



IBLS

Institute for Border
Logistics & Security

**Presentation to the
Binational Regional Innovation and
Collaboration Advisory Network (BRICAN)**



About US

- The IBLS is part of a \$20 million grant from the Government of Canada
- Partnership between the City of Windsor and the University of Windsor
- The IBLS will be housed in a new 10,000 sq. ft. building being constructed near the Windsor International Airport, which is expected to be finished by 2016.



About US

- The IBLS is the first Institute of its kind, where academic, government, and private industry will all come together to implement ongoing research and every day practical situations.
- The IBLS will coordinate and work with the Cross-Border Institute (CBI) at the University of Windsor to action the results of ongoing CBI research on border security and logistics. It will work with the business community in Windsor-Essex County to expand opportunities for international trade within the NAFTA region and globally.



Who We Are

- The IBLS is dedicated to the development, implementation, and assistance for a secure cross border supply chain
- Through the use of applied research and technology IBLS facilitates trade while ensuring secure cross border supply chain operation
- Through the use of applied research and technology to help facilitate trade while maintaining compliance and security creating a logistic cluster through applied research and technology



Mandate

- One of the mandates of the institute will be to assist the business and trade community to become **border ready** in terms of their existing businesses but also their future growth and expansion.
- The IBLS will work collaboratively with government agencies as well as with civic organizations within the region and outside of the region to meet these mandates.



Mandate

- In order to attract and retain business we must capitalize on our location at the border.
- The economy in this region is dependent on our ability to reach markets in the US and beyond.
- Local industries including manufacturing, logistics, agri-food processing, medical/pharma, automotive industries are therefore extremely dependent on our border running smoothly.
- The IBLS will provide services to enable trade facilitation and the secure movement of people and goods across borders to assist in our region in becoming border ready, thus increasing our global competitiveness and footprint.



Mandate

- The business focused activities of IBLS will have dual intention of facilitating the movement of people and goods across borders but also contributing to ensuring our borders are safe and secure.
- ***Trade facilitation and border security are both essential and interdependent; the two should not be interchangeable at any cost.”***



Are We Border Ready?

Not one simple solution however viable steps can be taken to use the border more effectively and efficiently.



Solving the Import/Export Puzzle

- The simple phrase “seamless movement of goods across borders” is used quite often when discussing logistics and border management.
- However, there is significant meaning and complexity behind actually making the movement of goods across borders seamless. Many pieces of the puzzle are involved in this play, such as the importer, exporter, customs broker, and the customs agency.



Are We Border Ready?

- **Steps to Becoming Border Ready**

1. Be compliant – what does that really mean?
2. Cooperation with relevant agencies (CBSA, CBP)
3. Access to the right resources; Self Education and Training



Are We Border Ready?

1. Be Compliant:

- Having documented processes and procedures within a trade compliance department will mitigate potential errors in the supply chain. It ensures for enhanced communication internally with other departments within the organization, with customs service providers and suppliers. Working collaboratively is key.



Are We Border Ready?

2. Cooperation with relevant agencies (CBSA, CBP)

- The border is open for trade, tourism and other forms of legitimate movement of persons and goods, but at the same time the border must be secure and controlled in relation to threats posed by illegal migration, trafficking in human beings, and other forms of trans-border crime
- Understanding the mandate of the various agencies will assist in understanding how to work better together
- Opportunity to comment and information before legislation/regulatory initiatives come into force



Are We Border Ready?

- **3. Access to Resources; Knowledge, Self-Education and Training**
- Customs compliance legislation is complex and daunting, the more educated and trained customs professionals within organizations are, the better prepared they are to deal with the intricacies of the various rules and regulations applicable to international trade.



Risk and Opportunity Management





Risk and Opportunity Management

Risk Management as it relates to Customs Compliance

- is about being commercially effective while managing risk. A customs compliance plan can make the difference between having a reliable supply chain or an unreliable supply chain riddled with delays and penalties.

Opportunity Management

- is being able to identifying opportunity, which is easily done by periodically reviewing and analyzing your import data to look for ways to reduce duties by sourcing in countries subject to favorable free-trade agreements such as NAFTA.



Two Sides of One Coin

- There is no tradeoff between securing regulatory compliance and facilitating legitimate trade.

Maximum Compliance

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Maximum Facilitation

Meet Our Team

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