

# Exporting to the United States A North American Free Trade (NAFTA) Seminar

*Thursday, March 8, 2012  
Rose Theatre  
Secondary Hall  
1 Theatre Lane, Brampton*

*7:45 am — 8:30 am  
Registration & Breakfast  
8:30 am—12:00 pm  
Seminar Presentations*

*\$35 per person  
includes a hot buffet breakfast  
and complimentary parking*

#### Featured Speakers

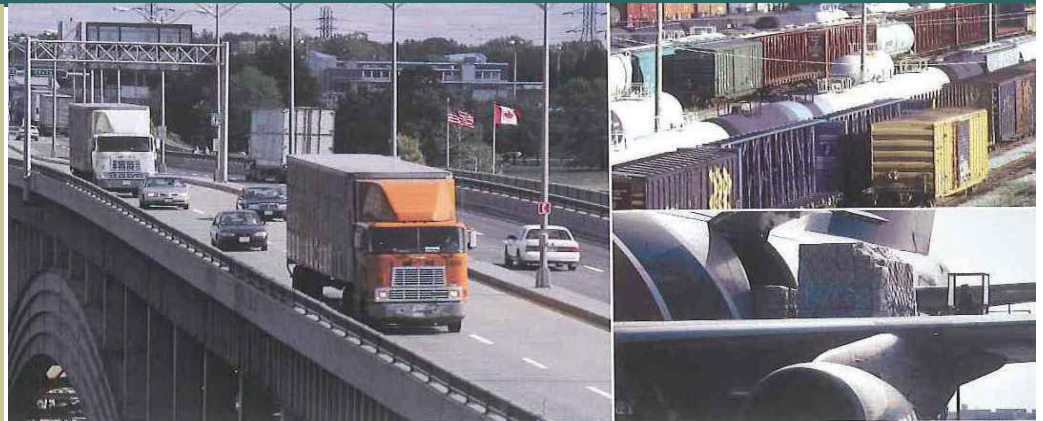
*Mary Mokka  
Trade Commissioner,  
Canadian Consulate, Buffalo*

*Jennifer Deans, C.C.S.  
Director,  
International Trade  
Consulting  
Russell A. Farrow*

*Debbie Walker  
Director,  
Community Export  
Development  
Ministry of Economic  
Development & Innovation*

*For Registration Info:  
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When Canada, the United States and Mexico signed the North American Free Trade Agreement (NAFTA) in 1994, it established one of the largest free trade areas in the world. By law, NAFTA requires that each country treats the goods and services of the other two partners as if they were domestically produced. These rules ensure that preferential tariff benefits are only available for goods substantially produced or transformed in North America.

So, is NAFTA old news? Not according to the level of audit activity taking place in both Canada and the United States. Do you understand the risk associated with NAFTA certificates? Do you know the implications that a NAFTA audit can have on your bottom line? What will be the cost to your business if your goods are stopped at the US border? The seminar is designed to help you understand your role and responsibility as Importer of Record as well as the risks associated with poorly documented or completed NAFTA Certificates.

The Ontario Ministry of Economic Development and Innovation and the City of Brampton Economic Development Office are pleased to present this half-day, morning seminar. The seminar will provide you with information on government programs and services to assist you in exporting. As well, the seminar will cover the following topics:

- An Overview of NAFTA, Key NAFTA Chapters and NAFTA Terms
- HS Classification
- NAFTA Rules of Origin and Preference Criteria
- NAFTA Provisions
- NAFTA Certificate of Origin
- NAFTA Importer / Exporter Obligations
- Developing a NAFTA Action Plan

