



# **INTEGRATED ELECTRONIC COMMERCE**

**By  
W.G.McKay Limited**

## ELECTRONIC PROCESSES

- **EDI links & inbound shipment data**
  - Moving Data into the McKay system
- **Web Access**
  - Availability of Shipment Data for clients use
  - Document Management System
- **Electronic Invoicing**
  - Providing Transactional Data in non-traditional formats
- **Business Metrics**
  - 'Live' release Data available online
  - 'Historical' Transactional Data available by report

## EDI links & inbound shipment data

- EDI transfer of shipment data is the key to achieving success and accuracy
- EDI data allows for full compliance with CBSA programs such as ACI (eManifest) and CSA
- Security is a paramount issue
- We have been able to implement EDI links with numerous customers and trade partners
  - Minimizes keying CCI data and human error
  - Reduces manual processes for the shipper and carrier
  - Ease of data access by the importer

## EDI links & inbound shipment data

- ACI (Advance Commercial Information) Phase III, (eManifest) is now implemented on a 18 month 'clock'.
- ACI Phase III is based on the provision of electronic pre-arrival cargo information from highway carriers to the CBSA for risk assessment purposes
- ACI Phases I and II (Ocean and Air) have already been implemented.
- ACI will eventually include electronic pre-arrival importer admissibility data.

## EDI links & inbound shipment data

- ACI (Advance Commercial Information) Phase III, (eManifest) is the Canadian 'version' of the US ACE (Automated Commercial Environment) system
- eManifest is accessible via eManifest Portal or via existing EDI methods (Customs Internet Gateway, Value Added Network and Third Party Service Providers)

## EDI links & inbound shipment data

- With eManifest, the approach to Customs is markedly different than now (PARS)
- The carrier is responsible for transmitting data directly to Customs instead of to the broker as now
- Customs will match the carrier's data with the broker's transmission to create the ACROSS record
- It is up to the supplier or carrier to provide the broker with the unique identifier for the shipment, and until ACI is fully implemented this data should be supplemented with the ACI confirmation

## EDI links & inbound shipment data

- At this time, most work is done manually
  - Email or faxes received
  - Data entered from the received files into McKay system
  - Data transmitted to Customs
  - B3 and invoice produced and mailed to customer

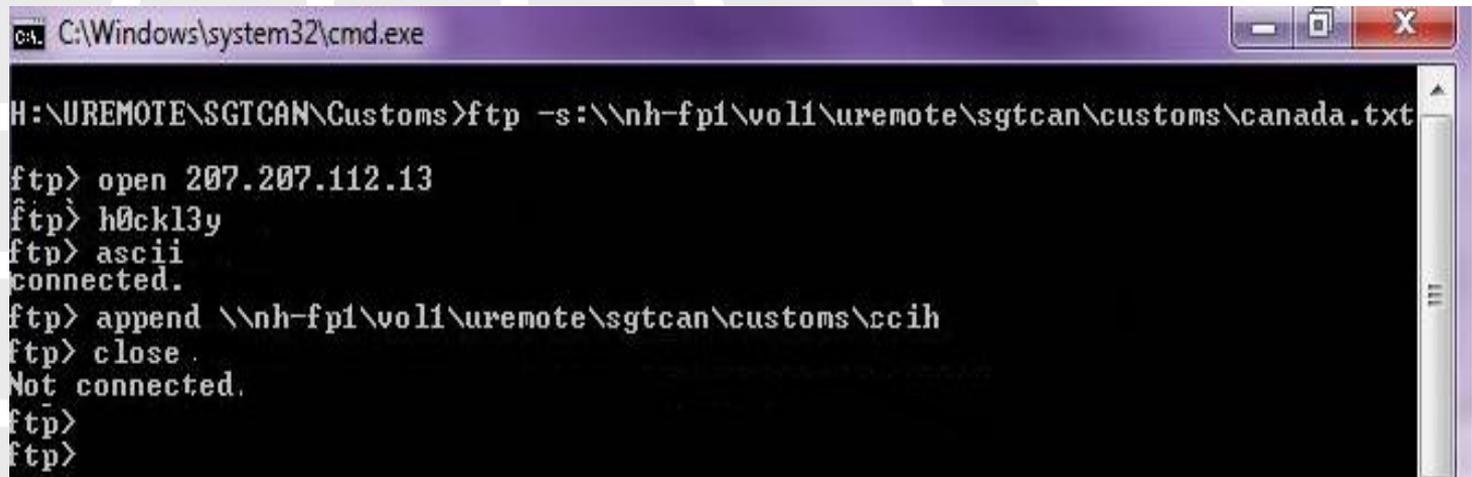
## EDI links & inbound shipment data

- There are several options for moving data into our system
  - FTP
  - Web based upload
  - Email attachments

## EDI links & inbound shipment data

- W.G. McKay has a secure FTP server
  - **File upload formats**
    - 1) XML
    - 2) X.12 or Edifact
    - 3) CSV text file
    - 4) Fixed length record formats (Excel etc)
  - Standard FTP transfer rules apply

## EDI links & inbound shipment data



```
C:\Windows\system32\cmd.exe
H:\UREMOTE\SGTCAN\Customs>ftp -s:\\nh-fp1\vol1\uremote\sgtcan\customs\canada.txt

ftp> open 207.207.112.13
ftp> h0ckl3y
ftp> ascii
connected.
ftp> append \\nh-fp1\vol1\uremote\sgtcan\customs\ccih
ftp> close .
Not connected.
ftp>
ftp>
```

## EDI links & inbound shipment data

- **Web based upload directly via our website** (currently undergoing live testing)
  - **File formats**
    - 1) XML
    - 2) X.12 or Edifact
    - 3) CSV text file
    - 4) **Fixed length record formats (Excel etc)**
  - Must conform to field guidelines to be viable
  - Customization of formats available

# EDI links & inbound shipment data

The screenshot shows a Windows Internet Explorer browser window with the following details:

- Title Bar:** Welcome to W.G.McKay Limited - Windows Internet Explorer
- Address Bar:** http://www.wgmckay.com/upload.php
- Menu Bar:** File, Edit, View, Favorites, Tools, Help
- Navigation Bar:** Includes back, forward, home, and search buttons.
- Page Content:**
  - Navigation:** PROFILE | SERVICES | TRADE NEWS | RESOURCES | CLIENTS ONLY | CONTACT US
  - Date:** September 28, 2010
  - Header:** ONE OF CANADA'S OLDEST AND MOST RESPECTED CUSTOMS BROKERAGE FIRMS
  - Logo:** W.G. McKay Ltd. successful for more than 90 years
  - Image:** A hand holding a scanner over a globe.
  - Section:** Upload
  - Form:** Browse for file:  Browse... Upload
- Footer:** Privacy Policy | Disclaimer | Copyright 2007 W.G. McKay Limited All Rights Reserved.

## EDI links & inbound shipment data

- Email sent to specific addresses will be stripped of attachments, and the data uploaded
  - **File formats**
    - 1) XML
    - 2) X.12 or Edifact
    - 3) CSV text file
    - 4) Fixed length record formats (Excel etc)
  - Must conform to field guidelines to be viable
  - Customization of formats available

## Web Access

[www.wgmckay.com](http://www.wgmckay.com)

- All files, including current 'live' releases have data available on line for viewing
- Entry of cargo control number or transaction number will give immediate status (released, pending or referred for inspection)

# Web link > inbound shipment status

The screenshot displays the W.G. McKay Ltd. website. At the top, there is a navigation menu with links for PROFILE, SERVICES, TRADE NEWS, RESOURCES, CLIENTS ONLY, and CONTACT US. Below the menu, a banner reads "ONE OF CANADA'S OLDEST AND MOST RESPECTED CUSTOMS BROKERAGE FIRMS" with the date "November 25, 2011". The company name "W.G. McKay Ltd." is prominently displayed, along with the tagline "successful for more than 90 years".

The main content area is titled "Welcome To W.G. McKay Limited". It features a search bar on the left and a "COMING EVENTS" section. The "COMING EVENTS" section includes three items:

- Measures to Increase the Use of Electronic Data Interchange (EDI) for Release Purposes**: A green arrow points to the right. The text states: "With few exceptions, all import transactions must now be processed in an electronic environment. This means that all information has to be transmitted to Customs in advance of a shipment's arrival. For more information please [click here](#)."
- Coming Soon**: A green arrow points to the right. The text states: "ACI Phase 3: eManifest eManifest will require the electronic transmission of advance cargo and conveyance information from carriers for all highway and rail... For more information please [click here](#)."
- Check Shipment Status**: A green arrow points to the right. Below this heading is a form with two input fields: "Pars/Cargo #: 3541PARS1" and "Transaction #:". A "Search" button is located below the "Transaction #" field.

On the right side of the "COMING EVENTS" section, there are two main content blocks:

- About us**: A green arrow points to the right. The text states: "As one of Canada's oldest and most respected customs brokerage firms, W. G. McKay Limited has consistently maintained the personal service that has made us successful for almost 100 years..." followed by a "more..." link.
- What is a Customs Broker ?**: A green arrow points to the right. The text states: "Also known as a Customs House Broker, A *CUSTOMS BROKER* is a specialized facilitator, skilled in helping clients find the most cost-effective ways to move trade consignments around the world, allowing importers to focus on what they do best, selling their goods. *CUSTOMS* Brokers' are licensed by the federal government, as are most of the employees of the firm. While in most cases any duly authorized..." followed by a "more..." link.

At the bottom of the page, there are two service boxes:

- Trade Consulting**: A green arrow points to the right. The text states: "W.G. McKay provides a full range of professional consulting and..." followed by a "more" link and a small image of a man.
- Freight Forwarding**: A green arrow points to the right. The text states: "We take the uncertainty and complication out of international shipping for you..." followed by a "more" link and a small image of a man and a woman.

## Web link > inbound shipment status

☑ PROFILE | ☑ SERVICES | ☑ TRADE NEWS | ☑ RESOURCES | ☑ CLIENTS ONLY | ☑ CONTACT US

November 23, 2011

**ONE OF CANADA'S OLDEST AND  
MOST RESPECTED CUSTOMS BROKERAGE FIRMS**

**W.G. McKay Ltd.**  
successful for more than 90 years

### Shipment Status

Transaction Number	Cargo Control Number	Date	Port	Processing Indicator
132350213	3541PARS1	2011-11-22 09:02:0	0453	Declaration Accepted, Awaiting arrival of goods.
132350213	3541PARS1	2011-11-22 19:47:0	0453	Goods Released

[Check Shipment Status](#)

Pars/Cargo #:  or  
Transaction #:

## Web Access

[www.wgmckay.com](http://www.wgmckay.com)

- Once B3s are generated, they, and the backup used are available for viewing or download (as pdf)
- Secure login with ID and password

## Web link > shipment data, B3, invoicing



[PROFILE](#) | [SERVICES](#) | [TRADE NEWS](#) | [RESOURCES](#) | [CLIENTS ONLY](#) | [CONTACT US](#)

December 13, 2011

[Document Management](#)

**ONE OF CANADA'S OLDEST AND MOST RESPECTED CUSTOMS BROKERAGE FIRMS**

## Web link > shipment data, B3, invoicing

The screenshot displays the W.G. McKay Ltd. website interface. At the top, a navigation menu includes links for PROFILE, SERVICES, TRADE NEWS, RESOURCES, CLIENTS ONLY, and CONTACT US. A date stamp indicates December 13, 2011. A banner features the text "ONE OF CANADA'S OLDEST AND MOST RESPECTED CUSTOMS BROKERAGE FIRMS" alongside a logo. Below this, a green-themed banner for W.G. McKay Ltd. states "successfull for more than 90 years" and shows a hand using a handheld device. A "Clients" section with a search bar and a "GC" button is visible. A "Document Management" login box contains the following fields and buttons:

Document Management	
Username:	<input type="text" value="JoeRose"/>
Password:	<input type="password" value="••••••"/>
<input type="button" value="Sign In"/>	

# Web link > shipment data, B3, invoicing

[PROFILE](#) | [SERVICES](#) | [TRADE NEWS](#) | [RESOURCES](#) | [CLIENTS ONLY](#) | [CONTACT US](#)

November 23, 2011
 
**ONE OF CANADA'S OLDEST AND MOST RESPECTED CUSTOMS BROKERAGE FIRMS**


**W.G. McKay Ltd.**  
successful for more than 90 years

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## Clients

Search

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Search:  
Logged in as: **Neged**

[select all](#) - [select none](#) - download as: [multiple documents](#) / [single document](#)
[sign out](#)

Cargo Control Number	Order Number	Transaction Number	File Number
400-8547734 <a href="#">select all</a> <input type="checkbox"/> B3 <input type="checkbox"/> B3 Recap <input type="checkbox"/>	2011-11-15	Invoice 901436	2011-11-16 2121
400-795346 <a href="#">select all</a> <input type="checkbox"/> B3 <input type="checkbox"/> B3 Recap <input type="checkbox"/>	2011-11-01	Invoice	2011-11-02 13235021 2125
400-87674: <a href="#">select all</a> <input type="checkbox"/> B3 <input type="checkbox"/> B3 Recap <input type="checkbox"/>	2011-11-22	Invoice	2011-11-23 2130
2524PARSOC <a href="#">select all</a> <input type="checkbox"/> B3 <input type="checkbox"/> B3 Recap <input type="checkbox"/> CCI <input type="checkbox"/>	15319/18079/16260	Invoice 9	2011-11-17 132350212 2126
2314S11330_ <a href="#">select all</a> <input type="checkbox"/> B3 <input type="checkbox"/> B3 Recap <input type="checkbox"/> CCI <input type="checkbox"/> MANIFEST & INVOICE	N/A	Invoice	2011-11-09 132350215 2127
10700 <a href="#">select all</a> <input type="checkbox"/> B3 <input type="checkbox"/> B3 Recap <input type="checkbox"/>	2011-11-24	Invoice	2011-11-22 132350212 2129

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## Document Management Processes

- Once the system is accessed, you will have the option of scrolling down through files, or searching for specific criteria with a dropdown search menu:

## Document Management Processes

- Cargo Control Number (Carrier's Unique Identifier for shipment)
- Container Number (Ocean Container or Rail Car)
- File Number (McKay internal reference)
- Transaction Number (14 digit bar code)
- Order Number (Purchase Order shown on documents)
- Release Date Range (dates the shipments are released from Customs control)
- Invoice Number (McKay billing)
- Invoice Date Range (McKay billing)

## Document Management Processes

- Once you have located the files needed, you check the box beside the document you wish to review: (the 'select all' option for each file will select all documents for that file)
- **NB once you have downloaded a file it will disappear from the display, but will still be available as a search item**

## Document Management Processes

- B3 (B3 form that corresponds to the Cargo Control Number and Transaction Number)
- CCI (Document created by the system with the data keyed)
- Invoice (number and date) (McKay billing)
- In addition, there will be other documents, consisting of scanned copies of originals received for each shipment (from yourselves, your shippers or carriers).
  - THIS IS A FEATURE THAT MUST BE ACTIVATED PRIOR TO USE

## Document Management Processes

- Once you have chosen the files, at the top and bottom of the page are the download options:
  - multiple documents (individual pdf files [pages] in a zip file)
  - single document (one pdf of multiple pages)

## Electronic Invoicing

- 'Traditional' Invoicing
  - Transactional
  - Paper
  - Copies of B3s, Vendor & Carrier Documents
- 'Non-Traditional' Invoicing
  - Combination (mix and match) of:
    - Paper combined with Electronic data
    - Electronic Data Only
    - Imaged documents

## Electronic Invoicing

- 'Non-Traditional' Invoicing
  - 'Summary Billing'
    - **PAPER**
    - Transactional
    - Consolidated Periodic Invoice  
Daily/Weekly/Monthly  
Depending on Volumes
    - Each file invoiced and 1 consolidated invoice issued with recap covering all billings within the period
    - Consolidated Invoice and all files couriered

## Electronic Invoicing

- 'Non-Traditional' Invoicing
  - 'Summary Billing'
    - **PAPER/ELECTRONIC**
    - Transactional
    - Consolidated Periodic Invoice  
Daily/Weekly/Monthly  
Depending on Volumes
    - Each file invoiced and 1 consolidated invoice issued with recap covering all billings within the period
    - Consolidated Invoice (PDF) Emailed, backup couriered

## Electronic Invoicing

- ‘Non-Traditional’ Invoicing
  - ‘Summary Billing’
    - **ELECTRONIC**
    - Billing and B3 data stored as TEXT files
    - Consolidated into ZIP file
    - Each file record stored in 3 files
      - B3 – CCI – Billing Invoice
    - Consolidated Billing covers all records in period
    - Backup for additional billings sent by courier
    - ZIP files emailed or sent on CD
    - Imaged copies available online

## Reporting / Metrics

- All data included on the B3 transactions (ACROSS & CADEX) is obtainable and can be formatted into reports.
- Reports are customized dependant on your requirements
- Reports are output into Excel format
  - Other formats available
- Emailed or provided on CD
  - Can provide via FTP or on the Web Portal as well

## Reporting / Metrics

- Utilizing existing system generated reporting we can measure virtually any pre determined milestones;
  - time lines
  - discrepancies on any B3 field
  - GST application
  - NAFTA vs. non NAFTA usage
  - Duty disbursement by product, vendor, country of origin
  - Classifications by product / vendor
  - CBSA reporting periods
  - EDI successes vs. failures with manual intervention

## W.G. McKay Ltd.

- What we have shown you here today is part of W. G. McKay's commitment to move forward in new and challenging ways.
- As part of this commitment, the majority of our business is now transacted in a secure 'cloud' environment.
- In addition, all offices are being equipped with fax/scanners that send incoming faxes to emails rather than printing.

**W.G. McKay Ltd.**

- ?? QUESTIONS ??
- Thank you for your time