



Brazil-Alberta Opportunities Forum

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MELLOHAWK Logistics



OUR SERVICES

TRADE SHOWS AND EXHIBITIONS

Planning, matchmaking and execution

PERMITS, LICENSES, INSURANCE, DG CARGO

Exclusive permits and licenses for specialized cargo, Radioactive and Regular DG Cargo

WAREHOUSING AND STORAGE

Pick & Pack, Fulfillment, product storage, inventory control

PERSONAL EFFECTS SHIPMENTS

Household belongings

INTER-MODAL SHIPMENTS

Air and Ocean freight cargo
Consolidations

DISTRIBUTION

All Across Canada

PLANNING AND CONSULTING

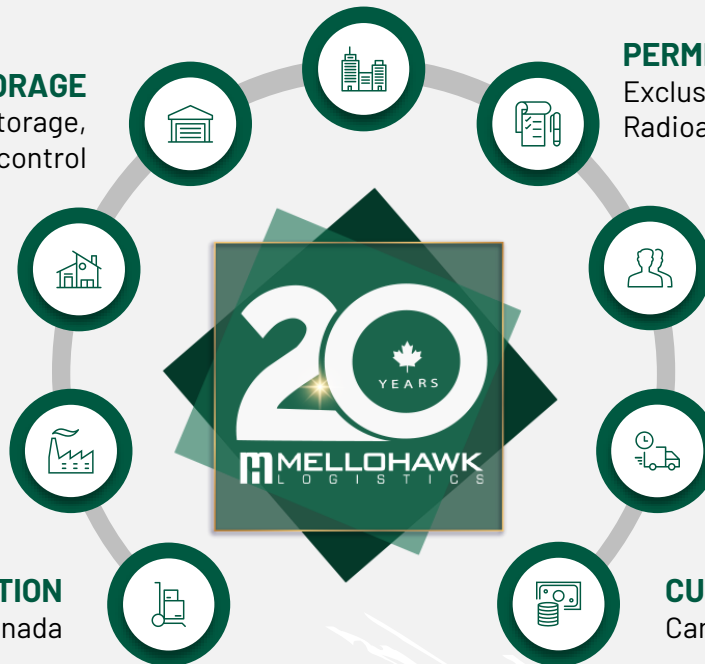
Tailored Project Cargo logistics consulting

TRANSPORTATION

Air, Ocean and Land transportation

CUSTOMS BROKERAGE

Canadian and International clearance



ABOUT CIFFA

The Canadian International Freight Forwarders Association was formed in September 1948.

It is our 75th anniversary this year.

The Mandate of CIFFA is:

- To support our members
- Advocate for the interests of the freight forwarding community
- Provide high level education to our members and those interested in international trade.



CIFFA Membership Base

- **300 + Regular Members:**

- Freight forwarders
- Drayage Operators
- Load/ Freight Brokers
- Warehouse Operators
- Customs Brokers

- **150 + Associate members:**

Port Authorities, Airport
Carriers (Air & Ocean), Rail Providers
Terminals, Packaging companies
Advertising, insurance, Legal firms
IT, Personnel

Anyone associated with the supply chain industry



Three main pillars of the Association

Education

Train individuals and develop course material to educate those wishing to expand their knowledge within global supply chain.

Membership

Create membership value and engagement through communication channels, as well as network and social interactions

Advocacy

Engage with government and industry stakeholders to ensure that the needs of the Freight Forwarding industry are met



What is SUPPLY CHAIN?

International trade is the BUYING and SELLING of goods and services around the world.


Logistics is the PROCESS of MOVING those GOODS from seller to buyer.

Supply chain is how we DESCRIBE the MOVEMENT of GOODS from A to B.



INCOTERMS ® 2020

Incoterms® 2020 Rules Responsibility Quick Reference Guide



	Freight Collect Terms						Freight Prepaid Terms				
Groups	Any Mode or Modes of Transport		Sea and Inland Waterway Transport				Any Mode or Modes of Transport				
Incoterm®	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAP	DPU	DDP
	Ex Works (Place)	Free Carrier (Place)	Free Alongside Ship (Port)	Free On Board (Port)	Cost and Freight (Port)	Cost Insurance & Freight (Port)	Carriage Paid To (Place)	Carriage & Insurance Paid to (Place)	Delivered at Place (Place)	Delivered at Place Unloaded (Place)	Delivered Duty Paid (Place)
Transfer of Risk	At Buyer's Disposal	On Buyer's Transport	Alongside Ship	On Board Vessel	On Board Vessel	On Board Vessel	At Carrier	At Carrier	At Named Place	At Named Place Unloaded	At Named Place

INCOTERMS® 2020 - Terms of Trade used between BUYER and SELLER to clarify and define the transfer of RISK AND COST on a contract of sale.



The Terms must be appropriate: to the GOODS, to the MEANS OF TRANSPORT and to WHERE the seller and buyer AGREE TO TRANSFER RISK and COST.

The real KEY to Global Logistics is...



Import

Export

Air

Ocean/
Rail

Trucking

Air

Ocean/
Rail

Trucking

Exporting / Importing BRAZIL

- Exporter / Importer MUST obtain a “RADAR”
- Exporter / Importer MUST hire a customs broker
- Further authorization is needed (ANVISA, INMETRO)
- Export/Import process is totally automated
- Once cargo is “cleared” for import or export goods can move.
- DDP (delivery duty paid) Incoterms are not allowed in Brasil.



Exporting / Importing BRAZIL

- There are tax benefits depending where a client is incorporated, and which port/airport goods enter or exit the country.
- Government agencies cannot import products and must use a 3rd party.
- Brazil has a 5 level of taxes that are compounded (CIF value + 5 taxes)
- Never ship goods to Brasil without written approval of your client.



Specific to Brazil

Do you have a
RADAR?

Can your client
Export?

Can you client
Import?

Do you need
ANVISA
approval?

Do not ship
without
document
approval!!



Generally,
governments
cannot import

Do you need a
Trading
Company?

Importing into Canada

- Importation into Canada is on a Federal Level. There are basically two taxes in Canada.
- Duties are based on value and harmonized classification (H.S.) code of each distinct product.
- Plus GST (Goods and Service Tax) B3 which is 5% of the Canadian value of the goods. Applicable to most industrialized products.
- Once goods are imported, they will be sold locally, and provincial tax will apply. In Alberta only GST (5%) applies.



Know your destination

We cover the whole country offering warehousing and /or Customs Clearance in all major cities:



Toronto
Winnipeg
Montreal
Edmonton
Halifax
Calgary
Vancouver

Direct routes to Canada preferred – Port of St John, NB & Montreal

Compliance for Imports

E-Manifest is a term used to describe the advance, electronic conveyance of freight information to Canada Border Services Agency (CBSA) prior to a shipment arriving at a border or prior to departure from origin

Failure to comply with submission of information prior to loading will be a **\$5000.00 CAD** fine by Canada Customs

E-MANIFEST CANADA

MELLOHAWK LOGISTICS		E-MANIFEST DECLARATION					
Send completed form 72 hours prior to shipping from origin. Incomplete declaration will be returned.							
PART I - SHIPMENT DETAIL							
Commercial Inv. #:	PO #:	Origin Port / Airport:	1st CDN Dest. Port/Airport:	Final Destination Port / Airport:			
Sailing/Flight ETD:	Cut Off Date:	ETA at 1st CDN Dest Port/Airport:	FCL, LCL or Air:				
HBL SCAC & NUMBER: <i>Must match what is filed in ACI</i>		MBL SCAC & NUMBER (if HBL not issued): <i>Must match what is filed in ACI</i>					
HBL SCAC	HBL Number	MBL SCAC	MBL Number	Vessel / Airline:	Voyage / Flight #:		
Are the following documents attached? <input type="checkbox"/> COMMERCIAL INVOICE(S) <input type="checkbox"/> PACKING LIST(S) <input type="checkbox"/> HOUSE BILL OF LADING <input type="checkbox"/> ACI CONFIRMATION							
<input type="radio"/> Yes <input type="radio"/> No		<input type="radio"/> Yes <input type="radio"/> No		<input type="radio"/> Yes <input type="radio"/> No		<input type="radio"/> Yes <input type="radio"/> No	
PART II - SUPPLY CHAIN PARTIES							
Shipper's Name:				Consignee's Name:			
Shipper's Address: (including postal code)				Consignee's Address: (including postal code)			
Shipper's tel#:				Consignee's tel#:			
Place of consolidation:				Consolidator's Name: (who arranged container)			
Place of consolidation Address: (including postal code)				Consolidator's Address: (including postal code)			
Place of cons. tel#:				Consolidator's tel#:			
Notify party's Name:				Delivery Destination:			
Notify party's Address: (including postal code)				Delivery destination Address: (including postal code)			
Notify party's tel#:				Divry destination tel#:			
PART III - INVOICE INFORMATION (optional if commercial invoice(s) & packing list(s) are supplied)							
AWB# / CONTAINER#	SEAL #	Item Description	Harmonized Tariff #	Country of Origin	# of Pcs	Weight	CBM
Please send this form to the following email: ops@mellohawk.com				Document State:			

CFIA – Canadian food inspection agency

Understanding the *Safe Food for Canadians Regulations*

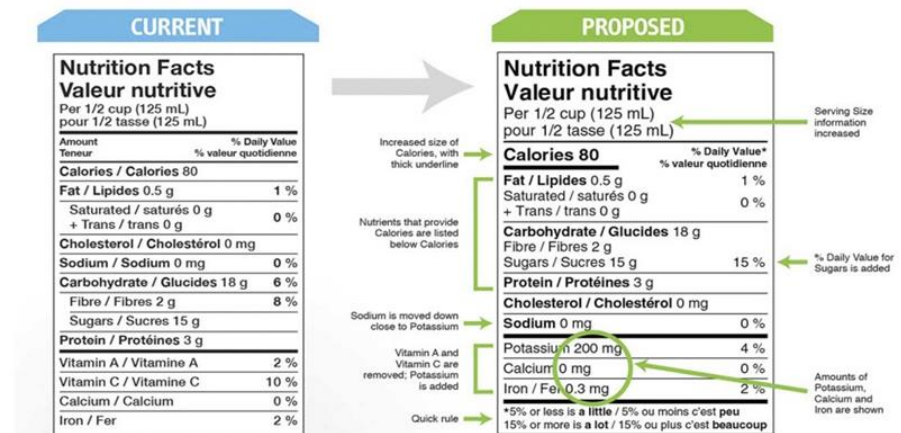


Came into force on January 15, 2019

The handbook is intended for food businesses, including exporters and importers, who need to comply with the SFCR.

The SFCR and the Safe Food for Canadians Act (SFCA) cover [imported](#), [exported](#), or [inter-provincially](#) traded food products.

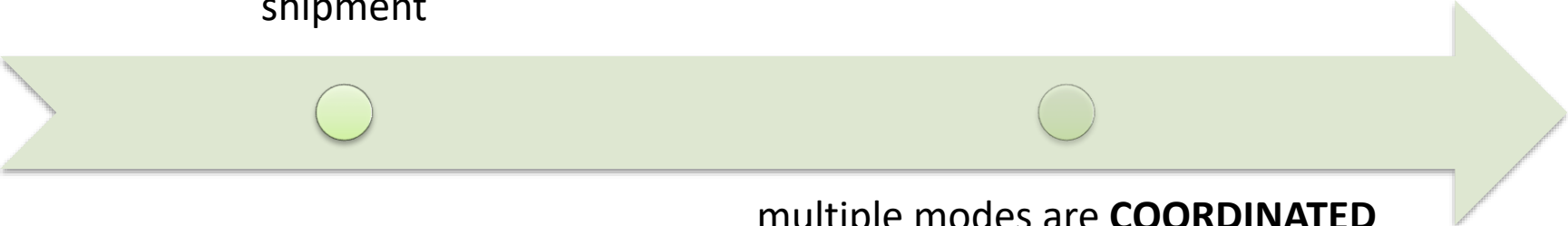
License valid for 2 years



Intermodalism



System of coordinating **DIFFERENT**
MODES OF TRANSPORT for a
shipment



multiple modes are **COORDINATED**
so one leg of the journey is
coordinated with the next

AIR – Risk and Compliance

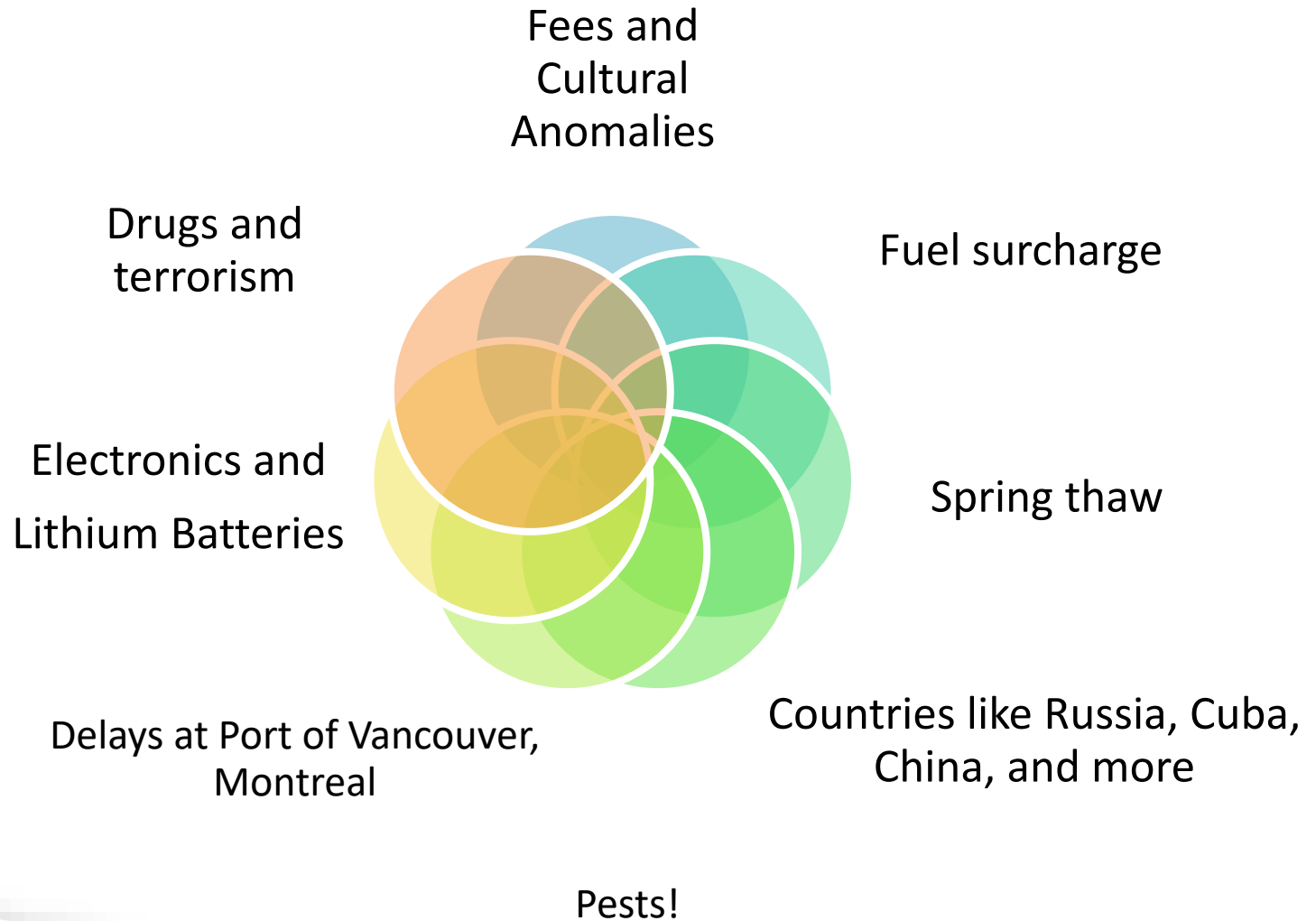


Lithium batteries are Dangerous Goods

Many variations and different rules

It is a huge concern for air cargo today

Logistics main concerns

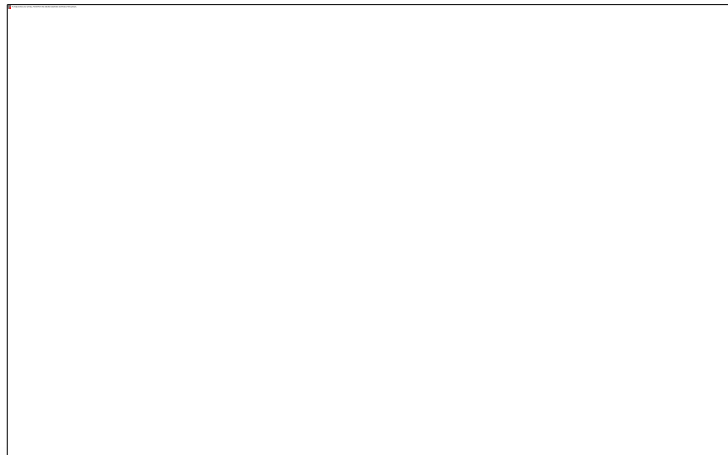


Volunteer work is the key...



Seneca

CENTENNIAL
COLLEGE



**TOP 25 Immigrant
Award 2022**

**Order of Rio
Branco**

Monthly Podcast



@mellohawk_logistics
@arnonmelo

Finally... The keys to Success

FOCUS



R E S P E C T

Integrity

Passion



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Thank you!
Obrigado!
Merci!

MELLOHAWK
L O G I S T I C S

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