



KAHBA NEWS

Kingston & Area
Home Business
Association

*KAHBA The Voice of Small and Home-Based
Business in Kingston for Over 15 Years*

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Cross Border Shopping

With the value of the Canadian dollar continuing to rise against the value of the US dollar there is a great incentive for Canadians engage in cross border shopping to take advantage of the many bargains on offer. Besides the existing favourable currency exchange rate the fact that competitive price cutting is taking place in order to sustain business and reduce inventory during the economic down turn which shows no sign of improving any time soon offers the prospect of even greater potential savings for the canny shopper.

The most obvious tried and tested way to shop cross border is via the internet but this is not always as convenient as one might imagine. Many, but not all, vendors will accept payment by credit card whereas others require payment via secure pre-approved accounts such as PayPal that offers both vendor and purchaser a large degree of protection against fraud. The PayPal transaction charges are generally entirely borne by the vendor. Some vendors will not ship to an address outside of the US at all and those that do insist on using specific carriers such as UPS, FedEx and others. Using these carriers is good for the vendors in terms of shipment traceability and insurance but the purchaser picks up the tab for this service which can be expensive for items shipped cross border to Canada because rolled into the shipping cost is the brokerage fee that the carrier levies for acting as forwarding agent and dealing with customs documents. The author has on two occasions been charged brokerage fees in excess of the value of goods i.e. a 100% surcharge for goods worth approximately \$Cdn150

The US Postal service has been found to be extremely reliable but the problems often start at the border if your shipment is one of the randomly selected for inspection by Customs and Excise. In many instances no duty is levied on small value items but if you need something delivered quickly it can be a gamble which again can prove costly since the major carriers mentioned earlier make it their business to become aware of items placed on hold by Customs and will contact you to solicit authority to act on your behalf as forwarding agent.....at a price.

These surprise costs can largely be eliminated if you are prepared to collect your goods from the U.S. and transport them to the Customs authorities at the border where you simply declare the goods and produce an itemized invoice stating their value. Generally there is no duty payable for goods moving within the NAFTA (North American Free Trade Association) territories i.e. the U.S., Mexico and Canada. This means that you will only be required to pay the HST tax on those goods.

This article continues online.

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Or visit us at www.kingstonhomebiz.ca or www.kahba.ca

Cross Border Shopping

From cover story...

However there are exceptions which are governed by the GATT agreement legislation (General Agreement on Trade and Tariffs) and WTO (World Trade Organization) agreement which are essentially anti-dumping agreements which you might guess are designed to protect the North American Market.

For example the situation changes if the goods are made outside the U.S. so it might be a good idea to 'phone your local Customs and Excise office before you order that spare part for your Volvo or Ferrari that is available off the shelf in the US but was most likely manufactured in Sweden or Italy.

Well so far so good but not everyone has a willing family member, friend, or accomplice conveniently installed in the U.S. but all is not lost because there are a number of border point mail box locations that members of the Canadian public can use for very modest fees, typically \$5 per package weighing less than 10 pounds. Heavier packages are permitted according to a sliding scale cost structure and providing that due notice of arrival is given. The size of the received shipment is generally limited by the handling facilities available at the pickup point. All of the companies contact you by telephone to advise you of the arrival of your shipment and expect you to collect within 3 days in order to avoid their facility becoming clogged up with mountains of parcels although, again, there is some flexibility on the length of time that the pick-up point will store your item subject to prior agreement. Some companies also provide shipment from their U.S. border location to destinations throughout the U.S. All the companies are open both days at the weekend but winter hours are shorter so check this out on their Web-site if in doubt.

The most convenient cross border pick-up points for Kingston customers are located at:-

- 1] The UPS Store, at the Gateway Shopping Center, OGDENSBURG
<http://www.theupsstorelocal.com/2946/community.htm>
- 2] The UPS Store, near Fort Drum, EVANS MILLS
<http://www.theupsstorelocal.com/3919/>
- 3] The KINEK point, at Wellesley Island Building Supply, WELLESLEY ISLAND.
www.kinek.com/kpointC/Landing.action?page=border
<https://www.kinek.com/kpointC/Why.action>

The author found the KINEK point at Wellesley Island to be the most convenient because the round trip from Kingston is about 1 hour. By pre-registering you are allocated a personal identification number that the supplier includes in the shipping address to the KINEK point. The KINEK point will E-mail on arrival of your shipment.

For those who may be interested in acquiring a new or used vehicle at bargain prices from the U.S., KINEK point offer a car importation service whereby they will handle the importation documents and store the vehicle securely until released for collection.

Happy bargain hunting !

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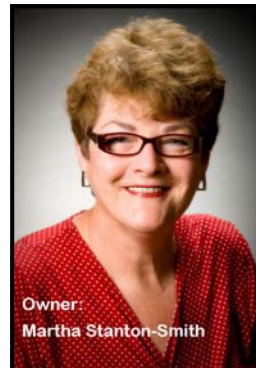
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We're on the Web!
www.kingstonhomebiz.ca

Come and meet a friendly group of like-minded entrepreneurs at our next breakfast meeting. Meetings are held on the second Saturday of each month all year round.

Meetings begin at 8:00 a.m. at:

Royal Canadian Legion Branch 560

734 Montreal St
Kingston, Ontario
613-548-4570

UPCOMING MEETING DATES

- May 14, 2011 - AGM, Elections
- June 11, 2011 - Allyson - Chorus Entertainment Group
- July 9, 2011 - Guest Speaker TBA

UPCOMING EVENTS

The KAHBA / KEDCO Community Showcase
October 1-2, 2011

For more information please visit
www.kahba.ca/showcase.

Useful Links

Business resources:

KAHBA - www.kingstonhomebiz.ca

KEDCO - www.kingstoncanada.com

HST INFO -

www.rev.gov.on.ca/en/taxchange/index.html

Calculator - www.calculator.com

Convert - <http://wscope.com/convert.htm>

Friends of KAHBA

SKEBO - www.skebo.net

EMC - www.emckingston.ca

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