

Experienced Carriers

Canada-U.S. trade is a major source of business for Canadian carriers. The Canadian for-hire trucking industry earns about one fifth of its intercity revenues from transborder business. Several trucking companies specialize in this area. More than one third of the revenues of Canada's two major railways are derived from shipments with an American origin or destination.

Strong Support Services

Massive North American trade flows have spawned extensive support services for Canadian companies that ship to the U.S. and Mexico. Customs brokers are familiar with all aspects of international shipping, from packaging and labelling requirements to the relative cost-effectiveness of different routings to and from Canada. Freight forwarders consolidate shipments from several sources to take advantage of volume discounts and design efficient and cost-effective distribution systems.

Companies doing business in Canada also benefit from a nation-wide system of 142 privately-owned warehouses licensed and bonded by the federal government. Warehouses in all large metropolitan centres offer on-site customs inspection, bar-coded storage and handling, and after-hours clearance.

Efficient Border Crossing

The Canadian and U.S. governments are actively cooperating to streamline the border crossing process. Programs that use electronic data interchange (EDI), bar-coding technology and pre-clearance of goods are speeding up the release of shipments. These innovations make it even easier for companies located in Canada to export to the United States.

Pratt & Whitney has a world-wide distribution network. Customs operations have been streamlined to the point that the Canada-U.S. border plays no role in our distribution system...

Brian McGill, Director of Transportation
Pratt & Whitney Canada Inc.

CANADIAN TRUCKING: EFFICIENT, INNOVATIVE AND CONTINENTAL IN SCOPE

In response to market demands and deregulation, trucking companies on both sides of the border have expanded their networks. Many Canadian carriers offer direct service to major destinations in the U.S. and American carriers are actively expanding into Canada. The result has been significant competition in the trans-border sector.

Advanced Technology

The trucking industry has adapted well to the demands of just-in-time (JIT) manufacturing. Trucking companies have invested in communications equipment and information systems to track shipment progress from origin to destination. Canadian and American authorities are co-operating in the use of automatic vehicle identification (AVI) technology to speed the movement of truck traffic between the two countries.