



## ARE YOU READY TO EXPORT - Video Summary

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### Tip Nine:

#### *Customs and Borders*

Hi, my name is Emma Quin – Executive Director of Craft Ontario. I would like to talk to you about the people you will interact with when you cross the border. Since most Canadians live very close to the US, we often think of this border as an easy crossing for vacations or shopping. But things are more complex when you enter the US for professional reasons, and especially when you are transporting artwork or things for sale.

First things first--whether you are driving into a country or flying in, you will always interact with border officials. The US side is called Customs and Border Protection (CBP), and the Canadian side is called Canada Border Services Agency (CBSA). These are the people in uniform who ask you questions or who may search your car or luggage. This literally is their job, so don't be offended or scared if this happens. They will ask you simple questions relating to both customs and immigration. What do those two terms mean you might ask? Customs deals with the laws when *goods* enter a country, and might include the collection of any necessary duties on those goods. Immigration deals with the laws for *people*, and might include letting you into the country, or not.

#### I have learned to:

- Always have proper identification with me when I cross, and renew my ids if they are approaching their expiry date
- Know my port of entry
- Document the value of my goods

- Do my research ahead of time, to see if what I intend to do is feasible and correct. For some situations, I may need to stop at the Canadian side of the border *first* if I need to get papers stamped and *then* drive over the bridge to the US.

Here are some questions that border officials might ask you:

- What is your citizenship?
- Where are you going and why?
- Where will you be staying? For how long?
- What do you have with you? And what is the value of those items?
- What do you do? Where do you work?

While border officials are from the government enforcement side of things, on the service provider side of things you have customs brokers. Brokers can help with export or import documents and compliance, and they are also a source of general information. They don't "live at the border", but you can find a listing of nearby brokers if you search the CBP website under port of entry.

I have learned to:

- Cross the border during business hours. If in the event I need a broker or need to phone a government agency, I can bet they won't be available at midnight!
- Phone my port of entry if I have a specific question before crossing.
- Know when I need a broker. If I am transporting more than \$2500 worth of goods, broker up!

For more information on border crossing and how-to-export information, check out the Craft Ontario Craft Export Database [www.craftontario.com](http://www.craftontario.com)