Canada Guide: Overview

Vast opportunity lies where you want your projections to point: up.

When it comes to international trade, no country has more to offer than Canada. Literally. Canada, after all, is the U.S.’s second-largest trading partner after China, with more than $1.7 billion worth of trade moving between our nations daily. Canada also has a GDP of $1.76 trillion and industries as diverse as automotive, aerospace, mining and renewable energy.

Yet for all this opportunity, Canada is still another country. It has its own laws and regulations that must be followed, and that’s where UPS can make all the difference.

UPS is one of the world’s largest customs brokers. We know the ins and outs of getting your product to customers in Canada because we’ve been there for 40 years. Our extensive network in trade management and import/export technologies allows us to reach every part of Canada, including the far reaches of the territories. When you team with UPS, you not only get a company that can deliver your shipments; you get a partner that can assist you with any details or questions that can come up along the way.

Let this guide be your playbook for building up or expanding your supply chain and distribution network in Canada. You’ll find all the information and resources you need to help cover the finer nuances of bringing your business north. Best of all, know that you’re not alone in this endeavor. When you choose UPS, you get the best and most frequent transit times and a global logistics provider.
Canada Guide: Greater Options

We know the “Eh,” B, C’s of getting your items to and from Canada.

UPS offers the most delivery options to and from Canada. We have seven air hubs, 74 facilities and 24 Supply Chain Solutions® facilities in Canada that give us reach and efficiency across all the provinces and territories. Our extensive customs brokerage network enables us to get your shipments across the border in either direction seamlessly and on time. Whether your shipping needs involve large freight, small packages or anything in between, UPS has the options and logistics to help build your presence in Canada or reach customers.

### UPS® Export Services to Canada (as of June 2018)

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### Package Transportation

- UPS Worldwide Express Plus®
- UPS Worldwide Express®
- UPS Worldwide Saver®
- UPS Worldwide Expedited®
- UPS® Standard

### Billing Options

- Bill shipper
- Bill receiver
- Bill third party
- Split duty and VAT

### Optional Services

- Dangerous goods/dry ice
- UPS Paperless® Invoice
- UPS Returns® (all 5 options)
- Saturday Delivery
- UPS Trade Direct®
- World Ease®

### Freight Transportation

- Air Freight: UPS Next Day Air® Freight, UPS 2nd Day Air® Freight, UPS 3 Day Freight®
- Ocean Freight: Full container, Less-Than-Container load (LCL)
- UPS Freight®: Less-Than-Truckload (LTL), Truckload (TL)

### UPS Import Services from Canada

- UPS Worldwide Express Plus®
- UPS Worldwide Express®
- UPS Worldwide Saver®
- UPS Worldwide Express Freight®
- UPS Worldwide Expedited®
- UPS® Standard

- Bill shipper
- Bill receiver
- Bill third party
- Split duty and VAT

### Optional Services

- UPS Broker of Choice® — onsite or offsite
- Dangerous goods/dry ice
- UPS Import Control®
- UPS Paperless® Invoice
- UPS Returns® (all 5 options)
- Saturday Delivery
- UPS Trade Direct®
- World Ease®

### Calculate the times and costs for your shipping needs here

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Canada's exports do not fit a stereotype any more than those of the United States do. What this means for you is opportunity because, similar to the U.S., Canada is vast, regional and has a huge variety of industries and needs. At UPS, we know how to help businesses gain a strong foothold and flourish in Canada because we have been helping companies succeed in getting there for 40 years. We know where the best opportunities lie for everything from high tech to professional services to industrial manufacturing. And to help you put this knowledge to use, we've teamed up with the U.S. Commercial Service (part of the International Trade Administration) to provide assistance in finding the customers and developing the export strategies best suited for your business. Canada is, after all, a diverse country where you can find the market or niche that is just right for your company's needs.

Provinces

1. British Columbia
   - Tourism: Employed by 1 in 15 working British Columbians.
   - Entrepreneurial activity: British Columbia leads the country in start-up businesses.
   - Other key industries: Forestry, fishing, mining (gold, silver, other minerals).

2. Alberta
   - Energy industry: Accounts for 25% of province's GDP. Includes oil sands, natural gas and coal.
   - Agriculture: Alberta is Canada's second-largest agricultural producer.

3. Saskatchewan
   - Agricultural industry: Grain, livestock and their end products.
   - Natural resources: Oil and gas, potash, uranium, and other mining.
   - Manufacturing: Strong presence in food, beverages, chemicals, machinery and wood products.

4. Manitoba
   - Agriculture: Wheat accounts for 40% of Manitoba's sizable crop production.
   - Manufacturing: Strong in food, machinery, transportation equipment and clothing.
   - Mining: Also strong in the province, large source of employment.

5. Ontario
   - Automotive: Home to plants for seven of the world's largest vehicle manufacturers.
   - Information technology: Huge growth potential, thanks in part to the technology triangle of Toronto, Ottawa and Waterloo.
   - Other important industries: Aerospace and aviation, forestry (northern area of the province).

6. Quebec
   - Tourism: French-speaking Montreal is considered Canada's cultural capital.
   - Aerospace: Several international companies are headquartered here.
   - Hydroelectric: Employs many, with world industry leader Hydro-Québec headquartered here.

7. New Brunswick
   - Main industries: Manufacturing and tourism.
   - Natural resources: Fishing, forestry, energy and mining also important industries.

8. Nova Scotia
   - Fishing: Strong in both offshore and inland fishing.
   - Natural resources: Mining and drilling are strong in this province.
   - Shipping: Major North American port in Halifax.

9. Prince Edward Island
   - Smallest province in size and population.
   - Agriculture: Famous for its potatoes.
   - Tourism: Majority of jobs are in tourism and small businesses.

10. Newfoundland
    - Fishing: Biggest industry, developing new strategies and techniques to align with quota and depletion issues.
    - Fishing: Exports of $700 million annually, mainly iron ore.
    - Pulp and paper mills: Third-largest industry in province.

Terroritories

11. Nunavut
    - Smallest population in Canada.
    - Inuit population: 80% of people in territory.
    - Industries: Mining and resource development.

12. Northwest Territories
    - Economic development: Major investing in entrepreneurial endeavors.
    - Important industries: Energy, mining (diamonds and minerals), oil and gas.

13. Yukon
    - Mining: 30% of the economy.
    - Film industry: Majestic landscapes and long summer days make the Yukon popular for location shooting.
    - Other industries: Business and administration, fishing, and trapping.

Canada Guide: Regions & Industries

Contrary to what you may have heard, lumberjacks, hockey sticks and snow are not Canada’s chief exports.
How great is this? Canada has a holiday devoted to boxes.

October: Now this is the perfect month to celebrate Thanksgiving.

Canadians love to celebrate Thanksgiving as much as we do. Only they do it earlier. Thanksgiving in Canada falls on the second Monday in October and it’s as much of a holiday there as it is here. Most people have the day off from work, schools are empty and no one is expecting to receive or send a shipment. So when the second Monday in October rolls around, be sure to wish your Canadian colleagues a happy day and save your delivery expectations for Tuesday. Rest days are Saturday, Sunday and official holidays.

Keep track of international holidays here.

Boxing Day is December 26th, a national holiday in Canada and not a time to do normal shipping. The name comes from the old tradition of servants being given Christmas boxes by their employers, filled with things to share with their own families on the day after Christmas. Today, it’s more about shopping and watching hockey, but knowing about it and the topics below could make a big difference in building relationships with your future Canadian business associates.

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Where do Canada’s best technology minds go when they have a brilliant idea?

Just as we have our Silicon Valley, Canada has its own hub of technology industries dubbed the Technology Triangle. Centered around the cities of Waterloo, Ottawa and Toronto, it is a hotbed for new ideas, start-ups and highly educated talent. Also called the Ontario Technology Corridor, this area is in a province that generates 37% of Canada’s GDP. It’s the perfect region to start in if you are looking to expand a tech business or cater to a cosmopolitan workforce.

Did you hear the one about the Canadian, the Canadian and the Canadian?

This is no joke: Canada embraces its multicultural population. Regardless of ethnicity or background, the people of Canada are united in one aspect: they all proudly consider themselves and each other to be true Canadians. This makes Canada one of the warmest places to do business (despite what the thermometer says). From having both English and French as official languages countrywide to hosting the biggest Caribbean festival outside the Caribbean, Canada is truly the sum of its diverse parts.
Learn the finer nuances of doing business with our northern neighbor.

We share many common values and the longest undefended border with our neighbor to the north. Alas, this does not give us a free pass on the usual import/export paperwork and rules. Fortunately, when UPS is a part of your team, these logistics can become easier. Use the information below to access everything you need, from essential paperwork to unique customs information, but also know we are available to answer any specific questions. After all, when you choose UPS to be your shipping partner, our expertise becomes your expertise.

**Prepayment of Duties and Taxes Online**

A new service for consignees of cross-border shipments to prepay duties and taxes online prior to delivery for any package that is cleared by UPS brokerage. This service is available from the U.S., or any export country, to Canada and 15 other destination countries when UPS is the broker.

**Essential Paperwork**

Select the links below to access the forms you need.

**U.S. Export Forms: from the U.S. to Canada**
- **Commercial Invoice** — Three signed copies required unless using UPS Paperless® Invoice
- **UPS Paperless® Invoice** is available for U.S. small package exports to Canada.
- Shipments of documents in a UPS Express® Letter Envelope do not require an invoice.
- **NAFTA Certificate of Origin** or U.S. Certificate of Origin (when applicable)
- **Electronic Export Information** (not required for exports to Canada unless an export license or permit is required)
- **U.S. Exporter Power of Attorney (POA)** (when applicable)
- **Packing List**

**U.S. Import Forms: from Canada to the U.S.**
- **Commercial Invoice** — Three signed copies required unless using UPS Paperless® Invoice
- **UPS Paperless® Invoice** is available for U.S. small package exports to Canada.
- Shipments of documents in a UPS Express® Letter Envelope do not require an invoice.
- **NAFTA Certificate of Origin** (when applicable)
- **U.S. Import Power of Attorney and Bond** (when applicable)
- **Packing List**

To learn more about how to complete these forms, download this detailed reference guide.

Find and search all international forms here ➤

**Prohibited or Restricted Commodities**

In addition to the commodities that UPS prohibits to all countries served (listed here), it is prohibited to ship the following commodities to Canada.

- Baby Walkers
- Paintball Markers and Air Soft Guns
- Personal Effects
- Products Made in Iran

Complete list of prohibited items to Canada here ➤

**UPS Paperless® Invoice**

UPS Paperless® Invoice simplifies your paperwork by eliminating the need for paper commercial invoices. It allows you to integrate order and shipment processing electronically, and it reduces customs holds by streamlining the customs clearance process through transmitting information digitally.

Learn more about UPS Paperless® Invoice here ➤

**Declared Value**

When you ship with UPS, all domestic and international shipments and all pallets in a UPS Worldwide Express Freight shipment automatically have Declared Value of up to US $100. Should the value of your goods exceed that amount, you can declare a value of up to US $50,000 per package or US $100,000 per pallet for an additional charge on most shipments.

Learn more about Declared Value here ➤

**Unique Customs Info**

Canada Customs assesses and collects tariffs. Because the U.S. is a member of the World Trade Organization, imports from the United States are assessed at the Most-Favored Nation (MFN) rate.

**Import Value Limits to Canada:**
- In most cases, when the value of the shipment is equal to or less than the de minimis value of CAD $20, the shipment may enter the country duty and tax free. This means there is no extra cost to the shipper or consignee; a broker is not required.
- When you know and understand de minimis value, you can plan accordingly (always within the guidelines and regulations). For example, a strategy of making smaller, more frequent shipments might enable your shipments to have a de minimis value of CAD $20 or less. In such a case, customers’ needs could be met efficiently due to a streamlined entry and tax exemption. Just be sure to research your own particular product, as not all commodities are subject to de minimis even though they may be under CAD $20 in value.

**Special Clearance Requirements:**
- Repair and Warranty Shipments
- USDA Inspections
- Solid Wood Packing Material

Find details and search Special Clearance Requirements here ➤

**NAFTA Information**

Tariffs and quotas were eliminated on most products made in the U.S., Mexico and Canada under the North American Free Trade Agreement (NAFTA). This created competitive advantages by enabling companies to lower costs by spreading production lines across the three countries. NAFTA is credited with the increased development of global supply chains in industries as diverse as auto manufacturing, electronics, machinery and appliances. Thanks in part to NAFTA, Canada was the top purchaser of U.S. exports in 2016.[https://ustr.gov/countries-regions/americas/canada](https://ustr.gov/countries-regions/americas/canada). If your product qualifies, use the “NAFTA Certificate of Origin” form.

For more information on NAFTA rules and regulations specific to Canada, visit here ➤

Find more information on trade regulation exclusive to Canada here ➤

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At UPS, we hope to make shipping to Canada feel as smooth as sliding a polished rock across a pristine sheet of ice. Use the following tools, links and glossary to help you get your deliveries where they need to go efficiently and by-the-rules. From online tools that can help streamline the import/export process to useful third-party links to relevant government resources, we are committed to taking guesswork out of bringing your business to the Canadian market.

### Online Tools

Use the convenient links below to help you with your shipping needs.

- **Calculate Time and Cost**: Find delivery dates, time and shipping costs for UPS® Services.
- **Days of Operation**: Find UPS-observed holidays in Canada.
- **Import/Export Country Regulations**: Find country-specific facts and requirements that may impact your international shipment.
- **UPS Import Control**: Take control of your inbound international shipments.
- **UPS Paperless Invoice**: Speeds up the customs clearance process and eliminates the need for paper commercial invoices by transmitting data electronically.
- **Quantum View® Manage**: Get up-to-date information about shipments you send or those you’re expecting from one Web-based format that is easily customizable.
- **UPS Shipping Systems**: Compare solutions side-by-side to see which one works best for you.
- **UPS TradeAbility**: A suite of Web-based tools to help companies manage and track their international trade.

### UPS Billing Terms

UPS offers a variety of billing options to fit your business:

**Options**
- Charges can be billed to the shipper, receiver or a third-party payor.
- Charges for international shipping typically include freight, duties and taxes.
- Customers using UPS's automated shipping systems can choose to have the shipping charges billed to one party and duties and taxes to another. Or, via the Split Duty VAT (SDV) option, customers can bill the freight and duty to one party and the tax/VAT to another.*

Here are just some of the many UPS international billing options you may choose from:
- Shipper pays shipping costs; receiver pays duties and taxes.
- Receiver pays all charges (also referred to as “Free Domicile”).
- Shipper pays shipping costs; a third party (could be in another country) pays the duties and taxes.

Unless otherwise indicated, shipping charges are billed to the shipper's UPS account number, and the consignee or receiver pays duties and taxes.

Note: A “Duties and Tax Forwarding Surcharge”* is applied whenever the shipper requests that the duties and taxes be billed to a payor outside the destination country. The third party’s UPS Account Number is required.

*The UPS paper waybill does not support the SDV billing option.

### Customs Clearance Classification

Use this glossary to help understand how the items you ship are defined by Canada customs. This will help ensure a speedy clearance process for all your deliveries.

**Document Shipment**
A shipment generally containing written, typed or printed communication of no commercial value. Document shipments are usually considered non-dutiable shipments and generally do not require export documentation (commercial invoice, etc.).

**Non-Dutiable**
Goods that, due to their nature and/or value, are considered exempt from customs duty; usually based on value, weight or quantity. The type of goods that are considered non-dutiable may vary by country.

**Samples**
A low-value commodity that essentially has no commercial value. For textile goods to qualify as a sample they must be mutilated or marked to render them not suitable for commercial use.

**Personal Effects**
Personal effects are items intended for the consignee’s personal use rather than for distribution, business maintenance or wholesale/retail sale. Examples are clothing, used CDs, personal grooming items, a suitcase contained within a carton or box, etc.

The consignee shipping personal effects must use an authorized The UPS Store® Mail Bows, Etc.® location or a UPS Customer Centre. An inventory list with reason for move, confirmation that the personal items are six months or older, and a photocopy of passport or ID card must also be included.
Learn how UPS can help you harness retail opportunities here.

Retail
Opportunities for online retailers will continue to grow in Canada. E-commerce is expected to make up 10% of all retail there by 2020, while online channels will drive over 35% of growth in Canadian retail sales over the next 10 years. And the majority of current e-commerce sales — 63% — are made from companies outside Canada. UPS has a range of transportation and brokerage solutions to help you sell your product to this vast pool of Canadian customers, such as our eBrokerage Program designed specifically for online retailers, and Automated Brokerage Solutions (ABS) designed specifically for B2C shippers. Learn more about retail opportunities here.

Aerospace and Aviation
Canada is one of the largest aerospace markets in the world, with most of it in the provinces of Quebec and Ontario. With companies such as Bombardier, Pratt & Whitney, Boeing and Rolls Royce all having facilities there, Canada has strong growth potential for companies that deal in parts, maintenance and update many plants. Whether your business specializes in something or call UPS International Customer Service at 1-800-782-7892.

High Tech
The technology industry is huge in Canada and growing. From a highly educated workforce to consumers with much the same consumption demands as those in the U.S., there is a great opportunity to expand your tech business. UPS has been enabling high tech supply chains in Canada for over 35 years. We have a network of field stocking locations there to give high tech service providers the ability to meet SLAs and maintain customer satisfaction across the provinces. In addition, our experience as one of the world’s largest customs brokers gives us unique insight and expertise when it comes to prompt clearance and speedy delivery of the products and materials associated with this cutting-edge industry. Learn more about high tech opportunities here.

Oil and Gas
Canada is a major world producer of both natural gas and crude oil. In fact, the world’s third-largest oil reserve comes from Canada, mostly from the oil sands. To get that kind of production, it takes a lot of equipment and over half of what Canada uses comes from the U.S. As the largest customs brokerage network in North America, UPS has the expertise to help get your parts to any location quickly and seamlessly, whether you specialize in something as big as industrial riggings or as small as a lug nut. Learn more about oil and gas opportunities here.

Automotive
Canadian automotive parts imports from the U.S. totaled $51.4 billion in 2017. With the push for more energy efficient vehicles comes the need to modernize and update many plants. Whether your business specializes in technology or mechanics, finances or insurance, there is great opportunity in the Canadian market. From our expertise in handling time-sensitive documents to a seemingly omnipresent delivery fleet, UPS has the logistics and reach to bring your product to this market. Learn more about automotive opportunities here.

No matter what your business needs, chances are they are going to be different from every other company’s. That’s why UPS prides itself on being a logistics company. We are built around the intricacies of finding the right solution for each of our customers’ individualized needs. In Canada, as with the rest of the world, those needs tend to grow out of finding the right opportunity. So to keep your business moving in the land of the maple leaf, here are some of the leading industries in Canada and how UPS can help you realize the many possibilities.

Sources:
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https://www.nrcan.gc.ca/energy/oil-sands/18085, June 2018
https://www.export.gov/canada/marketresearchoncanada/bestprospectsforuscompanies, June 2018
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Canada Guide: Shipping Checklist

Now if you expand any farther North, you'll be going South.

1. Select an International Service

Now that you've familiarized yourself with the regulations in Canada, choose the UPS international shipping services that best fit your import and export needs, from guaranteed delivery times to destinations and more.

Choose an international service here.

Use the following additional links to help you make your decision:

- Calculate times and costs of specific services
- Calculate landed costs using UPS TradeAbility® Tool

2. Choose an International Billing Option

Different businesses have different billing needs. UPS international billing offers a variety of options to best fit the requirements of your specific business model.

Choose a billing option here.

3. Prepare Your Shipping Label

You are now ready to prepare your shipping label and fill out any final international forms required for your shipments.

Fill out necessary forms and labels here.

4. Create Required Documentation

Now that you've selected your shipping and billing options, let UPS guide you through the process of filling out each of the required export or import forms you'll need to get your shipment to its final destination.

5. Entrust It to Your Worldwide Delivery Partner

It's time to let UPS handle it from here. You can either drop off your shipment to one of thousands of UPS locations, including at The UPS Store® locations and drop boxes, or you can schedule a pickup using UPS On-Call Pickup® service. We'll gladly pick up all of your ground, air and international shipments for a single fee, regardless of how many packages you have.

Find a drop-off location here. Schedule a pickup here.

6. Check Your Shipment Status

Your shipment may have left your hands, but it hasn't left your sight. Use your UPS tracking number to access information about your shipment at any point in the delivery process. You can receive information online at UPS.com, by email or through Quantum View®.

Track your shipment here. Learn about more ways to track here.

That's all there is to it. And it will get easier every time you do it. Keep this guide as a reference, and thank you once again for choosing UPS as your global delivery and logistics partner.

Congratulations on all your ventures in the Canadian market. You now have a quarter of the compass covered in doing business at a global level. All that's left is to prepare your shipments. To do so, simply use this step-by-step checklist. Taking the time to cover all the steps now will help to ensure that your items arrive promptly and safely.