CROSS-BORDER SHIPPING

Navigating the Complexities of Canada Cross-Border Shipping

Canada is one of the United States' biggest trade partners, with trade flow between the countries reaching nearly $800 million in 2023, according to the United States Census Bureau. Still, many shippers face significant challenges getting their freight across the border.

That's because Canada cross-border shipping is a complex process, and navigating its rules and regulations requires careful planning, streamlined systems, and extensive cross-border shipping expertise. For shippers, border delays can range from minor inconvenience to supply chain nightmare, and are most often caused by:

- Presenting incorrect or incomplete documentation
- Providing an insufficient or inaccurate description of goods
- Paperwork errors or omissions regarding shipment weight, valuation, and country of origin
- Failure to meet government department requirements such as permits, licenses, and certificates
- Mistakes made by inexperienced Customs Brokers or freight carriers

Failure to cross the border correctly can have far-reaching consequences for shippers, such as extensive fines, transit delays, and lost opportunities. Thankfully, many of these challenges can be avoided with the support of a seasoned freight carrier with local expertise, as well as a qualified Customs Broker.

Do I Really Need a Customs Broker?

Virtually all shipments to and from Canada require a Customs Broker. A broker is responsible for helping you manage the many moving parts involved in cross-border freight shipping, as well as navigate the Customs protocol. Your Customs Broker will help you file electronic manifests for your shipments, and prepare all the necessary documentation required to safely transport your freight across the border.

Questions to Ask When Shopping For a Carrier:



- How do you secure your freight for safety?
- Do you provide shipment tracking from pickup to delivery?
- Are you a U.S. Customs-bonded carrier?
- Are your line-haul and delivery agents C-TPAT, PIP, FAST, ACE, and ACI certified?
- Are you pre-approved for Customs Self-Assessment?
- Do you offer customs brokerage services?

Choosing a Canada Cross-Border Freight Carrier

Whether you're shipping to or from Canada, you'll want to make sure the carrier you choose has extensive experience navigating the Customs pre-clearance processes on both sides of the border. Choose a carrier that knows how to guide you through the Pre-Arrival Review Systems (PARS) for Canada Customs, or the Pre-Arrival Processing System (PAPS) for U.S. Customs to avoid hold-ups at the border and transit delays.

And because transporting freight across the border can be a complicated process, you'll want a carrier that knows how to streamline your shipping experience. Pick a transportation provider that offers solutions to some of the more challenging aspects of Canada cross-border shipping, such as:



- Direct service to virtually all points, even the country's most remote areas
- Guaranteed pickup and delivery options
- Time Critical cross-border solutions
- Next-day delivery
- Single carrier accountability
- Protect From Freezing (PFF) options
- Local expertise, bilingual agents, and shipping experts available to help on both sides of the border

Remember, a carrier with many years of Canada cross-border shipping expertise can also be a strategic partner, providing valuable support and shipping insight you won't get with a less seasoned transportation provider. The more cross-border shipping experience a carrier has, the more value they'll be able to add to your company.

Finding the Right Carrier for You

Are you looking for a carrier you can trust to safely transport your freight across America's northern border? Estes ships to and from just about any destination in the country, and our streamlined Canada cross-border service includes:

- Complete freight visibility from pickup to delivery, real-time shipment tracking, and a single PRO all the way
- Border Concierges available 24/7 to help facilitate successful cross-border experience
- Time Critical Guaranteed delivery throughout the country

And we offer Canada customs brokerage services to help streamline the customs process and make Canada cross-border shipping even easier.

Contact us today for help scheduling a Canada shipment, or to learn more about our extensive next-day coverage options.

At Estes, going the extra mile isn't just what we do—it's who we are