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## What is a Customs Broker & Why Do You Need One?

More than 227,000 importers deal with the Canada Border Services Agency (CBSA) annually. Most rely on the services of a licensed customs broker to get their shipments cleared at the border. For each of these transactions, reams of critical business data must be generated, about everything from country of origin and destinations, to suppliers, tariff classifications, routings, and intended use.

Traditionally, **importers rely on customs brokers** to pull that information together and **clear the goods** through customs. But many importers are learning that it is only part of the story. Customs brokers are now helping importers leverage that information, transforming data into **critical business intelligence**. Customs brokers are offering a growing range of specialized services to help importers develop new product lines, explore new markets, evaluate the impact of global change, and **cut costs**.

## How to Select the Right Customs Broker for Your Business Needs

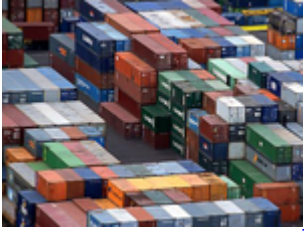
Which of the following most closely reflects your business? (click on an appropriate link)



[Just starting out, wondering if I need a customs broker](#)



[Import less than 1000 shipments per year](#)



**Experienced, frequent importer with significant volume (more than 1000 shipments per year or annual imports valued at more than \$1M)**

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