recovery

Compliance Audits

- Emulate customs audits by both Canada and U.S. Customs Services, and provide a detailed report of findings
- Recommendations for improvements of procurement to payment process
- Recommendations for improvements in program compliance (e.g. valuation, classification, trade agreements, record keeping, etc.)

CARM Client Portal Management

- Daily monitoring of assigned BN9 and RM accounts
- CBSA notification review and triage
- Billing, CAD, payment, bond, collections, case, and compliance visibility
- Soft-copy document retrieval from the CARM Client Portal
- Client notification when importer action is required
- Monthly CAD reporting for duty and tax reconciliation
- Statement of account support for month-end visibility
- White-glove portal oversight to reduce missed notifications

Rulings

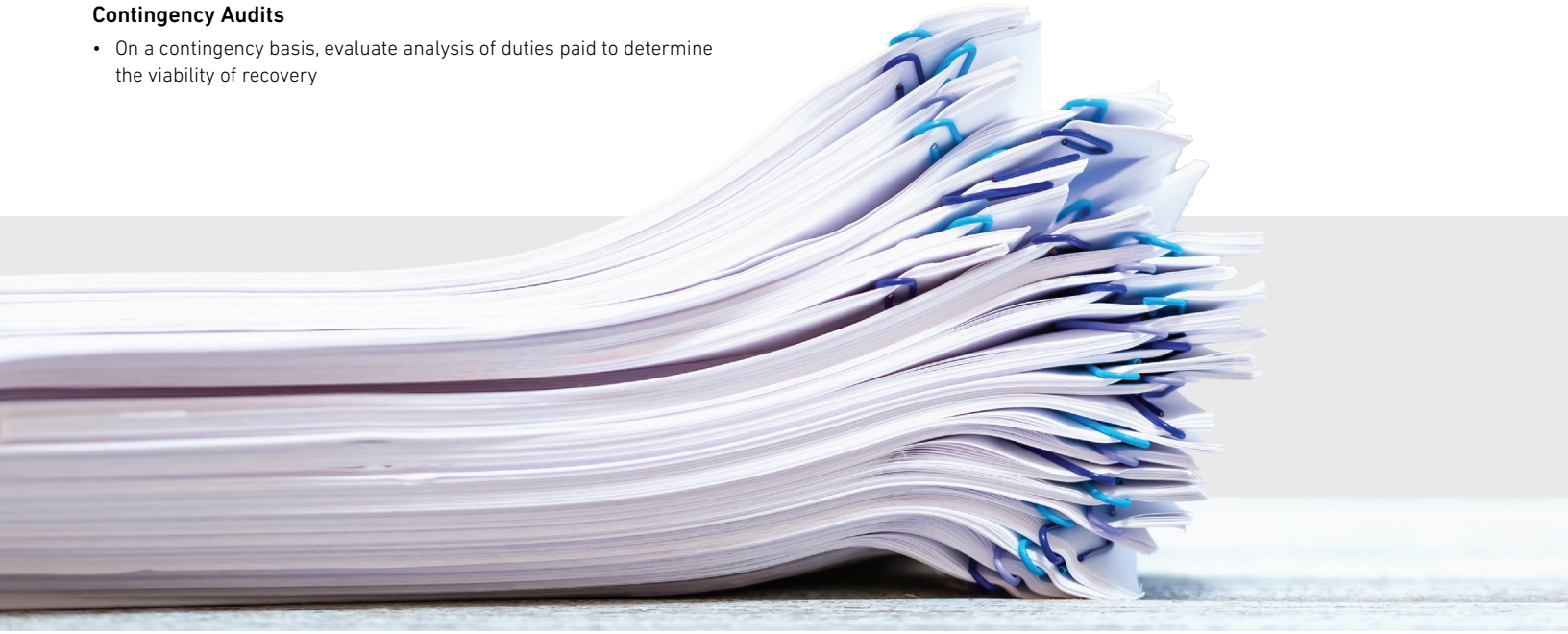
- Research goods for classifications and precedents
- Submit request to CBSA and U.S. Customs and Border Protection (CBP)

Customs Manuals

- Document your current processes and review regularly for improvements
- Provide comprehensive manuals documenting systems and procedures from procurement to payment

Webinars/Seminars

- Educational webinars hosted throughout the year based on various industry topics
- Tailored 'in-house' seminars based on a client's individual needs, covering a single topic (e.g. tariff classification) or a broader scope (e.g. building an internal compliance program)



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