

Growing relationships in the ag industry.
It's what we do.



In the agricultural sector, isn't there enough to worry about without worrying about the ins and outs of shipping produce or farming equipment?

Whether you're a farmer, broker, or manufacturer or importer of agricultural equipment or supplies, you'd probably welcome some sound and reliable customs advice to help keep your business running smoothly... and to keep it clearly out of harm's way on the compliance front.

Headquartered at the epicentre of Canada's agricultural industry, Cole International – a leading provider of customs and logistics services – has been cultivating a bumper crop of ag industry knowledge and experience for more than 55 years.

Beyond our ever-expanding presence along the Canada/U.S. border (including all major Canada/U.S. border crossings), Cole International has strong representation on the Canadian prairies (with nine offices in Alberta, Saskatchewan and Manitoba) and in the American Midwest (with two North Dakota branches and another in northern Montana).

You have questions. Cole International has the answers.

If you're a farmer or a broker, you have more pressing things to deal with than the customs-related complexities of shipping produce or machinery:

- *Have I satisfied the requirements of the Canadian Food Inspection Agency?*
- *Do I need to obtain a U.S. Food and Drug Administration registration number?*
- *How do I get set up to cross at 'permit ports' of entry?*
- *Have I used the correct valuation method for my grain shipment? Do I need to amend my 'estimated weights and values' entries to avoid Customs penalties?*
- *Is it better to file individual Post Summary Corrections, or should I apply to participate in U.S. Customs reconciliation program?*

If you're a manufacturer or importer of agricultural machinery or supplies, your product-specific technical questions are probably related to minimizing both the up-front costs of duties and taxes and down-the-road penalties for errors, inaccuracies and noncompliance. For example:

- *Does this item qualify for NAFTA or any other free or preferential trade agreements?*
- *Could I be eligible for duty drawbacks?*
- *Is this product potentially subject to the Special Import Measures Act and the anti-dumping duty that it specifies?*

Whatever your questions, we have the answers, advice and solutions you need. Cole International's people have a solid working knowledge of the ag business – much of it first-hand, as several of our employees have direct experience in the agricultural industry. And we're diligent in our efforts to stay up-to-date on market developments, opportunities, regulatory changes and potential obstacles and to sustain the high level of technical knowledge vital to supporting our ag sector customers.



Why Cole International?

When you partner with Cole International, you can rest assured our professional customs brokers and freight forwarders will be working tirelessly to provide the most efficient and reliable service possible. Your agricultural business will benefit from:

» **Unsurpassed technical knowledge**

Because you don't have time to get bogged down in the complexities of the customs and logistics landscape, we make it our job to know the answers. Our people combine comprehensive knowledge of the agricultural industry with a tireless drive to see our customers succeed.

» **Positive working relationships with Customs and other regulatory agencies**

Beyond our exceptional relationships with the Canada Border Services Agency (CBSA) and U.S. Customs and Border Protection (CBP), we've cultivated strong working relationships with the Canadian Food Inspection Agency (CIFA) and the U.S. Food and Drug Administration (FDA). (In fact, our local FDA officers have provided us with their direct e-mail addresses and phone numbers so we can get prompt questions whenever questions or issues arise.)

» **An experienced representative assigned specifically to your account**

For each Cole International customer, we assign a single point of contact – your assurance that all your questions and needs will be handled personally by an experienced Technical Service Representative intimately familiar with your business.



Logistics. Customs Brokerage. Trade consulting. It's what we do. Relentlessly determined to make our customers' jobs and lives easier, we take a business partner approach to every client relationship. We see – and understand – the big picture, and we go to any lengths to deliver the right solutions and the right answers.