



*Relationships*

*Quality.*

*Performance*



# Company Profile



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

- Kriska is a privately held, family owned, second generation Canadian corporation which began operating in 1978
- Annual revenue \$75 million



Terminal and  
Warehousing

Mississauga, Ontario



Head Office

Terminal and  
Warehousing

Prescott, Ontario

281,000 sq feet  
warehousing

Secure Drop Yards

Ottawa, ON  
Ingleside, ON  
Sarnia, ON  
London, ON  
Windsor, ON

Montreal, Quebec



# Company Recognition



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

- Platinum winner of the 50 Best Managed Companies in Canada
  - 9 consecutive years.
- 8 time winner of the Shipper's Choice Award
- 3 time winner of the Truckload Carrier Association's National Fleet Safety Award.



# Kriska Personnel



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

## *The Difference is in Our People ...*

- Our Drivers
  - 300 non-union Company Drivers
  - 50 non-union Owner Operators
    - 3.5 day **orientation program**
    - 16 **Driver Trainers** providing a minimum of 6 weeks of in-cab training
    - **Apprenticeship Program** with 295 apprentices registered to date and 40 completions
    - **Driver Refresher Courses** are completed on a yearly basis with all drivers covering: new regulations, review of existing regulations, safety and compliance, WSIB, In-house procedures, and In-house Simulator
- Our Support Staff
  - 110 Support Staff dedicated to providing Customers and Drivers with top notch service
    - St. Lawrence College Leadership and Development program



# Kriska Border Crossing Information



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

Kriska currently crosses the border :

- 115 times per day (busiest day of the week to cross is Wednesday)
- 3,494 times per month
- 41,938 times per year
- Our average crossing time both north and southbound is 15 minutes. This timeframe takes into account random inspections, visits to customs brokers for documentation issues as well as FDA and USDA releases.



# Kriska Border Crossing Information



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

30 % of our freight crosses at the Buffalo/Fort Erie bridge

27% of our freight crosses at the Detroit/Windsor bridge

20 % of our freight crosses at the A. Bay/Lansdowne bridge

11% of our freight crosses at the Port Huron/Sarnia bridge

12 % of our freight crosses at other land border crossings across North American including, Champlain/Lacolle, Ogdensburg/Prescott , Derby Line/Rock Island etc.



# Pre-Arrival Release Programs – North and Southbound



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- With the upcoming implementation of the Advance Commercial Information (ACI) program i.e. e-manifest slated for the summer of 2011, Canada Customs is aiming to uniform it's new release initiative to mirror that of the current Automated Commercial Environment (ACE) U.S. program.
- U.S. Customs currently requires pre-arrival release information pertaining to the conveyance, equipment, crew information as well as load details prior to arrival at the border. Once the new ACI program is fully operational it too will require all of the above information details in advance.
- With this said, this implementation will streamline the release process, facilitate the movement of trade and will be much more time efficient as it will minimizing delay time on both sides of the border.



# Crossing the border now a days...



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

## Benefits:

- All southbound information is required pre-arrival, which in turn minimizes delay time at the primary booth.
- Drivers only have to present one document (ACE Manifest) for clearance upon arrival, which enhances release time as Officers are no longer searching for documentation.
- With the rising number of Importers and Shippers becoming C-TPAT/FAST approved, drivers are able to utilize the FAST lane at the border for expedited clearance.

## Flaws:

- Canada Customs is still allowing drivers to arrive at the border without pars acceptance. Which in turn delays release time for other drivers awaiting release.



# Customs Trade Partnership Against Terrorism – C-TPAT & Partners in Protection – PIP Statistics



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

- C-TPAT has currently partnered with the international trade communities across the globe to help enhance security to the global supply chain.
- C-TPAT currently has mutual recognition arrangements, or mutual recognition projects with:
  - New Zealand, Jordan, Canada, Japan, Korea, European Union and Singapore.
- There are currently 2,774 C-TPAT members in Canada of which 1,085 of them are joint participants in C-TPAT as well as PIP program.
- Joint membership = harmonization which in turn means a streamlined application process and well as one validation every 2 years by either C-TPAT or a PIP security supply chain specialist.



# Industry Concerns



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

## Driver Shortage

- (long haul, cross border) - aged population - demand on time and lifestyle - lacks appeal, respect - compensation - Utilization. Change management.

## Increasing Costs

- Fuel
- Regulation, compliance
- Equipment
- Wages, benefits

## Regulation

- Lack of reform (cabotage, empty trailers)
- EOBR, sleep apnea, CSA 2010
- Trusted trader programs and lack of clear value benefit

