

company to surrender accompanying documents for customs clearance to a specific broker. This can be done either at the border entry port or at an interior port. If it is not done, the carrier is free to choose his own broker, which can present problems. In our opinion, it is desirable to clear all shipments as close to the border as possible. This will ensure that the shipment is released rapidly under the "immediate delivery system" which is primarily used at land border crossings to avoid unnecessary delays in delivery. The system also enables the exporter to exercise maximum control over the merchandise.

Canadian exporters should choose their customs broker with care. A close relationship with the right brokerage house is the best way to ensure smooth, speedy clearance and subsequent delivery. We advise exporters to discuss their programme with several brokers and compare the advantages offered before selecting. Brokers' costs can vary considerably depending on the relationship Canadian manufacturers establish with the brokers they choose. We believe that road shipments from Canada are best cleared by brokers operating at the border; as a general rule brokers who staff offices at all major Canada/USA land borders strive to maintain close ties with their Canadian clients. If landed prices have been quoted and transactions are to be profitable, it is essential that the question of brokerage fees, tariff classification, and delivery instructions have been settled in advance wherever possible. A typical broker's price list for customs transactions is shown in the Appendix.