

## Logistics & Customs Brokerage Solution to serve:



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October 31<sup>st</sup>, 2021

**Private and confidential**

OSS Motorsport  
1375 Niakwa rd. E #1  
Winnipeg, MB R2J 3T3

**Subject: Consolidated logistics and custom brokerage solution for Canada**

Gavin,

Thank you for the opportunity to present our customized logistics and Canadian custom brokerage solution to OSS Motorsport. We believe the following proposal not only provides the service levels you have outlined, but it also outlines Frontier recommendations to help ensure a sustainable logistics solution for the long term. This proposal will focus on the following areas:

- **Consolidated weekly shipments in Itasca, IL with next day service to Winnipeg**
- **Canadian custom brokerage services**
- **Blended shipping rates (door to door pricing)**
- **Ability to track all your shipments the moment they are in Frontier's hands**
- **Savings up to 30%**
- **One point of contact for all inquires**

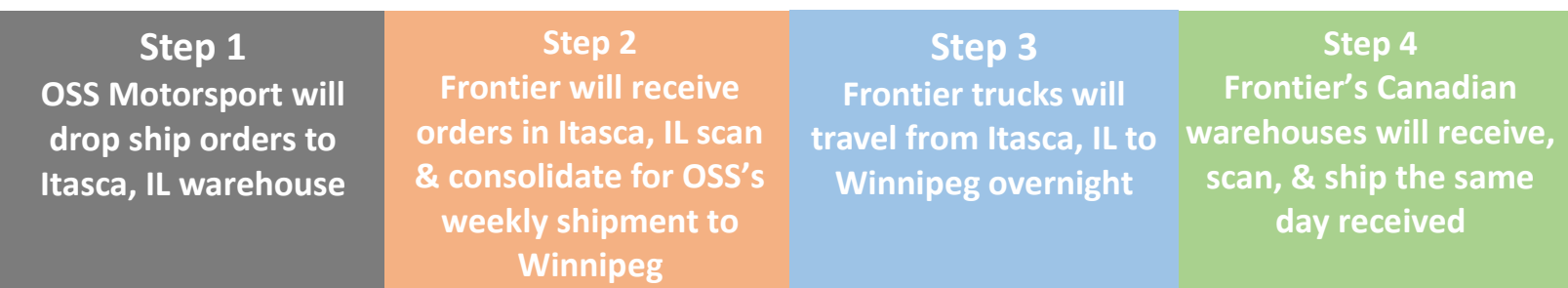
As a Canadian-based customs broker, logistics and warehousing partner, Frontier Supply Chain Solution Inc. (Frontier) understands that choosing the right fulfillment partner is an important decision.

Please do not hesitate to contact me at (204) 784-4800 Ext. 195 or my cell at (204) 229-9906 if you have any questions. On behalf of Frontier, we look forward to working with you.

Sincerely,

Abdulrahman Khedr  
Business Development  
Frontier Supply Chain Solutions Inc.

# Consolidated Shipping Solution



- Frontier's warehouse in Itasca, IL is strategically placed and is close to your suppliers
- Frontier has multiple trucks leaving our Itasca, IL facility daily with Frontier trucks & drivers being utilize to reduce risk of border delays or additional handling
- OSS Motorsports will be able to get orders into Winnipeg over night (after consolidation)
- Frontier will further centralize OSS Motorsports Canadian shipments by performing consolidated Canadian customs brokerage on all shipments
- OSS Motorsport will be able to track all shipments throughout its journey with Frontier
- Just place the order from suppliers to our warehouse, sit back and relax

## Here is how to drop ship to our Itasca, IL warehouse:

Your company name  
C/O Frontier  
1450 W. Thorndale Ave  
Itasca, IL 60143

Have your supplier do the following:

1. Prepare an invoice indicating
  - a. Vendor name
  - b. Importer name
  - c. Country of origin
  - d. Value
  - e. Quantity
  - f. Weight
  - g. Description
2. Attach Invoice to shipment:
  - a. Place the shipment in an envelope marked "Export Documents"

# Canadian Customs Brokerage

As a Canadian customs broker, Frontier is able to centralize not only, shipping solutions, but we are able to provide a truly “turn-key” solution for OSS Motorsport. Our “one team one provider” solution will cover all of OSS Motorsport’s logistics and customs needs in Canada. By allowing Frontier to implement our pre-arrival review system (PARS) as your carrier and customs broker, we will reduce any risk of delays at the border.



A single touch point for all North American customs brokerage, billing and Trade Compliance.



Our “One Client - One Team” policy provides your business with a dedicated team of service professionals to improve control and visibility.



Online tracking for all shipments ensuring compliance and protecting against border delays.



Accurate rating of duties and taxes for Canadian and American clearances.

# Technology & How to Track

**WebSHIP** is Frontier proprietary web-based tracking system that allows users to rate, track, and create orders/label. WebSHIP can be accessed by any device and is easy to use. Regardless of what system is used to generate labels and submit orders, WebSHIP is the interface that is used for tracking. All tracking can be done by simply logging in and going to the “tracking” feature. Proof of deliveries are available in WebSHIP too once the shipment has been delivered.



Search for the probill that you would like to track.

**Search Criteria**

Pickup Date(dd/mm/yyyy):  To

**Filter by Date Range**

Probill Number:

Reference Number:  **Track by Purchase Order #**

Bill of Lading:

Invoices:

Shipper:

Consignee:

Pro Bill #	Status	Shipper	Pickup Location	Pickup Date	Consignee	Delivery Location	Quantity	Weight(lb)	ETA	Delivery Date
PFS0724417	DELIVERED	FRONTIER USA	Itasca, IL	03-Jan-2017	Redekop	Saskatoon, SK	8	4924	06-Jan-2017	06-Jan-2017
PFS0724409	DELIVERED	THE NELSON COMPANY	Fairfield, IA	22-Dec-2016	FRONTIER USA	Itasca, IL	8	4924	27-Dec-2016	27-Dec-2016
PFS0722456	DELIVERED	FRONTIER USA	Itasca, IL	22-Dec-2016	Redekop	Saskatoon, SK	2	828	28-Dec-2016	30-Dec-2016
PFS0720972	DELIVERED	FRONTIER USA	Itasca, IL	20-Dec-2016	Redekop	Saskatoon, SK	6	2312	23-Dec-2016	22-Dec-2016
PFS0719441	DELIVERED	WCCO BELTING INC	Wahpeton, ND	15-Dec-2016	FRONTIER USA	Itasca, IL	2	828	20-Dec-2016	20-Dec-2016
PFS0719437	DELIVERED	FISHER BARTON SPECIALTY PRODUCTS	Watertown, WI	14-Dec-2016	FRONTIER USA	Itasca, IL	6	2312	20-Dec-2016	20-Dec-2016
PFS0719102	DELIVERED	FRONTIER USA	Itasca, IL	15-Dec-2016	Redekop	Saskatoon, SK	4	785	19-Dec-2016	20-Dec-2016
PFS0717911	DELIVERED	BREMEN CASTINGS INC.	Bremen, IN	13-Dec-2016	FRONTIER USA	Itasca, IL	4	785	14-Dec-2016	14-Dec-2016



# Appendix A - Rates

## Transportation

Small Parcel Rates from Itasca, IL to your Winnipeg address

Weight (lbs)	Price in CAD
1	9.20
2	9.37
3	9.54
4	9.71
5	9.88
6	10.05
7	10.22
8	10.39
9	10.56
10	10.73
11+	0.17

LTL Rates from Itasca, IL to your Winnipeg address

LTL (CAD)	M/C	<500lbs	500lbs+	1000lbs+	2000lbs+	5000lbs+
	105	23.11	21.51	19.89	18.45	17.32

### Notes:

- The cost of fuel is not included in these rates.
- The greater of the Cubed weight and actual weight will always be used when calculating the freight fee
- Cubed Weight Formula =  $(L \times W \times H / 1728) \times 10$
- Duties, Taxes and Brokerage are not included in the freight fee
- The rates indicated in this spreadsheet are in CAD funds
- Rural and remote destinations are subject to additional charges.

## Customs Brokerage

Standard Customs Release: \$30.00* per customs release up to 10 lines
\$0.50 per additional customs invoice line over 10
SWI Fee**: \$5.00
\$10 per new vendor added per consolidation

\*\*Applied when data is required to be transmitted to the CFIA

\*Funds in Canadian Dollar

# Appendix B – CBSA CARM PORTAL

## CARM Client Portal:

I will walk you through the process of getting set up on CBSA's CARM Portal. As of Q2 of 2022, all importers must pay duties and taxes directly to CBSA instead of the custom broker. This has been in effect since March of 2021.

## Payment Options as per CBSA's Account Receivable Ledger terms:

### 1 Pay CBSA Electronically

For you to pay CBSA directly, please contact me or [ar@frontierscs.com](mailto:ar@frontierscs.com) to update your Frontier account and then you will receive two separate statements from Frontier. One statement for your balance due to Frontier, and one "GST" statement for your current transaction amounts due to CBSA. The customs payment amounts will **not** be included on your Frontier invoice.

CBSA Electronic Banking is set up for: RBC, Scotia, TD, BMO, Citibank, Bank of America, Tangerine, CIBC, The National Bank, and HSBC as of January 2018. Online banking "Payee" Name is **CBSA Duties Taxes Fees**, or **Canada Border Services Agency** or similar. Your account number to reference is your importer number which is your business number including your RM number (BN15). Be sure to check with your financial institution regarding their cut off times to avoid late payments.

### 2 Mail Receiver General Cheque Directly

You can mail your cheque, money order or bank draft payable to "Receiver General for Canada" with importer number indicated, in Canadian funds, to CBSA as follows:

#### **Canada Border Services Agency (CBSA) MAILROOM**

Attention: Accounts Receivable Management Unit

333 North River Road, Place Vanier, Tower A Room 1018 Ottawa, ON K1A 0L8

## Appendix C – Payment Terms

Month	Release Date	Statement Date <sup>3</sup>	CBSA /Frontier Payment Due Date <sup>1</sup>	CBSA Online Payment Due Date <sup>2</sup>
January	15	25	27	29
February	17	25	24	26
March	17	25	29	31
April	16	26	28	30
May	14	25	27	31
June	17	25	28	30
July	16	26	28	30
August	17	25	27	31
September	17	27	28	30
October	15	25	27	29
November	17	25	26	30
December	17	27	29	31