



## What U.S. Companies Need to Know About Doing Business Under the North American Free Trade Agreement (NAFTA)

**Wednesday, December 3, 2008**  
**Noon - 1pm EST**

This webinar is based on a simple premise: what is the sales tax department supposed to do when it hears that the company is considering expanding or moving some operations into adjoining NAFTA jurisdictions such as Canada and Mexico?

In such an eventuality, it is very likely that individuals performing sales tax functions will be tasked with VAT and GST compliance obligations. Mexico has a federal level VAT, while Canada has a federal level VAT (called the GST) as well as provincial level GST's and retail sales taxes. This webinar explains what you need to know about the sale of goods and services across NAFTA borders. Specifically:

- Which transactions are subject to tax?
- Who is required to collect it?
- Is the tax refundable?
- Can compliance be fully automated with existing systems in place?

Attendees will learn that they are fully capable of understanding these foreign tax systems with the knowledge they already have of the retail sales tax. They simply need to look at the problem from a different perspective.

During the final 10 minutes of this webinar, a live question-and-answer segment will take center stage, so that attendees go away with a complete understanding of NAFTA from a sales and use tax point of view.

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**Richard Ainsworth**

*Director, International Govt. Affairs  
ADP*



Richard is licensed to practice in Massachusetts and New Hampshire. He has an LLM in taxation and 25 years of experience in U.S. Federal and State taxes, combined with a significant international exposure as the Deputy Director of the International Tax Program at Harvard Law School and as a Fulbright Professor of American taxation at the Osaka and Kyoto Universities, Japan. He is currently a lecturer in VAT in the LLM program of Boston University (School of Law) and a Visiting Professor of Ritsumeikan University in Kyoto, Japan.

**Joan Howard**

*Senior Counsel  
ADP*



Joan is a Senior Tax Attorney in the Tax and Government Affairs Department at ADP. She is responsible for researching transaction tax laws in the U.S., Canada, and other foreign countries, including those within the EU. Joan has been with ADP since May of 2003. She has transaction tax experience in the public sector, as a Sales & Use Tax Auditor for the City of Boulder, Colorado, and was a Consultant in the State & Local Tax Group at Ernst & Young. She is a graduate of Stonehill College and New England School of Law, and is a Member of both the Massachusetts and New Jersey Bar.

**Ramon Frias**

*Tax Counsel  
ADP*



Ramon is licensed to practice law in the Dominican Republic and is a member of the Dominican Bar Association. He has a Certificate Degree from Harvard University as well as a JD from the Universidad Autonoma de Santo Domingo. Ramon has written many essays about tax administration, and for one of them won the first prize in the international essays contest sponsored by the Inter American Center of

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**CPE Information**

**Prerequisite:** None

**Level of Knowledge:** Basic

**Advanced Preparation:** None

**Delivery Method:** Group Internet, Q&A

**Recommended CPE:** 50 minutes = 1 CPE credit

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Tax Administrations (CIAT). Prior to joining ADP, Ramon worked for more than 10 years in the Department of Revenue of the Dominican Republic where he served as Deputy Director. He is proficient in French and Spanish.

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