Case Study – Carnet

Creative Transportation and Compliance Solution Keeps University Program Moving

The Challenge: Moving Educational Equipment Across the Border—Without Duties or Delays



A major U.S. research university was preparing for its annual educational program in Canada. Each year, specialized equipment and supplies needed to cross the U.S.-Canada border for the program and return to the United States when the session ended.

Previous shipments had encountered customs clearance delays and the potential for duties in both countries. Complicating matters, Canada had tightened requirements for non-resident importers, and the university no longer had procedures in place to act as importer of record.

The university turned to **Baker** for a solution that would simplify customs compliance, eliminate unnecessary duties, and ensure reliable door-to-door transportation.

There was another logistical challenge: the university had no personnel available to manage the shipment at the border, and neither location had the facilities or staff needed to load and unload a traditional freight shipment.

The Strategy: Combine an ATA Carnet with White-Glove Transportation

After reviewing the shipment and the university's requirements, an integrated customs and transportation strategy was built around an **ATA Carnet and white-glove delivery service**.

An ATA Carnet is an international customs document that allows qualifying equipment to be temporarily exported and imported without paying duties and taxes. Often described as a "passport for goods," the Carnet was an ideal solution for equipment that would enter Canada temporarily and then return to the United States.

Baker first helped the university separate reusable equipment from consumable supplies. Rather than complicate the temporary import by including items that would remain in Canada, the university sourced necessary consumables locally.

The remaining equipment was packed into totes and tubs, and the university developed a detailed equipment list for the ATA Carnet application.

Baker then leveraged its transportation network to identify a **white-glove carrier** capable of managing the border crossings and providing inside delivery directly to the appropriate classroom.

Proactive Border Coordination Reduces Risk

Baker didn't leave the success of the shipment to chance. Before the equipment moved, Baker's consultant contacted U.S. and Canadian customs officials at the planned border crossing to confirm familiarity with ATA Carnet procedures and address potential concerns in advance.

Baker also provided the university with sample Carnet vouchers and counterfoils and supplied the transportation provider with detailed written instructions for presenting and validating the Carnet at each stage of the journey.

This advance planning helped ensure that everyone—from the university to the carrier to customs officials—understood the process before the shipment arrived at the border.

The Result: Seamless Delivery with No Duty Expense

The strategy worked as planned. The ATA Carnet was properly validated on both sides of the border, and the equipment cleared customs successfully. The white-glove carrier completed the inside delivery, placing the equipment directly in the correct classroom.

At the conclusion of the educational program, the process was reversed. The equipment crossed the border and was safely returned to the university **without incurring duty expenses**.

The Value: A Repeatable Solution for International Education

With increased customs scrutiny and ongoing tariff volatility, temporary international shipments can create significant compliance and cost risks for universities.

By combining **customs expertise, proactive government coordination, and specialized transportation**, Baker transformed a complicated cross-border shipment into a manageable, repeatable process.

The result was more than a successful delivery: **Baker gave the university a practical solution that allowed its international educational program to continue without customs delays, unexpected duties, or additional logistical burden on university staff.**