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Canada:

On Line Marketing Guide for U.S. Exporters of Food and Agricultural Products 1999

Prepared by:

Norval Francis

U.S. Embassy

Drafted by:

G.Myles, M. Bailey & J. Gagnon

Report Highlights:

This guide is designed by the Office of Agricultural Affairs at the U.S. Embassy, Ottawa, Canada, to provide answers to questions most frequently asked by U.S. companies entering the Canadian market. The commodities highlighted in the special commodity section were selected because of the complexity of entry requirements and the frequency of inquiry by U.S. exporters.

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Introduction to the Canadian Market

About This Handbook

The signing of the U.S.- Canada Free Trade Agreement (FTA) awakened many small-to-medium-sized U.S. food companies to the fact that an important export market was right next door. Since 1988, the year prior to the inception of the FTA, the provisions of which were incorporated into the North American Free Trade Agreement (NAFTA), the value of U.S. food and agricultural product exports to Canada have grown at an annual average rate of nearly 13 percent. This handbook is designed by the Office of Agricultural Affairs at the U.S. Embassy, Ottawa to provide answers to questions most frequently asked by U.S. companies entering the Canadian market. The commodities highlighted in the special commodity section were selected because of the complexity of entry requirements and the frequency of inquiry by U.S. exporters.

Disclaimer

The names and addresses of private firms, associations, and individuals are provided for informational purposes only. No guarantee of reliability is implied and in no way does their publication in this handbook suggest endorsement of companies or individuals by the United States Government.

Canada as a Market

According to the U.S. Department of Commerce, agricultural trade between Canada and the United States exceeded \$14.2 billion in 1997. Canada is the second largest market for U.S. agricultural exports. U.S. exporters are the dominant suppliers of Canadian agricultural imports, accounting for nearly two-thirds of the total during 1997, while Canadian exporters shipped more than one-half of their agricultural exports to the United States in that year. Of the \$6.8 billion in agricultural imports from the United States, more than 70 percent were consumer-oriented agricultural products. Fresh fruits and vegetables, snack foods, red meats, and fruit and vegetable juices were the value leaders. Corn and soybean meal are traditionally the major bulk import items from the United States.

Trade with Canada is facilitated by its proximity, common culture, language, similar lifestyle pursuits, and the ease of travel among citizens for business or pleasure. Many U.S. products have gained an increased competitive edge over goods from other countries as the result of the FTA/NAFTA.

Market Opportunities; Consumer Trends

Besides the market opportunities created by reduced tariffs, changing lifestyles in Canada are helping increase the demand for U.S. agricultural products. A decline in real disposable incomes for Canadians throughout the 1990s has led to an increase in dual-income families which in turn, has contributed to a reduction in the number of meals consumed at home. The result has been an increase in imports of high-value U.S. products to meet the demand for high quality, fresh and packaged foods that are ready-to-eat or can be conveniently prepared.

Canadian immigration patterns have changed the face of Canadian cities where 75 percent of Canada's population resides. Immigration in the 1990s has been dominated by newcomers of Asian origin who now account for about 10 percent of the population of Canada's two largest cities, Toronto and Vancouver. The combination of the influx of Asian (and other ethnic origin immigrants with contrasting dietary traditions) and the trend among consumers for a healthier diet has transformed the Canadian food supply. Compared to twenty years ago, Canadians are consuming less sugar, animal fats (including butter and lard), red meat, eggs, canned

vegetables, skim milk powder, and alcoholic beverages and more rice, breakfast cereals, pulses and nuts, vegetable-based fats, chicken, fish, fresh vegetables, cheese, yogurt, coffee, and soft drinks.

Canada's wholesale, retail, and food service industries watch with acute interest developments in packaged and processed foods and food service trends in the United States. While there are differences in the consumption patterns of selected food items in the two countries, there is a growing demand in Canada for new value-added foods and food preparations. Canadians learn about new U.S. products from U.S. television advertising and through frequent business, shopping, and vacation trips to the United States.

Canadian purchases of U.S. fresh fruits and vegetables have risen steadily over several decades, and the trend continues. In Canada, the largest department in retail grocery chains is the produce department.

New U.S. Exporters

U.S. companies that are new to exporting may find Canada the perfect close-to-home export market. In some cases, Canadian customers are geographically closer to them than many of their customers in the United States. Once a U.S. exporter makes contact with a Canadian importer, business can be facilitated via telephone and facsimile machine. The similarity of customs and language can make export trading less confusing for first-time exporters. For a background of Canadian economic and social indicators see Appendix 1.

Inspection and Registration Fees

As part of a Canadian government initiative to partially recover costs associated with providing inspection services, most federal departments charge fees to industry for inspection and product registrations, where required. Canada claims its fee structure is consistent with WTO provisions for national treatment, in that the fees apply equally to Canadian and foreign agricultural sales. Canadian government label review is currently provided free of charge to U.S. companies, but a cost recovery policy is expected to be proposed in the near future.

United States Trade With Canada

The U.S.- Canada Free Trade Agreement and the NAFTA

Effective January 1, 1998 the tariff provisions of the U.S.- Canada Free Trade Agreement removed all tariffs between the two countries with the exception of those products for which Canada implemented tariff rate quotas on January 1, 1995 (see commodity section). The provisions of the FTA were incorporated into the NAFTA to which Mexico is also a signatory. The NAFTA came into effect on January 1, 1994.

WTO Market Access Highlights

On January 1, 1995 the provisions of Uruguay Round multilateral trade negotiations, known as the World Trade Agreement (WTO), were implemented by signatory countries. Under the market access provisions of the six year agreement, member countries agreed to convert non-tariff barriers, such as import quotas, to tariff equivalents and reduce those tariffs by 36 percent on a simple average basis. Minimum access requirements were established and countries like Canada established special quantity-triggered import safeguards, or tariff rate quotas (TRQs), for agricultural products subject to tariffication. Under these TRQs, imports within access

are subject to low rates of duty, while imports over access face significantly higher rates. In November 1994, the Canadian government announced that for poultry and eggs, it would maintain its FTA/NAFTA commitment levels with respect to U.S. access under GATT/WTO.

Impact of the FTA and NAFTA on U.S. Agricultural Exports to Canada

During 1997, the value of U.S. agricultural exports to Canada reached \$6.8 billion, almost three and one-half times the recorded pre-"FTA/NAFTA level" of 1988. Most of this growth was real, taking place during a relatively low inflationary period.

The agreement not only reduced tariffs on trade between the two countries, it is fostering an improved trading relationship between buyers and sellers. Access to each other's markets is becoming more strongly based on supply and demand conditions, sound investment decisions, and good business practices. U.S./Canada Technical Working Groups continue efforts toward the harmonization of plant and animal sanitary and phytosanitary standards to eliminate costly paperwork and facilitate trade. While many non-tariff and technical barriers still limit trade in some areas, the FTA/NAFTA has increased the opportunity for U.S. agricultural exports to Canada. It has also increased U.S. awareness of Canada as a potential export market particularly among small and mid-size U.S. agricultural companies.

Documentation

All imports into Canada require the completion of a Canada customs invoice (can be found at www.rc.gc.ca/E/pbg/cf/ci1bp/readme.html), a bill of lading, and may require additional certification such as phytosanitary certification (can be found at www.aphis.usda.gov/export/pfaq577.html) for plants, or meat inspection certification (available through Central Supply, Landover, Maryland) from U.S. government agencies. (Refer to specific commodity sections within this handbook.) If tariff reductions under the FTA are to be claimed, shipments must be accompanied by a certificate of origin form (Form 434 can be found at www.customs.treas.gov/travel/forms.htm).

Export Services for U.S. Food & Agricultural Products

The AgExport Connections office of the Foreign Agricultural Service, United States Department of Agriculture provides programs, information, and services to U.S. exporters to aid in exporting U.S. food, farm and forest products to foreign markets. These programs include:

Trade Leads, which offers U.S. exporters timely information on foreign buyers who are seeking U.S. food and agricultural products. Trade Leads are received electronically from USDA's overseas offices and promptly made available to U.S. exporters by fax, computer and newspapers, trade journals and newsletters.

Buyer Alert, a biweekly newsletter, distributed by USDA's overseas offices, can introduce your food, farm and forest products including a product description, offer terms and information about your company to Canadian importers and foreign buyers around the world.

Foreign Buyer Database contains information on more than 15,000 foreign buyers of food, farm and forest products in 70 countries. Foreign Buyer Lists provide important information on each firm and type of products imported. To obtain information on these and other services contact:

AgExport Connections
Ag Box 1052
AGX/FAS/USDA
Washington, D.C. 20250-1052
Facsimile: (202) 690-4374

Foreign Buyer Lists:

Telephone: (202) 720-7103

Buyer Alert Announcements:

Telephone: (202) 690-3421

Trade Leads:

Telephone: (202) 690-3416

USDA's Foreign Agricultural Service home page "**FAS Online**" on the Internet is another source of foreign market research information, including the most recent "Country Reports" covering the production and trade developments of Canada's major agricultural commodities. The Internet address is: <http://ffas.usda.gov>

The state departments of agriculture and associated organizations also promote U.S. food and agricultural exports and are an additional valuable source of information. The National Association of State Departments of Agriculture (NASDA) represents all 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. In addition, there are four regional organizations associated with their respective departments of agriculture. Prospective exporters are encouraged to check with their respective state and/or regional organizations for assistance. A listing is presented in Appendix 3. USDA's Foreign Agricultural Service publishes a Food and Agricultural Export Directory that lists Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting agricultural and food products. Copies of the Directory are available from:

Information Division
Foreign Agricultural Service
U.S. Department of Agriculture
Room 5974- South Building
Washington, D.C. 20250-1004
Telephone: (202) 720-7115

Department of Commerce District Offices

Before exporting, U.S. firms are also encouraged to contact the nearest U.S. Foreign and Commercial Service (USFCS) district office of the Commerce Department's International Trade Administration. The district offices can provide up-to-date information on required export documentation and where to obtain required forms. Most Canadian forms are available from selected U.S. commercial printers. Each district office has a trade specialist who can provide assistance with export documentation. For a full listing of USFCS district offices, please see Appendix 4.

Customs Brokers

Some U.S. firms choose to obtain the services of a Canadian customs broker (a private company operating as a trade facilitator) to help them comply with Canadian import requirements and in some cases, market their product. For additional information you may contact:

Canadian Society of Customs Brokers
111 York Street
Ottawa, Ontario
Canada K1N 5T4
Telephone: (613) 562-3543
Facsimile: (613) 562-3548

After becoming familiar with the Canadian marketplace, some U.S. exporters take advantage of a special provision of Canada Customs rules which permits them to apply for Non-Resident Importer status. This enables them to control, sell, and distribute the product without intermediaries. One provision of the application for Non-Resident Importer is a requirement to make books and records available to Canadian Customs auditors and provide for their travel costs, if necessary, to their headquarters in the United States. Applications under this provision of Canadian Customs law should be made through Revenue Canada's Customs Border Services offices. A list is provided in Appendix 2.

Credit Checks

Besides the well-known private credit service checks that may be available, the U.S. Department of Commerce's International Trade Administration offers a World Trade Data Report (WTDR) service designed to verify the credit worthiness of companies in Canada. U.S. companies seeking more information on the WTDR service should contact the closest USFCS district office in the United States. The USFCS also offers additional services to help U.S. exporters.

The Canadian Food Inspection Agency

In April 1999, the Government of Canada consolidated all federally-mandated food inspection and quarantine services into a single agency called the Canadian Food Inspection Agency (CFIA). As a result, food inspection and quarantine services previously provided by Agriculture and Agri-Food Canada, Health Canada, Industry Canada and the Department of Fisheries and Oceans Canada are integrated under the CFIA. The responsibility of food safety policy and risk assessment remain with Health Canada. The CFIA administers and/or enforces the following acts of Parliament:

- Canada Agricultural Products Act*
- Consumer Packaging and Labeling Act*
- Feeds Act*
- Fertilizers Act*
- Fish Inspection Act*
- Food & Drugs Act (as related to food)*
- Health of Animals Act*
- Meat Inspection Act*
- Plant Breeders' Rights Act*

-Seeds Act

Packaging and Labeling

The Canadian Food Inspection Agency consolidates federal food label review under its "Single Access Food Labeling Service". The labeling service, designed particularly for new entrants in the marketplace who are not familiar with the Canadian regulatory system, is provided at specified regional locations across Canada (see Appendix 5 for a listing of offices). These offices coordinate the requirements of the aforementioned federal departments to simplify product approval and label compliance. It is recommended that U.S. exporters submit their labels to the regional office closest to the targeted marketing area.

The CFIA will provide advice on the labeling requirements of all the above listed acts. If sufficient information is provided with the submission, a complete label assessment can be accomplished in about two weeks. Detailed information on Canadian labeling requirements may be obtained from any of the regional access offices and on the Internet at:

<http://www.cfia-acia.agr.ca/english/food/label/home.html>

For information on the labeling requirements for fish products, turn to the commodity section entitled Seafood, on page 29 of this guide.

The basic packaging and labeling requirements necessary for U.S. agricultural exports to Canada are:

- * labels in English and French,
- * net quantities in metric,
- * list of ingredients,
- * durable life date (if shelf life 90 days or less),
- * common name of product,
- * company name and address,
- * minimum type size specifications,
- * conformity to standardized package sizes stipulated in the regulations, (which can differ from U.S. sizes), and
- * country of origin labeling.

Nutrition Labeling

Nutrition labeling on packaged foods sold in Canada is voluntary. However, U.S. and Canadian nutrition recommendations differ, and the nutrition information and format approved for food packages in the U.S. market is not permitted on food labels in Canada. Canada's Department of Health and Welfare Canada has issued guidelines for manufacturers who choose to display nutrition information on their labeled food products marketed in Canada. The minimum information necessary to constitute nutrition labeling is the heading "Nutrition Information", the serving size, and the "core list" of nutrients. The "core list" is comprised of energy value in calories and kilojoules, and the contents of protein, fat and carbohydrate in grams per serving. Inquiries and requests for copies of the guidelines for nutrition labeling should be directed to:

Nutrition Evaluation Division
Bureau of Nutritional Sciences, Food Directorate

Health Protection Branch, Health Canada
Banting Bldg., P.L. 2203A, Tunney's Pasture
Ottawa, Ontario, Canada K1A 0L2
Telephone: (613) 957-0352
Facsimile: (613) 952-7767

Test Marketing: Processed Food Products

Canada's Processed Product Regulations permit the test marketing of domestically manufactured or imported processed food products which may not meet packaging, labeling, or compositional requirements of the regulations. The amendments are designed to facilitate the marketing of new products in Canada and improve consumer access to a variety of products currently in other countries, but not available in Canada. In the case of imported foods, applications for test marketing must be submitted to the Canadian Food Inspection Agency by the Canadian importer who may be granted authorization to test market a food product for a period of up to 2 years. Further information on eligibility requirements is available from:

Director, Processed Products
Dairy, Fruit & Vegetable Division
Agriculture & Agri-Food Canada
59 Camelot Drive
Nepean, Ontario
Canada K1A 0Y9
Telephone: (613) 225-2342
Facsimile: (613) 228-6632

Food Samples to Canada

Samples of food products for research, evaluation, or display at food exhibitions are permitted entry, but may not be sold in Canada. If the commercial samples contain animal products such as meat or cheese, a declaration of importation must be provided at the port of entry. The blank form in Appendix 6 may be reproduced for this purpose. Entry at the border will be facilitated if U.S. exporters show proof of their food exhibition participation and that the products are of U.S. origin. Up to 10 samples are permitted entry, but the weight of each may not exceed 100 kilograms (about 220 pounds). Entries for personal consumption are generally restricted to 20 kg.

Canada's Food & Drug Act and Regulations

Canada's Food and Drug Act and Regulations prescribe food ingredients, food additives, and chemical residue limits of foods for sale. The federal Department of Health and Welfare (H&W) administers the regulations. Most foods approved for sale in the U.S. would comply with Canadian food and drug regulations. Differences, however, can occur in the permissible levels and uses of food colorings and food preservatives and in maximum residue limits for agricultural chemicals. Some agricultural chemicals approved for use in the United States are not registered in Canada. As a result, these pesticides are deemed to have a zero tolerance in Canada. Foods which contain unregistered pesticide residues above 0.1 parts per million are deemed to be adulterated under Section B.15.002(1) of Canada's Food and Drug Regulations. The goods are subject to detention, destruction, or return.

Canadian regulations on food flavoring are not comprehensive. Health Canada officials approve flavorings on a case by case basis only. Health Canada requires manufacturers to submit a formal request describing the intended use and levels of flavorings not specified in the regulations. This must be supplied together with information relating to the estimated intake of the flavoring by the consumer under normal consumption patterns. Specific questions relating to ingredients, food additives, and chemical residue limits may be directed to:

Additives inquiries:

Bureau of Chemical Safety
Health Protection Branch
Health Canada
Frederick G. Banting Building
Tunney's Pasture
Ottawa, Ontario Canada K1A 0L2
Telephone: (613) 957-1700

Pesticides inquiries:

Pest Management Regulatory Agency
Health Canada
2250 Riverside Drive
Ottawa, Ontario K1A 0K9
Telephone: (613) 736-3401

Dietary Supplements

The marketing of certain dietary supplements, homeopathic remedies, and herbal ingredient products in Canada may be classified as nonprescription drugs if they contain certain levels of vitamins and minerals or possess pharmacological properties which lead to their promotion or use for disease prevention or treatment. U.S. exporters of these products are advised to seek clarification of the status of these products from:

Drug Assessment Officer
Bureau of Pharmaceutical Assessment
Health Canada
1600 Scott Street, 4th Floor
Holland Cross, Tower "B"
Ottawa, Ontario
Canada K1A 1B6
Telephone: (613) 954-6497

Trade Marks

The federal agency responsible for registering trade-marks in Canada is the Trade-marks Office, part of a larger agency called the Intellectual Property Office, which is part of Industry Canada.

Registered trade-marks are entered on the Trade-mark Register and can provide U.S. companies direct evidence of ownership. Trade-mark registrations are valid for 15 years in Canada.

To register a trade-mark, an application (with fee) must be sent to the Trade-marks Office. In most instances, a trade-mark must be used in Canada before it can be registered. The Trade-marks Office advises that companies hire a registered trade-mark agent to search existing trade names and trade-marks. It will provide a list of registered agents upon request. For further information on making an application for a trade-mark in Canada, contact:

The Trade-Marks Branch
Canadian Intellectual Property Office
Industry Canada
50 Victoria Street
Place du Portage, Phase 1
Hull, Quebec
K1A 0C9
Telephone: (613) 997-1936

Best Prospects

Canadian imports of U.S. high value products have demonstrated strong, consistent annual growth following the implementation of the U.S./Canada Free Trade Agreement (FTA) on January 1, 1989.

In the five year period ending 1997, U.S. agricultural exports to Canada climbed more than 28 percent to \$US 6.8 billion. Most of the increase over the period was attributable to the growth in exports of consumer-oriented agricultural products which totaled \$4.9 billion and accounted for nearly three-quarters of total U.S. agricultural exports to Canada. However, exports of U.S. bulk agricultural products to Canada showed the sharpest rate of growth during 1993-1997, rising 42 percent to \$529 million. Rising market prices for coarse grains were a major contributing factor, but increases were also noted for rice, cotton and peanut exports. The following U.S. agricultural products are those that have shown consistent recent sales increases to Canada or remain among the best prospects for future export growth.

Fresh Vegetables

U.S. exports of fresh vegetables to Canada reached \$747 million in 1997, the highest level on record. In recent years, increased globalization of trade has resulted in the decline of the U.S. share (on a value basis) of Canada's total import market for fresh vegetables from 84 percent in 1994 to 81 percent during 1997. However, Canada remains the number one market for U.S. exports of fresh vegetables. On a per capita basis, Canada has one of the highest consumption rates of fresh vegetables in the world. In Canadian retail grocery stores, more space is devoted to fresh produce than any other food sector. The pattern of Canadian immigration over the last decade has shifted from that of European origin to Asian origin whose traditional dietary habits include large amounts of fresh vegetables. Due to climatic factors, the domestic growing season for fresh vegetables is short, but Canadian year-round demand for imported fresh vegetables from the United States is enhanced by a modern transportation and wholesale network that can provide Canadian buyers with prompt delivery. The FTA/NAFTA has eliminated tariffs on U.S. vegetables including Canadian seasonal duties on U.S. exports during the local marketing season.

Baked Goods (Cookies, Breads, Crispbreads, Pies, & Crackers)

Canadian imports from the United States in this category reached \$276 million during 1997. Formerly a net

exporter of baked goods, Canada's baked goods industry experienced a turnaround in international trade in the 1990's with the value of imports exceeding exports. Most of the increase in imports has been to the benefit of U.S. exporters, a trend which is expected to continue into 1998 and beyond. Larger U.S. bakery plants that are more automated and more efficient than their Canadian competitors are well positioned to service large Canadian metropolitan centers close to the border. Canadian import licenses on wheat and flour products (including bread, buns, bagels, rolls, pastry, cakes, and muffins) are no longer required on imports from the United States. The diminishing tariff rates (duty-free on January 1, 1998) under the FTA increased the competitiveness of U.S. bakery products in Canada. Many large Canadian grocery chains offering house brand baking products are turning to U.S. manufacturers for their finished baked goods and medium-sized U.S. bakery product manufacturers are filling niche markets for mixes and frozen baked goods in the Canadian foodservice sector. Canadian consumers are demanding a wide range of ready-to-eat baked goods. Independent studies indicate a growth in consumption patterns for virtually all baked good categories with the exception of white bread.

Fruit and Vegetable Juices

Imports from the U.S. in 1997 reached \$236 million. Canada is dependent on imports of fruit and vegetable juices (fresh or frozen) to meet total market demand. Strong gains have been made in the mixed juice categories, but orange still leads, with apple and grape sharing 23 percent of total juice sales. Best prospects include the retail market segment, custom retail packaging for Canadian distributors, and new products and blends in new packaging. On a value basis, imports from the United States are forecast to maintain a more than 50 percent share of the total market in 1998.

Pet Food (Dog & Cat)

Although imports from the U.S. held steady at \$191 million during 1997, prospects point to future increases. Several pet superstores have opened in major Canadian cities and the popularity of dogs and cats as pets in Canada continues to be strong. The total market for pet food in Canada doubled during the 1980's and has continued strong throughout the early 1990's to reach about \$650 million. Imports from the U.S. captured more than one-quarter of the market in 1997. Canadian pet owners are becoming increasingly conscious of the nutritional qualities of pet food which has led to the emergence of a premium and special diet sub-sector of the pet food market, largely served through specialty pet food retail stores. Canadian retail grocery stores are the other important outlet for retail pet food sales. While dog food remains the largest market segment, the cat food category has been growing in importance reflecting an increasing number of pet cats. Modern urban lifestyles, including a growing number of two wage earners, has contributed to a rise in the number of Canadian families choosing cats as pets.

Breakfast Cereals, Mixes & Doughs

Imports from the U.S. in 1997 reached \$132 million, nearly 25% of the total Canadian market estimated at about \$510 million. A growing awareness of the importance of fiber in the diet has resulted in strong growth in the breakfast cereal market in Canada. Competition in the Canadian ready-to-eat (RTE) breakfast cereal market is heavy (about one hundred cereal brands) but the market is growing, particularly in the children's segment. In the adult segment, market research firms report increasing sales of hot cereals which appeal to consumer demand for nutritious oatmeal and multi-grain cereals especially during the colder months. Although the major U.S. cereal manufacturers have production facilities in Canada, some product lines are imported from the United States. The average annual rate of growth for exports of U.S. breakfast cereals and mixes to Canada since 1993

is more than 8 percent and prospects suggest continued future gains as U.S. market share rises.

Tomato Ketchup, Sauces, and Condiments

This category benefitted greatly from tariff elimination under FTA/NAFTA because the pre-agreement rates were among the highest in Canada's tariff schedule. Imports from the U.S. in 1997 reached \$128 million, an 8.5 percent increase from the year earlier level. Tomato based sauces were the category leader accounting for nearly half of the total, but U.S. exports of salad dressing and other condiments are registering strong annual increases. Growing demand in Canada's food service industry has resulted in sharp gains in U.S. exports of tomato ketchup, sauces, and mixed condiments. Specialty sauces, such as salsa, have become popular both at the restaurant and retail grocery level as a compliment to increasing consumption of corn based snack foods (i.e., nachos and tortillas).

Animal Feeds

Imports from the U.S. rose to \$111 million during 1997. The Canadian market for prepared animal feeds (livestock, poultry, horses, fish, etc.) and feed supplements showed steady annual growth throughout the early 1990's. The trend is expected to continue reflecting increasing Canadian hog and poultry numbers and continued strong demand for specialty feeds. Although the annual rate of increase may fluctuate with the vagaries of livestock feed prices, imports from the U.S. are forecast to capture an increasing share of the market over the next few years.

Nursery and Greenhouse Plants

Following modest annual increases in the early 1990s, imports of U.S. live plants, cuttings, foliage, and cut flowers during 1997 rose nearly 12% from a year earlier and reached \$103 million. Both residential and commercial demand for live plants is increasing in Canada as consumers and commercial landscapers fuel a trend to the rising popularity of indoor and outdoor gardening and landscaping evidenced in a multitude of television and radio media shows and print features and an increase in live plant retailing. In 1997, U.S. and Canadian plant health officials introduced the Greenhouse Certification Program which greatly facilitates entry requirements for U.S. greenhouse-grown products into Canada (see Commodity Section). Prospects for future U.S. sales increases appear bright given the outlook for increasing demand and a goal by plant health officials to introduce a Nursery Certification Program.

Wine and Beer

Canadian imports of U.S. wine and beer surpassed the \$100 million mark for the first time in 1997. In recent years, Canadian consumers have demonstrated a greater willingness to try wines from other countries. Although U.S. exports of wine face stiff competition from traditional European wine exporting countries and from southern hemisphere wine producers, the outlook for growth in U.S. sales of wine is bright. The United States holds nearly 40 percent of the Canadian import market for beer, but restrictive regulatory policies in Canada limit growth in the import market for beer at modest levels.

Salted Snack Food (Potato Chips, Popcorn, Prepared Nuts, Pretzels, and Corn Chips)

Canadian imports of salted snack foods from the U.S. in 1997 reached \$83 million, nearly double the 1990 level. Strong future growth is forecast for Canada's salted snack food market which was valued at \$600 million

in 1996. The potato chip is the undisputed leader of Canadian snack foods with an estimated 60 percent share of total salted snack food sales (1996). However, Canadian consumers are beginning to purchase a wider range of salted snacks. Corn-based nachos and tortilla chips (for dipping) are increasing in popularity, as are salted snack mixes.

Processed Beef and Pork

The category includes stews, hot dogs, and prepared meals, corned beef and luncheon meats. Imports from the United States in 1997 jumped to \$92 million, a 14 percent increase from the year earlier level. Prospects remain favorable for future gains with duty-free status under NAFTA and as Canadian wholesale buyers and shoppers become more familiar with U.S. brands.

Rice

Imports of U.S. rice totaled \$76 million in 1997, a more than 50 percent increase since 1993. The dominance of Asian origin immigrants in the 1990s, a trend to lighter, healthier eating and the increased use of rice in foodservice menu items boosts prospects for U.S. exporters to capture an important share of the rising Canadian demand for rice. Of U.S. exports of bulk commodities to Canada, rice holds promise to make important future sales gains in Canada.

Frozen French Fries

In recent years, access to the Canadian market for U.S. frozen french fries was severely restricted by onerous packaging and labeling regulations which limited U.S. sales to a fast growing demand for frozen french fries by Canadian fast-food, hotel, restaurant, and institutional buyers. Following pressure from the U.S. government, new Canadian regulations were implemented in late 1995 which improved U.S. market access but restrictive weight declarations for shipping containers remained and limited U.S. exports. It is hoped that following renewed U.S. government and industry complaints that Canadian frozen french fry package size regulations will be eased further during 1998 and dramatically improve future prospects for U.S. frozen french fry exports to Canada. If this is the case, U.S. exports to Canada, which reached \$15 million in 1997, are expected to double by the year 2000.

Commodity Section

Horticultural products account for more than 45 percent of Canada's nearly \$7.0 billion imports of agricultural products from the United States. Fresh fruit and vegetable imports make up the most important component. Fresh lettuce was leader in 1997 with Canadian imports from the United States reaching \$120 million, followed by fresh grapes at \$113 million. Canadian demand during 1997 for fresh U.S. tomatoes reached \$98 million, while fresh oranges and apples from the United States reached \$92 million and \$62 million, respectively.

Fresh Fruits and Vegetables

Canadians have one of the highest per capita consumption levels of fresh fruits and vegetables in the world. Though Canadians live in a climate that severely limits the availability and variety of domestically grown produce, they have become accustomed to a wide variety of imported fresh fruits and vegetables and recent immigrants are demanding fresh produce of the types familiar to them in their homelands, such as Chinese

vegetables. Canadians expect and demand high quality produce.

Structure of the Market

Similar to that of the United States, the Canadian marketplace for fresh produce operates on three main levels: the grower, the wholesaler, and the retailer. Within this structure, the major importers are the wholesalers, along with the major retailers (chain stores). Most imported fruit and vegetables are destined for the main population center in each Canadian province. Wholesalers that operate from large produce terminals and chain stores dominate imports into the large cities of Toronto, Montreal, and Vancouver. These metropolitan areas account for about 30 percent of the Canadian population. Smaller supermarket chains, groups, specialty produce stores, and distributors to the food service industry depend heavily on the food terminals and importers/wholesalers for their produce. In addition, the major retailers, who import directly, also purchase an important share of their fresh produce from the independent wholesalers.

Summary of Requirements for Exporting Fresh Fruits and Vegetables

U.S. exporters must:

- * comply with Canadian grade standards and packaging regulations,
- * obtain Canadian confirmation of sale form (information regarding this form can be found at www.cfia-acia.agr.ca/english/actsreg/license/sched4-2.html). Consignment selling is prohibited,
- * obtain special waiver of standard container regulations for bulk products,
- * file a Canada Customs invoice (can be found at www.rc.gc.ca/E/pbg/cf/ci1bp/readme.html).

All fruits and vegetables imported into Canada must meet specific standards and packaging regulations laid out under the Canada Agricultural Products Act.

Beginning in 1995, Canada dropped the mandatory requirement (except for apples, onions, and potatoes) that U.S. exports of fresh produce be accompanied by USDA Agricultural Marketing Service (AMS) certification that the produce meets Canadian import requirements. Some U.S. exporters still choose to obtain AMS certification as evidence that the produce left the shipping point in grade and condition.

In 1997, the Canadian Food Inspection Agency (CFIA) eased the standard container size requirements for apples (under the Fresh Fruit & Vegetable Regulations) by means of a two-year test market. The change increases to 200 kg (from 25 kg) the size of permissible shipping containers for fresh U.S. apples and eliminates all container-size restrictions for U.S. apples destined for processing in Canada.

Canada Customs requires an invoice form for all shipments (can be found at www.rc.gc.ca/E/pbg/cf/ci1bp/readme.html). A copy should accompany the bill of lading. Canada Customs invoices are available at commercial printing establishments throughout the United States. For information about the nearest commercial printer, who may be selling the forms, contact a district USFCS office of the Department of Commerce.

Canada requires all foreign shippers to place a grade on consumer size packages for which Canadian grades are established. The law also requires lettering for country of origin with the grade and weight (in metric) printed in a letter size directly proportional to the size of the package display surface.

Consignment selling of fruits and vegetables into Canada is prohibited by law and a confirmation of sale form is

required for entry (information regarding this form can be found at www.cfia-acia.agr.ca/english/actsreg/license/sched4-2.html). Only produce that is pre-sold will be released at the border by Canada Customs.

Where grades and standard container sizes are established in Canadian regulation, bulk imports require a special exemption from the Canadian Food Inspection Agency. This exemption is not granted unless there is a shortage of domestic supply.

To ensure eligibility of products for free duty status for U.S. produce under the FTA/NAFTA, U.S. exporters should provide a copy of the Exporter's Certificate of Origin to their Canadian contact and maintain documentation to support certification to be eligible for the free rate (Form 434 can be found at www.customs.treas.gov/travel/forms.htm). For further information on regulations (package sizes, etc.) please contact:

René Cardinale
Dairy, Fruit, and Vegetable Division
Canadian Food Inspection Agency
59 Camelot Drive
Nepean, Ontario, Canada K1A 0Y9
Telephone: (613) 225-2342

Special Free Trade Agreement Provision for Horticulture

Although the last remaining duties on all fresh fruits and vegetables (including seasonal duties) were phased out on January 1, 1998, the terms of the U.S./Canada FTA stipulate that both countries retain the right to revert temporarily to pre-FTA tariff rates on fresh fruits and vegetables, a “snapback” provision that was incorporated into the NAFTA. This may occur when a certain import price and planted area have been reached. Canada has invoked this section of the agreement three times, applying the pre-FTA duty rate for a short period to fresh U.S. asparagus, fresh peaches, and fresh tomatoes. The special FTA snapback provision for fresh fruits and vegetables is effective until the year 2008.

Board of Arbitration Dispute Settlement Mechanism

All dealers (buyers) in fresh fruits and vegetables must be licensed under Canadian licensing and arbitration regulations. The regulations dictate the terms, conditions, and the responsibilities of license holders and also stipulate that parties to a transaction may file a complaint against a licensee for violation of any standard in the regulations. A formal complaint process, administered by the Licensing and Arbitration Board, handles complaints from contracting parties on claims for damages. For U.S. shippers, most complaints relate to failure by the Canadian buyer to accept or account for delivered produce. Complaints will be accepted by the Licensing and Arbitration Board if filed within 9 months of the realization of a breach of standards. For U.S. shippers, the first step in filing a complaint is to contact the chief of Licensing and Arbitration (Fresh Products Section), Canadian Food Inspection Agency, telephone (613) 225-2342. The complaint procedure requires a disclosure of transaction details and copies of documentation. Arbitration can be a lengthy procedure. To avoid costly disputes, firms are advised to check the credit worthiness of all foreign customers. Some U.S. companies have expressed dissatisfaction with Canada's arbitration procedures. The NAFTA Advisory Committee on Private Commercial Disputes Regarding Agricultural Goods has been established under Article 707 of the NAFTA. A proposal for a new system which would operate across all NAFTA countries could emerge in the near future.

Processed Fruits and Vegetables

Summary of Requirements for Exporting

In addition to the general packaging and labeling requirements for U.S. agricultural exports to Canada summarized on page 11, U.S. processed fruits and vegetables exported to Canada must meet Canadian requirements for:

- * Grade
- * Container size

Under the Canada Agricultural Products Act, the Canadian Food Inspection Agency (CFIA) regulates all processed fruit and vegetable production and trade. The regulations apply to the grading, packing, and marketing of Canadian and imported products.

Many processed fruit and vegetable products must comply with the prescribed container sizes laid out in the regulations. This can create difficulties when the container sizes are different from the ones normally used by U.S. firms.

Under a regulatory change in December 1995, U.S. exporters have been able to sell processed horticultural products, for which Canadian grades and container size regulations exist, in foodservice-sized containers less than 20 liters or 20 kilograms. However, the shipping container must be marked in metric multiples of 500 grams. However, a regulatory change to exempt frozen french fries (see next subsection) from the metric multiple rule is anticipated in 1998.

Canada's grades and standards for processed fruits and vegetables and complete lists of standardized container sizes can be viewed at the following CFIA Internet site:

<http://www.cfia-acia.agr.ca/english/actsregs/process/home.html>

Frozen French Fries

Canadian imports of U.S. frozen french fries outpaced the growth of all other major U.S. processed horticultural exports during 1997 and the value increased by more than 50 percent from the 1996 level to \$15.5 million. Improved access to the Canadian foodservice market and a growing demand for frozen french fries by fast-food restaurants, point to continued growth in the Canadian market for U.S. exporters. Projected to exceed \$20 million in 1998, the potential exists for double-digit annual increases over the next several years.

Summary of Requirements for Exporting

Canada's Processed Product Regulations govern the import requirements for frozen french fries. For sales to the retail market, full packaging and labeling requirements apply, including English and French language labels and metric size bags. The largest retail bag permitted is 2.0 kg. A regulatory change in December 1995 allows U.S. exporters to sell frozen french fries to foodservice customers in Canada in traditional U.S. wholesale shipping containers comprising six, 5 pound bags provided that the inner bags are unmarked to prevent their sale at retail. However, the shipping container must be marked in metric multiples of 500 grams, which in the case of a 30 pound shipping container, means that the shipping container must be marked 13.5 kilograms net

weight, even though the contents actually weigh more than 13.6 kilograms. The provision of the Processed Products Regulations that permits imports of processed products in sizes greater than the standardized sizes stipulated in the regulations is known as the "Larger than Large" (LTL) regulation. It applies equally to Canadian and foreign food processors and extends to other processed horticultural products for which the regulations provide grades and standards. A regulatory proposal was published in the Canada Gazette, Part I, during the spring of 1998. The amendment, which could come into force later in 1998, would permit common shipping container sizes for U.S. frozen french fries sales to foodservice customers in Canada and would provide an exemption for frozen french fries from the current restrictive 500 gram metric multiple rule.

U.S. exporters interested in marketing processed horticultural products to the fast-food, hotel and institutional trade in Canada and to Canadian food manufacturers who demand raw products packaged in sizes larger than retail, are advised to contact the following official prior to export:

Michel Saumur
Chief, Imports
Canadian Food Inspection Agency
Dairy, Fruit, and Vegetable Division
59 Camelot Drive
Nepean, Ontario
Canada K1A 0Y9
Telephone: (613) 225-2342
Facsimile: (613) 228-6632

Cut Flowers, Foliage, Fresh Herbs

Summary of Requirements for Exporting

Canada's Plant Protection Act governs regulations for cut flower and foliage imports. There are no restrictions on cut flowers and cut foliage imported from the United States. A phytosanitary certificate is not required. However, the items must be free of soil and are subject to inspection by federal plant health authorities. If plant pests are found, the Canadian Food Inspection Agency has the power to refuse the shipment, destroy it, or recommend that it be treated at the importer's expense.

Fresh herb exports to Canada fall under regular produce licensing regulations. Herbs may require chemical residue testing and phytosanitary regulations may also apply. For further information provide the following office with a product listing including the name of the county and state in which they are grown. From this information, the Canadian Food Inspection Agency will determine which testing may apply.

Marcel Dawson
Senior Commodity Officer
Forestry/Trees/Nursery Plants
Plant Protection Division
Canadian Food Inspection Agency
59 Camelot Drive
Ottawa, Ontario Canada K1A 0Y9
Telephone: (613) 225-2342
Facsimile: (613) 228-6602

Nursery Stock, Plants/Materials

Import Permits

Although there are no quantitative restrictions on plant imports, the Canadian importer may need to obtain a permit to import (information regarding this permit can be found at www.cfia-acia.agr.ca/english/plant/protect/d-97-04e.html). The Plant Protection Division of the Canadian Food Inspection Agency issues this permit to allow import of nursery stock, other plants, and plant material. It is the responsibility of the importer to obtain the permit before the shipment arrives in Canada. Most permits are valid for 1 year and can cover unlimited quantities of unrestricted material (information regarding this permit can be found at www.cfia-acia.agr.ca/english/plant/protect/d-97-04e.html). Permits are available from the Canadian Food Inspection Agency's Plant Protection Division (see address above).

Phytosanitary Certificates

The Canadian Food Inspection Agency requires that a USDA phytosanitary certificate (can be found at www.aphis.usda.gov/export/pfaq577.html) accompany the shipment of most nursery stock, other plants, and plant material. This official document certifies that the plants or plant products have been inspected according to USDA procedures and are considered to conform with Canada's plant health regulations for imports.

U.S. plant exporters to Canada should contact the nearest regional office of the Plant Protection and Quarantine Division of USDA's Animal and Plant Health Inspection Service before exporting. Also, the exporter should be certain that the Canadian importer has determined from the Canadian plant health inspection authorities whether an import permit will be required.. (information regarding this permit can be found at www.cfia-acia.agr.ca/english/plant/protect/d-97-04e.html)

U.S. Greenhouse Certification Program

In 1997, the United States Department of Agriculture and the Canadian Food Inspection Agency announced the Greenhouse Certification Program to facilitate the freer movement of low-risk greenhouse-grown plants between the United States and Canada in an effort to eliminate paperwork through the recognition of mutually acceptable standards. Under the program, eligible greenhouse-grown plants certified under the U.S. Greenhouse Certification Program may enter Canada without a Permit to Import or a Phytosanitary Certificate when an export certification label is affixed to the shipping documents. Eligible plant genera qualifying under the Greenhouse Certification Program include those plants commonly known and recognized as indoor foliage, flowering plants and bedding plants intended for planting indoors or outdoors such as the following:

- aquatic plants
- bedding plants (incl. vegetable transplants)
- cacti
- flowering plants
- foliage plants
- herbaceous perennials
- orchids
- potted bulb plants
- succulents

U.S. greenhouse plant exporters wanting to learn more about the U.S. Greenhouse Certification Program and

how it can facilitate their exports to Canada should contact the nearest regional office of the USDA's Animal and Plant Health Inspection Service. For more detailed information on compliance with Canadian import requirements for live plants and nursery products see the CFIA's Plant Protection Division Internet Site at:

<http://www.cfia-acia.agr.ca/english/aniplant/plantprot/>

Many U.S. live plant and cut flower exporters promote the sale of their products at Canadian trade shows that focus on the floriculture and nursery products industries. A list of the major shows is presented in the Trade Show Section.

Organic Fertilizers

Canadian Import requirements for animal and organic-based fertilizers are administered under the Fertilizer Act. Products must be registered (fees are applicable) for sale in Canada and the U.S. exporter must retain a Canadian agent with signing authority. Products must comply with the standards laid down in the regulations and proof of efficacy is required for product claims. This may require test trials in Canada. For products which are animal based, a special import permit may be required. Certain organic-based fertilizers may be exempt from registration. Canada's Fertilizer Regulations can be viewed on the Internet at:

<http://www.cfia-acia.agr.ca/english/actsregs/fert/fertrege.html>

or, for further information on registration, labeling and standards information, contact:

Brian Radey
Plant Products Division
Canadian Food Inspection Agency
59 Camelot Drive
Ottawa, Ontario
Canada K1A 0Y9
Telephone: (613) 225-2342

To inquire about requirements for animal-based fertilizers, contact:

Darlene Blair
Feed & Fertilizer Division
Canadian Food Inspection Agency
59 Camelot Drive
Ottawa, Ontario
Canada K1A 0Y9
Telephone: (613) 225-2342

For a listing of Canadian nurseries and garden trade shows, contact:

Marilyn Bailey
Agricultural Marketing Assistant
Office of Agricultural Affairs

U.S. Embassy, Ottawa
Telephone: (613) 238-4470 Ext. 267
Facsimile: (613) 233-8511

Fresh and Processed Red Meats

Canadian imports of U.S. fresh and frozen beef and veal totaled over \$264 million in 1997. Imports of U.S. fresh and frozen pork reached \$76 million. Imports of U.S. processed beef and pork products registered a record \$92 million during 1997.

Summary of Requirements for Exporting

U.S. exports of fresh and processed meats to Canada must:

- * be certified by USDA,
- * originate from USDA federally inspected premises,
- * be approved for export to Canada by USDA's Food Safety Inspection Service,
- * conform to limitations on package sizes for certain processed meats,
- * meet grade labeling and recipe disclosure requirements, and
- * identify country of origin on label.

Canada has no quantitative restrictions on imports of U.S. pork or beef. Under the U.S.- Canada FTA, both parties agreed to exempt each other from provisions of their respective meat import laws. However, exports of chicken and turkey to Canada are subject to import controls administered by the Canadian government (see poultry meat section). All meat imports into Canada must comply with the regulations set out under Canada's Meat Inspection Act. Essentially, meats and meat products imported into Canada must meet all the requirements expected of Canadian produced meats, plus a few foreign country identifiers. Important requirements for U.S. exporters are the restrictions on the package sizes for many processed meat products. Sliced bacon, wieners, and sliced, ready-to-eat meats must conform to specified weights.

Canada's Beef Grading System

Agriculture and Agri-Food Canada eased grade labeling requirements for beef in July 1996. The changes facilitate the marketing of U.S. beef in Canada and allow U.S. meat packers to export wholesale beef cartons to Canada employing the statement "or higher" in conjunction with a single USDA grade label description (e.g., USDA Select or Higher). In addition, the designation of multiple USDA grades is permissible (i.e., USDA Select/USDA Choice). Formerly, the regulations stipulated that only single grade designations were permitted and mixed grades were prohibited. The 1996 changes recognize the industry norms in the marketing of U.S. beef and eliminate an important restriction to the marketing of U.S. beef in Canada. Since January, 1995 the government of the province of Ontario implemented a requirement that Ontario retailers of beef (excluding food service) grade label beef cuts offered to Ontario consumers. While Canadian beef will carry the Canadian grade designations at retail, imported beef cuts must be identified using the grading nomenclature of their country of origin.

As a first step to marketing beef in Canada, U.S. firms are encouraged to contact the Meat and Poultry Products Division of the Canadian Food Inspection Agency. There, they can obtain additional information on meat inspection regulations that govern packaging, labeling, ingredient listing, recipe disclosure policy, etc. Labeling requirements for wholesale containers are less stringent than for retail packages. For further information please

contact:

Meat and Poultry Products Division
Canadian Food Inspection Agency
59 Camelot Drive, Room 204
Nepean, Ontario
Canada K1A 0Y9
Telephone: (613) 225-2342

Meat products exported to Canada from the United States must originate from approved USDA federally inspected establishments and be accompanied by an official meat inspection certificate (available through Central Supply, Landover, Maryland). Questions regarding eligibility for export to Canada should be directed to:

Export Coordination Division
Food Safety and Inspection Service
USDA
Washington, DC 20250
Telephone: (202) 720-7420

As part of a reciprocal agreement with the United States, Canada operates a border re-inspection system whereby randomly chosen arrivals of U.S. meat are directed to privately owned border re-inspection stations. New U.S. entrants to the Canadian market can expect to have their first ten export shipments directed to one of these border re-inspection stations. For more information on border re-inspection contact the Canadian Food Inspection Agency or USDA offices listed above.

Under the FTA/NAFTA tariff provisions, all imports of U.S. fresh, frozen, chilled, or processed beef and pork from the United States enter Canada duty free.

Poultry Meat and Eggs

Beginning in the early 1970s, Canada protected its domestic markets for poultry with import quotas on chicken, turkey, shell eggs, egg products, broiler hatching eggs and chicks.

Under implementation of the WTO Agreement on Agriculture in 1995, Canada eliminated its quantitative import restrictions on poultry and eggs and imposed tariff rate quotas (TRQ) on these products. While granting the NAFTA tariff reductions provisions to U.S. exports within the TRQ (zero duty for all U.S. poultry and egg products beginning January 1, 1998), Canada applies prohibitively high tariffs to imports above WTO or NAFTA access levels. Under chapter 20 of the NAFTA, the United States challenged the application of the high, over-access tariffs, but a NAFTA panel ruled in Canada's favor in December 1996 and Canada announced it would continue to apply tariff rate quotas on these products. As a result, U.S. exports above the TRQ are assessed prohibitively high rates of duty. For example, imports of U.S. broiler chicken cuts, fresh or frozen above the TRQ, are assessed an over access commitment duty of 263.5%.

Poultry and egg products remain on Canada's Import Control List and Canadian importers of these products must be in possession of an import permit issued by Canada's Department of Foreign Affairs and International Trade for within TRQ imports. Over TRQ imports can enter under a general import permit. Listed below are

the approximate levels of U.S. access to the Canadian market for certain poultry products during 1998 before the application of the over access commitment tariff rates:

- Chicken: 56,500 metric tons
- Turkey: 5,140 metric tons
- Shell eggs & egg products: 13.1 million dozen
- Broiler hatching eggs & chicks: 10.0 million dozen (egg equivalents)

Chicken

U.S. access to Canada's chicken market is determined by a NAFTA formula of 7.5% of the previous year's Canadian production of chicken as published by Statistics Canada. For 1997, the GOC announced the chicken tariff rate quota (TRQ) at 54,893 metric tons. However, the NAFTA agreement recognizes a supplementary import system which allows additional imports when Canadian supplies fail to meet market demand. With chicken demand in Canada at an all time high during 1997, imports of supplementary chicken from the United States boosted total Canadian chicken imports to approximately 84,000 metric tons, more than 50% above the TRQ and nearly 20% above total chicken imports a year ago. Under the new national production allocation system of the Canadian Chicken Farmers (the national organization representing Canadian chicken farmers), designed to more closely match supply with demand, supplementary chicken imports in 1998 may not grow as they did in 1997. Canada's 1998 chicken TRQ is expected to be approximately 56,500 metric tons reflecting the growth in 1997 Canadian chicken production.

Fowl

There is no TRQ on live fowls or fowl meat (i.e., import allocations are freely issued) and the market is reportedly firm for both domestic and U.S. fowl. Technical advances in mechanical deboning make fowl meat a practical substitute for broiler chicken in certain further processed items. Fowl meat imports from the United States in 1998 are forecasted to reach 50,000 metric tons.

Turkey

Similar to chicken, U.S. access to Canada's turkey market is determined by a NAFTA formula (3.5% of the targeted turkey production announced by the Canadian Turkey Marketing Agency. For 1997, the turkey TRQ was 4,915 metric tons. According to preliminary Agriculture and Agri-Food Canada data, turkey imports from the United States in 1997 exceeded 6,000 metric tons reflecting additional imports under supplementary import allocations. The 1998 Canadian TRQ for turkey is expected to be 5,140 metric tons given the anticipated modest increase in 1998 Canadian turkey production.

Inspection/Regulations

U.S. exports of fresh and processed poultry meats to Canada must comply with the health, inspection and packaging and labeling regulations for poultry detailed in Canada's Meat & Poultry Inspection Regulations. To be eligible to export poultry meat and poultry meat products to Canada, U.S. exporters must ensure that the product:

- * Originates from USDA federally inspected premises.
- * Is approved for export to Canada by USDA's Food Safety Inspection Service.

- * Conforms to limitations on package sizes for certain processed meats.
- * Meets recipe disclosure requirements for formulated products
- * Meets bilingual (English & French) and metric labeling requirements for retail products.
- * Identifies country of origin on label.

Schedule II of Canada's Meat & Poultry Inspection Regulations stipulates the standard package size requirements for processed poultry products such as sausages, sliced meats and poultry wieners. The Internet site where Schedule II can be viewed is:

<http://www.cfia-acia.agr.ca/english/actsregs/meatreg/home.html>

According to U.S. Bureau of Census data, the value of Canadian imports of U.S. poultry meat in 1997 reached \$202 million in 1997, more than 19 percent greater than a year earlier. Canadian demand for chicken meat led the increase. Imports of U.S. eggs and egg products totaled \$53 million during 1997.

Dairy Products

Similar to poultry meat, Canada applies tariff rate quotas (TRQs) on imported dairy products (and margarine) and prohibitively high tariffs to imports above WTO access levels. The Canadian importer must be in possession of an import permit issued by the Department of Foreign Affairs and International Trade's Import Control Bureau to import U.S. dairy products at zero duty within the access levels.

For information on the levels of Canadian TRQs for milk and dairy products, visit the DFAIT's Internet site at:

http://www.dfait-maeci.gc.ca/~eicb/epd_home.htm

Canada applies TRQs to butter, yogurt, ice cream, heavy cream, concentrated and condensed milk, powdered buttermilk, dry whey, cheese, certain products of milk constituents and other dairy-based products.

According to U.S. Bureau of the Census trade data, the value of Canadian imports of U.S. dairy products totaled \$131 million in 1997, an increase of more than 6 percent over the 1996 level.

Bulk Commodities

Imports of U.S. bulk commodities such as wheat, coarse grains, rice (see commodity section: Rice), soybeans and meal, cotton, tobacco, pulses, peanuts, and other miscellaneous bulk commodities totaled \$529 million during 1997, their highest value since at least 1970. Soybean meal and grain corn were the leaders accounting for imports worth \$183 million and \$124 million respectively, reflecting strong demand from the Canadian livestock sector. In 1997, bulk commodities accounted for 7.8 percent of total U.S. food and agricultural product exports to Canada of \$6.8 billion that year.

As part of WTO implementation, Canada eliminated its import licensing requirements for barley and barley products, and imposed tariff rate quotas on August 1, 1995. Canada unilaterally suspended its TRQ on U.S. barley and barley products on November 20, 1997 and January 1, 1998, respectively. Imports of barley and products from sources other than the United States, above the WTO minimum access levels are subject to prohibitive second-tier duties.

Restrictions on Imports of U.S. Wheat

Although Canada eliminated its import licensing requirement for U.S. wheat in 1991, the Canadian Government still restricts the entry of U.S. wheat. Each shipment of U.S. wheat imported for processing must be accompanied by an end-use certificate indicating the processing facility to which it is destined. The processing facility must report periodically to the Canadian Grains Commission until the shipment has been fully consumed. Each shipment of U.S. wheat that is to be fed directly to livestock or poultry must be denatured, i.e., at least 10 percent of kernels must be dyed. Seed wheat for planting must be accompanied by a seed certificate.

Phytosanitary Regulations for Grains

Canada requires that imports of U.S. grains be accompanied by a USDA Animal and Plant Health Phytosanitary Certificate with special declarations for disease freedom. Wheat, triticale, barley, rye, oats, millet and sorghum are prohibited entry from eight southern and southwestern states.

Animal Feeds

Canadian imports of U.S. complete feeds and feed supplements showed strong, steady annual increases throughout the early 1990s growing, on average, more than 10 percent per year during the period ending 1995. Although Canadian import demand weakened during 1996, reflecting high feed grain prices and reduced livestock market returns, general increases in total Canadian livestock and poultry numbers point to a continuation of growing demand for U.S. feeds and supplements in the coming years.

Summary of Requirements for Exporting

U.S. companies exporting animal feed to Canada must:

- * Obtain registration for most feeds--pet food is excluded.
- * Designate a signing agent in Canada.
- * Retain a resident agent in Canada.
- * Obtain a registration form. There is a fee for registration.

Standards and grading for feed in Canada are regulated under the Feeds Act. CFIA's Feed and Fertilizer Division requires registration of all imported feeds, except animal feeds for experimental purposes, and some single ingredient feeds. However, wild bird feed from the United States requires only a notarized declaration on the Canada Customs form indicating its end use. There are fees associated with feed registration. U.S. companies should apply for registration on form AGR 1189 (Application for Feed Registration), which is available from AAFC. U.S. registrants are required to designate a signing authority within Canada which may necessitate acquiring a Canadian agent who is a permanent resident in Canada. For further information contact:

Linda Morrison or G. Roy
Feed and Fertilizer Division
Agriculture & Agri-Food Canada
Food Production and Inspection Branch Plant Health Directorate
59 Camelot Drive
Nepean, Ontario
Canada K1A 0Y9
Telephone: (613) 225-2342

Most Commonly Imported Feeds Requiring Registration

- . mixed feeds
- . mineral feeds
- . converter feeds
- . micro-premixes
- . specialty feeds
- . milk replacers

Pet Foods

Market Summary

Pet foods were among the fastest growing U.S. agricultural exports to Canada during the early 1990s. From modest beginnings in the 1980s, U.S. pet food sales (dog and cat food for retail sale) to Canada reached \$US191 million during 1997.

While the rate of growth has slowed, U.S. exports are projected to exceed \$200 million by the year 2000. According to recent market studies, the total value of Canada's retail pet food market now approaches \$US650 million, which is divided about equally between cat and dog food. Pet foods are retailed in Canada in grocery stores, mass merchandisers, specialty pet food stores, and farm supply outlets.

According to a recent report published in the Western Grocer magazine (Winnipeg, Manitoba), 25 percent of Canadian households own cats, while another 25 percent own dogs. Approximately one-third own both a cat and a dog. With increased urbanization and two-income families, there is a strong upward trend in the ownership of cats.

Summary of Requirements for Exporting

U.S. exporters of pet food to Canada must:

- * Meet special requirements if meat and meat derivatives are ingredients.
- * Meet labeling requirements.

Industry Canada administers the Consumer Packaging and Labeling Act and regulations regarding all consumer pet food products.

Labeling requirements for feeds are less stringent than for other consumer products. Pet foods containing meat may be subject to additional requirements under the Animal Disease and Protection Act. Registration under feed regulations is not required for pet foods, but the Animal Health Division of the Canadian Food Inspection Agency requires a certificate of origin (Form 434 can be found at www.customs.treas.gov/travel/forms.htm) for pet foods containing meat or meat derivatives. There are special requirements for imports into Canada of inedible meat destined for further processing and Canada will only accept inedible meat for pet food processing if it has originated from a USDA federally inspected plant. Please contact the following offices for further information:

Dr. David Gregory
Staff Veterinarian
International Trade Division

Animal Health Division
Canadian Food Inspection Agency
59 Camelot Drive
Nepean, Ontario Canada K1A 0Y9
Telephone: (613) 225-2342 Ext.4609
Facsimile: (613)228-6630

The Canadian Veterinary Medical Association (CVMA) operates a voluntary pet food certification program for pet food manufacturers that sets basic quality standards. For more information, contact the manager of the program at the CVMA head office in Ottawa, telephone (613) 236-1162/ facsimile (613) 236-9681. Additional information is available from:

Pet Food Association of Canada
Toronto, Ontario
Telephone: (416) 447-9970

Seeds

The value of Canadian imports of U.S. planting seeds reached \$107 million during 1997, more than a 40 percent increase over five years. Corn seed was the value leader followed by vegetable and flower seed, and forage seed.

The Canadian Food Inspection Agency administers the Seeds Act, which sets conditions for the marketing of seed as well as standards and grading for seed in Canada. Provisions of the Seeds Act and Regulations that may affect U.S. planting seed exporters relate to: seed standards; certification; variety registration; and packaging, labeling and tagging. Seeds of plants with novel traits are subject to additional requirements which are outlined at the following web site:

<http://www.agr.ca/fpi/agbiotec/commarea/plants/home.html>

Additional information on importing seed into Canada can be obtained from:

Plant Products Division
Canadian Food Inspection Agency
59 Camelot Drive
Nepean, Ontario Canada K1A 0Y9
Tel: (613) 225-2342
Fax: (613) 228-6629

Further information is available on Canadian Food Inspection Agency's Food Inspection website and follow the Plant Products Division listing.

<http://www.cfia-acia.agr.ca/english/food/mainfihtml>

The general membership list of the Canadian Seed Trade Association identifies private seed companies that U.S. exporters may wish to contact directly. For a copy of the list and further information on the structure of the Canadian seed industry, contact the Canadian Seed Trade Association at the following address:

Canadian Seed Trade Association
207-2948 Baseline Road
Nepean, Ontario
Canada K2H 8T5
Telephone: (613) 829-9527

or visit the Canadian Seed Trade Association Internet site at:

<http://cdnseed.org/>

Live Animals

Canadian import requirements for live animals for breeding vary by species and country of origin. Certain exotic animals require special import permits. In general terms, requirements for exotic animals and game farm animals are strict.

Live swine from the United States are subject to a 30-day pseudorabies quarantine (expense borne by the importer) but the Canadian Food Inspection Agency published a regulatory proposal in the Canada Gazette in June, 1997 to permit imports of live U.S. swine for immediate slaughter from U.S. states certified under the U.S. Pseudorabies Control Program. The Canadian government is expected to make a final decision on the proposal by late spring 1998.

Imports of packages of U.S. live bees are prohibited under health measures related to the varroa mite. Imports of certified queen bees from the State of Hawaii are permitted.

Breeding cattle and horses of U.S. origin require a general certificate of health issued by a USDA federally accredited veterinarian, and certification of negative test results for certain livestock diseases. Since animal health requirements are not static, exporters are advised to consult with U.S. certifying authorities (Animal and Plant Health Inspection Service) or Canadian animal health authorities before shipment.

On October 22, 1997 the United States and Canada announced the start of the Northwest Cattle Project, a program endorsed by cattle industry associations in the U.S. and Canada to reduce Canadian health regulations (i.e., for bluetongue, anaplasmosis, brucellosis, and TB) and facilitate the movement of U.S. feeder cattle into western Canadian feedlots.

For further information on animal health trade issue and procedures please contact:

Ms. Christine Quinlan
Client Relations Officer
International Trade
Animal Health Division
Health of Animals Directorate
Canadian Food Inspection Agency
59 Camelot Drive
Nepean, Ontario
Canada K1A 0Y9
Telephone: (613) 225-2342 Ext. 4629

Facsimile: (613) 228-6630

Fish & Seafood

The value of Canadian imports of U.S. fresh and frozen seafood reached \$430 million in 1997, a 24 percent increase since 1993. Declining Canadian fish catches and strong demand by Canadian fish processors and wholesalers point to steady U.S. seafood sales to Canada in 1998.

Based on 1997 data, some of the value leaders of Canadian imports of U.S. seafood were fresh lobster, \$89 million, salmon, fresh or frozen \$47 million; canned salmon, \$29 million; and frozen shrimp, \$23 million.

The structure of seafood distribution in Canada is similar to that in the United States. In addition to the processors located chiefly in Canada's coastal regions, seafood importers are located in every major metropolitan center. They service both the retail and wholesale trade, which includes the important food service trade. Many seafood importers restrict their business to seafood products while others are general food importers. A typical Canadian seafood importer is an independent, with or without a wholly owned retail outlet, that imports fresh, chilled, or frozen seafood to service hotels, restaurants, and other retailers. New to market U.S. seafood exporters can contact the Office of Agricultural Affairs, U.S. Embassy, Ottawa, for a partial listing of Canadian seafood wholesalers and distributors. A copy of the Annual Seafood Report for Canada prepared by this office, detailing the Canadian fish and seafood trade situation, is available on the Foreign Agriculture Service's homepage at: <http://www.fas.usda.gov>

Canadian regulatory requirements for imported fish and fish products are administered by the Canadian Food Inspection Agency's Fish Inspection Directorate (FID). Canadian importers are required to obtain an Import License issued by the FID prior to importing fish products. An import licence costs \$C500 per year and is valid for 12 months. Importers are required to notify the FID prior to importation of a product or within 48 hours following importation, stating the type and quantity, the name of the producer, the country of origin and the storage location for each product contained within a shipment. The following inspection service fees are charged for imported products: \$C50 per shipment of imported fresh fish; \$C30 per shipment for any fish imported for further processing; or \$C50 per lot for any other type of imported fish to a maximum of \$C250 per shipment.

The following information provides a guideline to some of the important Canadian packaging and labeling requirements:

- Shipping containers for fresh or frozen fish must be stamped or stenciled on one end with all code markings that identify the packer, and day, month, and year of packing.
- For canned product, each can must be embossed, or otherwise permanently marked, in a code that identifies the name of the establishment, the day, month, and year of processing, and where required in the regulations, the species of fish. FID requires the Canadian importer to provide a list indicating the establishment and the number of containers for each production code.
- General labeling requirements for fish and fish products in consumer packages include, but are not limited to: English and French for mandatory information, list of ingredients, including additives, the name and address of the packer or distributor, the common name of the product, and the weight in metric units (imperial weight units may appear in addition). Technical questions on packaging and labeling should be directed to one of the Canadian Food Inspection Agency regional Fish Inspection Offices (Appendix 7).

Wine and Beer

Although the market is highly regulated, Canadian imports of U.S. wine and beer surpassed the \$100 million level in 1997, nearly 70 percent above the 1993 level. In volume terms, the United States is the number two supplier of wine to the Canadian market, surpassed only by France. Of the Canadian import market for beer, the United States share has held steady at 38 percent in recent years.

Provincial liquor commissions control the sale of alcoholic beverages in Canada and the market structure can vary considerably from province to province. Alcoholic beverages can only be imported through the liquor commissions in the province where the product will be consumed. In general terms, U.S. exporters are required to have their products “listed” by the provincial liquor control agency. In many provinces, U.S. exporters must have a registered agent who provides the necessary marketing support within the province to obtain a provincial liquor board listing. As an initial step, U.S. exporters should contact the liquor board in the provinces they are targeting for a list of registered agents. A list of provincial and territorial liquor boards is provided in the Appendix 8.

Canadian packaging and labeling requirements for wine and beer are administered under Canada’s Food and Drug Regulations and the Consumer Packaging and Labeling Regulations. In addition to the general packaging and labeling requirements for most foods, the regulations for alcoholic beverages cover common names and standardized container rules. For example, light beer in Canada is defined by regulation as beer with a percentage alcohol of 2.6 to 4.0, by volume. Container sizes for wine are standardized and metric. The most common containers for wine are 750 milliliters or 1, 1.5 and 2 liters. The province of Quebec has additional requirements to alcoholic beverage labeling.

U.S. exporters are advised to contact the Canadian Food Inspection Agency’s Single Access Food Labeling Service offices for full label reviews of alcoholic beverages. See Appendix 5 for a listing of the regional label review offices.

Organic Food

Regulation

The development of national standards for organic foods in Canada is proceeding at a slower pace than in the United States. According to the Canadian Food Inspection Agency, there are about 40 organic food organizations in Canada, each with its own set of standards. British Columbia is the only province with provincial standards and a provincial accreditation policy. Draft regulations developed by Agriculture and Agri-Food Canada in 1995 to develop national organic food standards were put on hold after the industry opted to develop standards recognized by the Standards Council of Canada. Under the plan, the Canadian Organic Advisory Board (COAB), the national association of certifying bodies, will become the accreditation agency. The COAB has hired the Canadian General Standards Board, a federal body specializing in standards development, to develop the national standards for organic food products that will be recognized by the Standards Council of Canada (SCC). Only after the SCC grants official approval of the national standards can the COAB apply for recognition of the system in regulation.

Status in EU Markets

Canada is not on the list of countries which have been approved to export organic food products to the European Community. According to AAFC, EU importers can, through certifiers in member states until January 1, 2002,

import Canadian organic food products that are produced under a system deemed equivalent to EU standards. After that time, only countries on the approved list will reportedly be acceptable suppliers of organic food products to the EU. Hence, AAFC is moving to adopt national standards, as noted above.

Import Regulation

The import and sale of organic food products in Canada are governed by the same rules and regulations that apply to non-organic food products. No distinction is made between organic and non-organic foods. Currently, all Canadian packaging and

labeling, grade, and inspection regulations apply equally to organic and non-organic foods.

Production

Organic food production in Canada is concentrated mainly in the grains and oilseeds and horticultural sectors. Some organic livestock production takes place, but is reportedly confined to very localized markets. AAFC estimates organic grain and oilseed production at less than 0.5 percent of total. There are no official estimates of organic horticultural production. Best “guesstimates” are that it represents about 1.0 percent of total fruit, vegetable and herb production. The province of British Columbia is believed to be the largest producer of organic food products but no firm data are available. Statistics Canada does not survey farm production as organic or non-organic.

AAFC reports that Canada is a net exporter of bulk organic grains, with the majority of exports destined for the United States and Europe. Organic grain production is concentrated in western Canada. Organic grains produced include wheat, oats, barley, and buckwheat. The major organic oilseeds are flax, canola, and sunflower. The Canadian Wheat Board and the organic industry are working to develop a system for organic grain segregation under its current regulated system of grain marketing.

Trade

Official Canadian trade statistics make no distinction between organic and non-organic imports and exports. However, AAFC believes that the majority of Canadian organic food product imports are from the United States and that the majority of these, up to 80 percent, are in processed, packaged form. The remainder is predominantly fresh organic produce. According to AAFC, Canadian exports of organic food products are predominantly organic grain exports to the United States and Europe. These are expected to strengthen if Canadian national standards come into effect.

U.S. Marketing Opportunities

The main marketing opportunities for U.S. organic food products in Canada exist in selling to health food wholesalers who market a wide variety of processed and fresh organic food products to health food retailers located in every major population center. In addition, opportunities exist for direct sales to a number of large natural food retailers in and around Canada’s major cities that carry a full line of fresh and processed organic food products. U.S. company marketing efforts should initially focus on market research which explores the market niche for organic food products in major Canadian cities, a market which is outside the typical mainstream channels for non-organic food.

Outlook for Organic Foods

The Canadian market for organic food products is expected to receive a boost after Canada adopts national standards. The eventual implementation of national standards and the use of a trademark or logo is expected to raise the level of consumer confidence in all domestic and imported organic food products that carry a certifying seal. The current lack of national standards and numerous definitions of the term “organic” cause confusion and restrict organic food products to specialty markets. The acceptance of Canadian organic food products in world markets is also expected to increase following the adoption of national standards.

Kosher Products

Canada’s kosher food market is vibrant but relatively small in comparison with mainstream food marketing. The estimated market for kosher food in Canada is slightly under 1 million persons and mainly includes Jews and Muslims. Toronto and Montreal have the largest Jewish communities followed by Vancouver and Winnipeg. These four population centers are estimated to account for more than 90 percent of Canada’s total Jewish population. A Nielsen Marketing Research survey of ethnic food sales in Canada conducted in 1993 showed that total sales of brand name products containing the word “kosher” as part of the brand name description, were estimated at \$C1.1 million. However, since the term kosher represents a manner of food production not always indicated in the brand name, it is estimated that total Canadian packaged kosher food sales currently exceed \$C5.0 million.

Regulation and Marketing

In the labeling, packaging and advertising of a food, Canada’s Food and Drug Regulations prohibit the use of the word kosher, or any letter of the Hebrew alphabet, or any other word, expression, depiction, sign, symbol, mark, device or other representation that indicates or that is likely to create an impression that the food is kosher, if the food does not meet the requirements of the Kashruth applicable to it.

The marketability of kosher products in Canada is enhanced if the products carry the symbols or labels approved by the local rabbinical authorities (Kashruth Councils). Similar to other specialty food markets, the Canada’s kosher food market is chiefly driven by a network of businesses within the community. Best approaches for U.S. exporters to assess the Canadian kosher food market is through direct contact with distributors and retailers and the various local rabbinical councils and Jewish information centers. In Montreal, the Jewish Business Network (JBN) is preparing a “Blue Book”, or telephone directory of Montreal’s Jewish businesses. Interested exporters may call the JBN directly at (514) 844-5654 to inquire about the availability of the Blue Book.

For a listing of Jewish and Muslim Information Centers and a partial listing of Kosher food distributors and importers, and chain stores that carry kosher products contact the Office of Agricultural Affairs at the U.S. Embassy in Ottawa, Canada and request a copy of the Kosher Food Report.

Forest Products

Although Canada maintains a significant trade surplus with the United States in forest products, Canadian imports of U.S. solid wood forest products reached \$1.6 billion in 1997, the highest level on record.

In 1997, U.S. exporters captured more than four-fifths of the total Canadian import market for forest products led by hardwood lumber and panel products. Canada’s furniture, housing, veneer, and kitchen cabinet industries

are important users of U.S. wood products. Interested U.S. exporters may contact the Office of Agricultural Affairs for listings of important Canadian wood users.

Major lumber dealers and wholesalers in Canada tend to trade forest products on a North American market. These dealers source their supplies in Canada or the United States according to price, quality, and availability. Some also own or operate lumber companies in the United States. A private company publishes an extensive directory of the Canadian lumber industry. Interested readers may contact the Office of Agricultural Affairs for further information on the name and address of the publisher.

For U.S. exporters interested in monitoring developments in the Canadian forest product sector, the Forest Products staff of Industry Canada has developed a series of sectoral profiles that is updated either every quarter or every six months. The data is available on the Internet at:

<http://strategis.ic.gc.ca>

A copy of the Annual Forest Products Report for Canada, prepared by this office, detailing Canadian supply and trade in forest products, can be viewed or printed from the Foreign Agriculture Service's Internet home page at:

<http://www.fas.usda.gov>

Grocery Products and Food Service Industry

The structure of the grocery products industry in Canada is similar to that in the United States. Manufacturers, food brokers, distributors, wholesalers, retail chains, groups, and independent grocers define the structure.

Food Brokers

A food broker is often a manufacturer's local sales agent. For U.S. firms, an experienced Canadian broker would be able to represent the products to a wide range of food distributors, chains, wholesalers, and the food service trade. Generally, a food brokerage firm concentrates its sales efforts to defined market regions and often prefers to be the exclusive representative for a food manufacturer.

The Canadian Food Brokers Association in Toronto publishes a directory of its membership. For further information please contact:

Canadian Food Brokers Association
58 Meadowbrook Lane
Suite 100
Unionville, Ontario
Canada L3R 2N9
Telephone: (905) 477-4644
Fax: (905) 477-9580

Chains, Groups, and Independents

As in the United States, major chain store sales dominate retail grocery product sales in Canada. Canadian chains buy foods and grocery products directly from all over the world, and from local sources such as food

brokers, distributors, and wholesalers. Each year, the Canadian Grocer magazine publishes a directory of chains, groups, and independents. This may be useful to U.S. food and grocery product manufacturers wishing to sell directly to the retail level. To obtain copies of the directory, please contact:

Canadian Grocer
MacLean Hunter Building
777 Bay Street
Toronto, Ontario
Canada M5W 1A7
Telephone: (416) 596-5000
Facsimile: (416) 593-3162

Wholesalers/Distributors/Brokers

Many U.S. firms sell directly to wholesalers/distributors in Canada who distribute to the retail and food service organizations. This method enables U.S. firms to take advantage of the regional or national networks developed by these companies, which may include extensive transportation and warehousing capabilities. Also, use of a broker can be helpful in making the U.S. product known in the Canadian market. The following is a partial list of Canadian wholesalers/distributors/brokers:

Gordon Food Service (Canada)
Mississauga, Ontario
Tel: (905) 564-3300
Fax: (905) 564-4972

Horne & Pitfield Foods
Edmonton, Alberta
Tel.: (403) 279-4483

National Importers Ltd.
Offices in the following cities:

New Westminster, British Columbia
Tel: (604) 520-1555
Fax: (604) 520-0827

Brampton, Ontario
Tel: (905) 791-1322
Fax: (905) 791-6016

Calgary, Alberta
Tel: (403) 292-0250
Fax: (403) 292-0255

St. Laurent, Quebec
Tel: (514) 747-5957
Fax: (514) 747-9204

A. J. Lanzarotta Wholesale
Mississauga, Ontario
Tel: (905) 624-9521
Fax: (905) 624-9475

Serca Foodservice Inc.
Etobicoke, Ontario M9B 6B8
Tel: (416) 236-1971
Fax: (416) 236-2071

Freeman Alimentel Inc.
Boucherville, Quebec
Tel: (514) 641-2040
Fax: (514) 641-4060

Livingston Distribution Centers, Inc.
Scarborough, Ontario
Tel: (416) 266-3101

Holtzheuser Brothers, Ltd.
Thornhill, Ontario
Tel: (905) 707-7071

I-D Foods Corp.
Laval, Quebec
Tel: (514) 687-2680

Provigo (Wholesale)
Quebec City, Quebec
Tel: (418) 688-1830

William M. Dunn & Associates Ltd.
Woodbridge, Ontario
Tel: (905) 856-5240
Fax: (905) 856-5241

A.S. May & Company Limited
Don Mills, Ontario
Tel: (416) 425-3030
Fax: (9416) 425-1775

A. J. Fournier Ltd.
Ottawa, Ontario
Tel: (613) 244-2705
Fax: (613) 244-4457

Northbud Distributors Ltd.

Mississauga, Ontario
Tel: (905) 890-2468
Fax: (905) 890-2795

The following company periodically publishes a complete directory of Canadian distributors and brokers:

Kostuch Publications Ltd.
980 Yonge Street, Suite 400
Toronto, Ontario
M4W 2J8
Tel: (416) 923-8888

Major Canadian Trade Shows

Trade Show Information

For many U.S. food and agricultural product exporters to Canada, trade shows are an excellent way to introduce their products to the Canadian marketplace. With the average price of a small booth at most shows costing about \$1200, they enable U.S. exporters to gain wide exposure at a reasonable cost. In addition, the shows offer an opportunity for U.S. firms to gain firsthand knowledge of the structure of the marketplace, of demand trends, and of competing products. Some U.S. food firms integrate their attendance at a trade show into their overall marketing strategy and stay over to meet with food buyers and distributors. Participation in trade shows can be a good starting point to improve a U.S. company's insight into the Canadian market and may assist in the realization of export marketing goals. With the exception of the summer months, Canadian shows are held throughout the year and cover all facets of the food industry including the following: retail grocery products, food service (hotel and restaurant), and specialty and gourmet foods. For further information about individual food shows including demographics, dates and costs, prospective participants are encouraged to contact show sponsors or organizers.

Canada Customs rules permit U.S. food firms to bring samples of products for display at food shows. These samples need not comply with Canadian labeling requirements as long as they are not for commercial sale.

Food and Beverage Shows

Canadian Food and Beverage Show *

Largest food and beverage show in Canada; international event for the hotel, restaurant and institution industry

Date: Annual Mid- February Show

Location: Toronto, Ontario

Contact: Cdn. Restaurant & FoodService Assoc

Telephone: (416) 923-8416

Rendez-Vous

Major food, beverage and equipment show in Quebec

Date: Annual Mid-February Show

Location: Place Bonaventure Hotel, Montreal, QC

Contact: Hotel Restaurant Suppliers Association

Telephone: (514) 334-5161

Grocery Showcase West

Major food and beverage show for the retail/wholesale industry in western Canada

Date: Annual March Show

Location: Trade and Convention Centre, Vancouver, British Columbia

Contact: Cdn. Federation of Independent Grocers

Telephone: (416) 492-2311- **Fax:**(416)492-2347

British Columbia Foodservice Expo

Major food, beverage and equipment trade show for the foodservice industry

Date: Annual Late March

Location: Vancouver, British Columbia

Contact: Restaurant and Foodservices Association of British Columbia

Telephone: (604)669-2239 - **Fax:** (604) 669-2239

ApEx

Major food and services show in Atlantic Canada

Date: Annual Mid March Show

Location: Moncton, NB and Halifax, NS

Contact: Atlantic Provinces Expositions Association

Telephone: (902) 434-3767

ARFEX

Major Food, beverage and services show in Alberta

Date: Annual Mid April Show

Location: Calgary, Alberta

Contact: Alberta Restaurant Association

Telephone: (403) 444-9496

Gourmet Quebec

Major food and beverage show in Canada

Date: Annual early June Show

Location: Montreal, Quebec

Contact: Carole Lechasseur, MAPAQ

Telephone: (514) 873-4410

Super Salon de l'Alimentation (SSA)

Food/beverage show aimed at the domestic market

Date: Annual mid April Show

Location: Palais des congres, Montreal, Quebec

Contact: A. Bellefeuille, Association de détaillants en alimentation

Telephone: (514) 982-0104

Canadian Fine Food Show *

Major food show featuring unique specialty products; food and beverage suppliers only

Date: April/May show

Location: Toronto, Ontario

Contact: Meteor Show Productions/Canadian Association of Fine Foods

Telephone: (416) 229-2060

Grocery Showcase Canada *

Major show for Canada's retail grocery industry

Date: Annual Late October Show

Location: Toronto, Ontario

Contact: Cdn. Federation of Independent Grocers

Telephone: (416) 492-2311

Hostex *

Major show for food processors and restaurants

Date: Annual Mid October Show

Location: Toronto, Ontario

Contact: Cdn. Restaurant and Food Services Assoc.

Telephone: (416) 923-8416

Centrex Hospitality Show

Trade Show for restaurant equipment and suppliers

Date: Annual Late October Show

Location: Convention Center, Winnipeg, Manitoba

Contact: Manitoba Restaurant Association

Telephone: (204) 942-0671

CHFA Expo East

Trade show aimed at retailers, wholesalers, health professionals in the health industry

Date: Annual Fall Show Toronto/March, BC

Location: Toronto, Ontario & Vancouver, BC

Contact: Canadian Health Food Association

Telephone: (905) 479-6939

Fax: (905) 479-1516

Wine & Food Shows

Ottawa Wine & Food Festival

Date: Annual Late October Show **Location:** Ottawa, Ontario

Contact: Helina Player

Telephone: (613) 567-6408

Fax: (613) 567-2718

Toronto Wine & Cheese Show

Date: Annual Late March Show

Location: Toronto, Ontario

Contact: Meteor Show Productions

Telephone: (416) 229-2060

Fax: (416) 223-2826

Toronto Gourmet Food & Wine Expo.

Date: Annual November Show

Location: Toronto, Ontario

Contact: Justin Whiteside

Telephone: (905) 629-7469

Fax: (905) 629-3823

World Wine Festival

Date: Annual November Show

Location: Moncton, New Brunswick

Contact: George Wybouw

Telephone: (506) 859-4133

Fax: (506) 859-4233

Vancouver International Wine Festival

Date: Annual April Show

Location: Vancouver, British Columbia

Contact: Cheryl Johnson

Telephone: (604) 872-0233

Fax: (604) 873-3714

Wine & Food Expo

Date: Annual April Show

Location: Hamilton, Ontario

Contact: Paul McNair

Telephone: (905) 634-7736

Fax: (905) 634-1304

Nursery Products/Flower Shows

Landscape Ontario

Date: Annual January Show

Location: Toronto Congress Center, Toronto, ON

Contact: D. Lynne Hughes, Landscape Ontario

7856 Fifth Line S., R.R. 4, Stn. Main

Milton, Ontario Canada L9T 2X8

Telephone: (905) 875-1805

Fax: (905) 875-3942

<http://www.hort-trades.com>

Canada Blooms

The Toronto Flower & Garden Show

Date: Annual March Show

Location: Metro Toronto Convention Cnt.

Contact: Paul Day,

7856 Fifth Line S., R.R. 4, Stn. Main
Milton, Ontario Canada L9T 2X8
Telephone: (905) 875-1805
Fax: (905) 875-3942

Produce Shows

Canadian Produce Marketing Association Trade Show and Convention*

Date: Annual January Show
Location: Varies throughout Canada
Contact: CPMA
Telephone: (613) 226-4187

Bakery Shows

Bakery Showcase

Date: Annual October/November Show
Location: Toronto International Center
Contact: Bakery Production Club Ontario
Telephone: David Miles/Mimac Glaze Ltd.
(905) 457-7737

Pet Food Shows

Pet Joint Advisory Council National Trade Show

Major pet food and equipment show
Date: Annual Mid September Show
Location: Toronto, Ontario
Contact: Lou McCann/Pet Joint Advisory Council
Telephone: (514) 630-7878, Fax:(514)630-7444

Livestock Shows

Prairie Ventures

Specialty Livestock Show featuring llamas, wild boar, ostrich, bison, elk
Date: Annual Mid February Show
Location: Saskatoon, Saskatchewan
Contact: Saskatoon Exhibition Corporation
Telephone: (306) 931-7149

Canadian Dairy Expo

Dairy show/Holstein, Ayrshire and Jersey
Date: Annual Early April Show
Location: Saskatoon, Saskatchewan
Contact: Saskatoon Exhibition Corporation
Telephone: (306) 931-7149

Quebec Holstein Spring Show

Major Holstein show in Quebec

Date: April 15-16, 1998

Location: Victoriaville, Quebec

Contact: Holstein Quebec

Telephone: (514) 778-9636

Western Canada Farm Progress Show

Major agricultural equipment trade show/ dryland agriculture, livestock equipment, agricultural chemicals, farmstead products and services, cattle

Date: Annual Mid June Show

Location: Regina, Saskatchewan

Contact: Western Canada Farm Progress Show

Telephone: (306) 781-9200

The Calgary Exhibition & Stampede

Beef cattle, lamb and sheep shows; rodeo and farm-related competitions

Date: Annual July Show

Location: Calgary, Alberta

Contact: The Calgary Stampede

Telephone: (403) 261-0101

The Royal Agricultural Winter Fair *

Major Canadian suppliers of services, technology and products in agriculture and livestock

Date: Annual November Show

Location: Toronto, Ontario

Contact: Royal Agricultural Winter Fair

Telephone: (416) 393-6400

Canadian Western Agribition *

Major livestock showcase of leading Canadian agricultural technology, equipment and services; one of the best livestock shows in the world

Date: Annual late November Show

Location: Regina Saskatchewan

Contact: Canadian Western Agribition

Telephone: (306) 565-0565

* denotes an event of major importance at a national level

Food and Beverage Associations

The following is a partial list of the major food and beverage associations in Canada.

Baking Association of Canada

7895 Tranmere Drive

Mississauga, Ontario L5S 1V9

Telephone: (905) 405-0288

Facsimile: (905) 405-0993

Breakfast Cereal Manufacturers of Canada
885 Don Mills Road, Suite 301
Don Mills, Ontario M3C 1V9
Telephone: (416) 510-8024, Ext. 2266
Facsimile: (416) 510-8043

Brewers Association of Canada
1200-155 Queen Street
Ottawa, Ontario K1P 0L1
Telephone: (613) 232-9601
Facsimile: (613) 232-2283

Canadian Federation of Independent Grocers
2235 Sheppard Avenue East, Suite 902
Willowdale, Ontario M2J 5B5
Telephone: (416) 492-2311
Facsimile: (416) 492-2347

Canadian Feed Industry Association
625-325 Dalhousie Street
Ottawa, Ontario K1N 7G2
Telephone: (613) 241-6421
Facsimile: (613) 241-7970

Food Institute of Canada
1600 Scott Street, Suite 415
Ottawa, Ontario K1Y 4N7
Telephone: (613) 722-1000
Facsimile: (613) 722-1404

Canadian Health Food Association
550 Alden Road, Suite 205
Markham, Ontario L3R 6A8
Telephone: (905) 479-6939
Facsimile: (905) 479-1516

Canadian Importers Association Inc.
700-210 Dundas Street West
Toronto, Ontario M5G 2E8
Telephone: (416) 595-5333
Facsimile: (416) 595-8226

Canadian Specialty Food Association
21 Belvia Road
Etobicoke, Ontario M8W 3R2

Telephone: (416) 255-7071

Facsimile: (416) 253-6571

Confectionery Mfg. Association of Canada

885 Don Mills Road, Suite 301

Don Mills, Ontario M3C 1V9

Telephone: (416) 510-8034

Facsimile: (416) 510-8044

Canadian Nut Council

885 Don Mills Road, Suite 301

Don Mills, Ontario M3C 1V9

Telephone: (416) 510-8036

Facsimile: (416) 510-8044

Food & Consumer Product Mfg. of Canada

885 Don Mills Road, Suite 301

Don Mills, Ontario M3C 1V9

Telephone: (416) 510-8024

Facsimile: (416) 510-8043

Pet Food Association of Canada

345 Banbury Road

Toronto, Ontario M2L 2V2

Telephone: (416) 447-9970

Facsimile: (416) 443-9137

Canadian Holidays

Besides the popular holidays celebrated by both the United States and Canada, the following holidays are unique to Canada:

Good Friday and Easter Monday

--both are observed as official national holidays in Canada.

Victoria Day

--national holiday on third Monday of May.

St. Jean-Baptiste Day

--a Quebec provincial holiday observed on June 24th.

Canada Day

--national holiday observed July 1 unless it falls on a Saturday or Sunday, when it is observed on the following Monday.

Thanksgiving Day

--the Canadian Thanksgiving is celebrated in October on the same day as Columbus Day in the United States.

APPENDICES

Canadian Agricultural Import/Export Summary Sheet
Canadian Agricultural Trade Summary, 1997

1. Social Indicators, 1989 - 1996 Canadian demographics
2. List of Revenue Canada Customs Border Services Offices
3. Regional Organizations of State Departments of Agriculture
4. Directory of USFCS District Offices
5. List of Canadian Single Access Food Labeling Service Offices
6. Sample Declaration Form for Animal Products
7. List of Offices for Fish Inspection Information
8. Provincial Liquor Control Commission Offices

Canadian Agricultural Trade Summary

Calendar Years

Millions of U.S. Dollars

Canadian Agricultural Imports

	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Total	5801	6380	6941	7207	7443	7809	8738	9157	9367	10324
from U.S.	3200	3700	4213	4572	4928	5315	5553	5799	6129	6774
From rest of World	2601	2680	2728	2635	2515	2494	3185	3358	3238	3550
US % Share	55%	58%	61%	63%	66%	68%	64%	63%	65%	66%

Canadian Agricultural Exports

	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997
Total	8546	7563	8757	9081	10286	9300	10733	12211	13184	14430
To U.S.	2444	2914	3152	3305	4104	4624	5261	5587	6747	7389
To Rest of World	6102	4649	5605	5776	6182	4676	5472	6624	6437	7041
US % Share	29%	39%	36%	36%	40%	50%	49%	46%	51%	51%

Source: Customized HS codes on Tiers

and TMAB/TEAD/ITP/FAS/W

Updated: Office of Agricultural Affairs, U.S. Embassy, Ottawa 04/08/97

CANADA : AGRICULTURAL TRADE SUMMARY, 1997							
(\$US MILLIONS)							
AGRICULTURAL IMPORTS				AGRICULTURAL EXPORTS			
Commodity	Total	From U.S.	% U.S.	Commodity	Total	To U.S.	% U.S.
Coffee	530	91	17	Wheat, Excl. Durum	2447	288	12
Beef/Veal, Fresh/Frozen	433	265	61	Live Cattle	981	972	99
Wine & Sherry	419	69	16	Canola	906	105	12
Biscuits, etc	353	276	78	Wheat, Durum	760	91	12
Sugar Raw, Cane/Beet	277	0	0	Pork, Fresh & Frozen	745	371	50
Chocolates and Prods	269	153	57	Beef, Fresh and Frozen	682	618	91
Dog and Cat Food	197	191	97	Peas, Beans and Lentils	382	34	9
Grapes, Fresh	188	113	60	Barley	376	133	36
Soybean Meal	183	183	100	Breads, Cakes, Etc	345	327	95
Plants, Flowers & Bulbs	183	103	56	Live Swine	326	323	99
Bananas	168	0	0	Chocolate & Prods.	324	318	98
Sugar Confect./Candy	162	111	69	Rapeseed & Mustard Oil	311	251	81
Sauces & Condiments	151	128	85	Potatoes, Fresh	258	199	77
Animal Feeds	142	111	78	Linseed (Flax)	248	67	27
Tomatoes, Fresh	131	98	75	Oats	221	211	96
Corn, Grain	124	124	100	Bovine Skins, Raw	219	106	48
Rice	124	77	62	Canola Meal/Cake	208	175	84
Lettuce	121	121	99	Plants, Flowers Etc	205	199	97
Oranges	118	92	78	Beer	193	193	100
Cheese	118	92	78	Animal Feeds	183	153	84
Poultry Meat	116	116	100	Malt	158	15	10
Cotton, Raw	93	83	89	Soybeans	154	19	12
Melons, Fresh	89	61	69	Sugar Confect./Candy	146	135	92
Orange Juice, Frozen	88	32	36	Dog and Cat Food	146	115	79

Peanuts, Shld/Unshld	86	66	76	Tobacco, Unman.	114	21	19
Beer	86	33	38	Raw Furskins	110	36	33
Apples	83	63	76	Seed/Forage/Corn	101	73	72
Peppers, Fresh	72	48	67	Cheese	91	21	23
Potatoes; Excl. Seed	60	60	100	Maple Products	75	59	79
All other	5160	3890	75	All Other	3017	1760	58
Total Agric. Imports	10324	6774	66	Total Agric. Exports	14430	7389	51
Forest Products	1724	1528	89	Forest Products	12642	9818	78
Fish and Seafood	1063	430	40	Fish and Seafood	2146	1321	62
				Net Agric. Trade: With the World			4106
				With the U.S.			615
				Net Forest Prod. Trade: With the World			10918
				With the U.S.			615
1997 Annual Average Exchange Rate, \$1Cdn=\$US.7223				Net Fish and Seafood Prod. Trade:			
				With the world			1083
Source: Compiled from official data StatCan data and U.S. Bureau of the Census (r:\lotus\trade\sumsht97.wk4				With the U.S.			891

Social Indicators				
	1993	1,994	1995	1996
POPULATION				
Canada, July 1 (000s)	28,947	29,256	29,615	28,847
Annual growth %	1.40	1.10	1.20	1.20
Immigration (yr. end June 30)	265,405	234,457	215,470	208,791
Emigration (yr. end June 30)	43,993	44,807	45,949	47,230
FAMILY				
Birth rate (per 1 000)	13.4	13.2	12.9	12.5
Marriage rate (per 1,000)	5.5	5.5	5.4	5.3
Divorce rate (per 1,000)	2.7	2.7	2.6	na
Families experi'ng unemploy. (000s)	1,198	1,130	1,044	1,079
LABOURFORCE				
Total employment (000s)	13,015	13,292	13,506	13,676
goods sector (000s)	3,448	3,545	3,653	3,681
service sector (000s)	9,567	9,746	9,852	9,995
Total unemployment (000s)	1,649	1,541	1,422	1,469
Unemployment rate (%)	11.2	10.4	9.5	9.7
Part-time employment (%)	19.1	18.8	18.6	18.9
Women's participation rate	57.9	57.6	57.4	57.6
Unionization rate - % of paid workers	34.3	-	-	-
INCOME				
Median family income	46,717	48,091	48,079	na
% of families/low income ('92 Base)	14.6	13.5	14.2	na
Women's full-time earn'gs; % of men's	72.2	69.8	73.1	na
EDUCATION				
Elemn'try & Secnd'ry enrolment (000s)	5,347	5,402	5,466	5,511
Full-time postsec'dry enrolment (000s)	951	965	961	961
Doctoral degrees awarded	3,356	3,552	3,621	3,532
Gov't expenditure on educ.; %of GDP	6.2	5.9	5.7	na
HEALTH				
% of deaths; cardiovascular -men	37.1	36.3	36	na
-women	40.2	39.7	39.3	na
% of deaths due to cancer-men	27.9	28.3	30.3	29.3
-women	26.9	27	27.3	27.9
Gov't expend're on health; %of GDP	6.7	6.2	6.1	na
JUSTICE				

Crime rates (per 100,000)				
-violent	1,072	1,038	995	na
-property	5,524	5,212	5,235	na
-homicide	2.2	2.0	2.0	na
GOVERNMENT				
Expend. social programs ('95 \$Billions)	214.3	215.6	208.5	na
- as a % of total expenditures	60.0	60.1	58.3	na
- as a % of GDP	29.4	28.2	26.9	na
Unemploy. beneficiaries (000s)	3,415.5	3,086.2	2,910.0	na
Old Age Security benef'ries' (000s)	3,264.1	3,340.8	3,420.0	3,500
Can. Assist'ce Plan benef'ries ' (000s)	2,975.0	3,100.2	3,070.9	na
ECONOMIC INDICATORS				
GDP (1986 \$) - annual % change	2.2	4.1	2.3	1.5
Annual inflation rate (%)	1.8	0.2	2.1	1.6
Urban housing starts ('000)	130	127	90	102
Source: Statistics Canada Catalogue 11-008-XPE				
CANADIAN SOCIAL TRENDS - AUTUMN 1997				

REVENUE CANADA
Customs Border Services**ATLANTIC REGION****Newfoundland**

6th Floor, 165 Duckworth Street
St. John's, NF A1C 5V3
Tel: (709) 772-5544

Nova Scotia

2nd Floor, 1557 Hollis Street
Halifax, NS B3J 2R7
Tel: (902) 426-2911

New Brunswick

126 Prince William Street
Saint John, NB E2L 4H9
Tel: (506) 636-4904

Quebec Region

P.O. Box 2267, 130 Dalhousie Street
Quebec, QC G1K 7P6
Tel: (819) 573-2070

Dorval International Airport
P.O. Box 21C, 975 Romeo Vachon Blvd. N.
Dorval (Montreal), QC H4Y 1H1
Tel: (514) 283-9900

Ontario Region

1st Floor, 2265 St. Laurent Blvd.
Ottawa, ON K1G 4K3
Tel: (613) 993-0534

2ND Floor, East Wing, 36 Adelaide St. East
Toronto, ON M5W 1J7
Tel: (416) 973-7577

Pearson International Airport
Cargo Building B
P.O. Box 40
Toronto, ON L5P 1A2
Tel: (905) 612-7937

P.O. Box 1655, 5th Floor, 185 Ouellette Ave.
Windsor, ON N9A 7G7
Tel: (519) 257-6400

WESTERN REGION**Manitoba**

145 McDermot Avenue
Winnipeg, MB R3B 0R9
Tel: (204) 983-3770

Saskatchewan

General Delivery
North Portal, SK S0C 1W0
Tel: (306) 927-5511

Alberta

3033 - 34th Avenue Northeast
Calgary, AB T1Y 6X2
Tel: (403) 292-8750

PACIFIC REGION**British Columbia**

Vancouver International Airport
Air Cargo
113-5000 Miller Road
Richmond, BC V7B 1K6
Tel: (604) 666-1803

Main Floor, 333 Dunsmuir Street
Vancouver, BC V6B 5T4
Tel: (604) 666-0545

107-816 Government Street
Victoria, BC V8W 1X1
Tel: (250) 363-3531

Appendix 3

**REGIONAL ORGANIZATIONS OF STATE DEPARTMENTS
OF AGRICULTURE**

National Association of the State Departments of Agriculture (NASDA) - The National Association of State Departments of Agriculture is nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four territories.

National Association of State Departments of Agriculture
1156 15th Street, N.W.Suite 1020
Washington, D.C. 20005
T: (202) 296-9680
F: (202) 296-9686
Email: nasda@patriot.net
Homepage: <http://www.nasda-hq.org>
Contact: Dewitt Ashby

Food Export USA North East - Ten Northeastern State departments of agriculture form this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont

Food Export USA North East
1036 Public Ledger Building
150 South Independence Mall West
Philadelphia, Pennsylvania 19106-3410
T: (215) 829-9111 - F: (215) 829-9777
Email: eusafec@foodexportusa.org
Contact: Pierre Wessel, pwessel@foodexportusa.org

Mid-American International Agri-Trade Council (MIATCO) - is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

Mid-America International Agri-Trade Council
400 West Erie Street, Suite 100
Chicago, IL 60610-4041
T: (312)944-3030 - F: (312)944-1144
Email: thamilton@miatco.org
Homepage: <http://www.miatco.org>
Contact: Tim Hamilton

Southern United States Trade Association (SUSTA) - is an association of the departments of agriculture of 15 Southern States and the Commonwealth of Puerto Rico. SUSTA promotes food

and other agricultural exports from its member States. Members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

Southern United States Trade Association
World Trade Center
2 Canal Street, Suite 1540
New Orleans, LA 70130-1408
T: (504)568-5986
F: (504)568-6010
Email: susta@susta.org
Homepage: <http://www.susta.org>
Contact: Jim Ake

Western U.S. Agricultural Trade Association (WUSATA) - Twelve Western State departments of agriculture and two territories from the Western U.S. Agricultural Trade Association to promote food and other agricultural exports. WUSATA members are Alaska, Arizona, American Samoa, California, Colorado, Guam, Hawaii, Idaho, Montana, New Mexico, Oregon, Utah, Washington, and Wyoming.

Western U.S. Agricultural Trade Association
13101 N.E. Highway 99, Suite 200
Vancouver, WA 98686-2786
T: (360)574-2627
F: (360)574-7083
Email: alexah@wusata.org
Homepage: <http://www.wusata.org>
Contact: James Youde

**International Trade Administration
U.S. and Foreign Commercial Service
Office of Domestic Operations**

Alabama

Birmingham, Alabama - George Norton, Director
950 22nd Street North, Room 707, Zip 35203
Phone: (205) 731-1331, Fax: (205) 731-0076

Alaska

Anchorage, Alaska - Charles Becker, Director
3601 C Street, Suite 700, Zip: 99503
Phone: (907) 271-6237, Fax: (907) 271-6242

Arizona

Phoenix, Arizona - Frank Woods, Director
2901 N. Central Ave., Suite 970, Zip 85012
Phone: (602) 640-2513, Fax: (602) 640-2518

Tuscon, Arizona - Eric Nielsen, Manager
166 West Alameda, Zip 85726
Phone: (520) 670-5540, Fax: (520) 791-5413

Arkansas

Little Rock, Arkansas - Lon J. Hardin, Director
425 W. Capitol Ave., Suite 700, Zip 72201
Phone: (501) 324-5794, Fax: (501) 324-7380

California

Fresno, California - Eduardo Torres, Manager
390-B Fir Avenue, Clovis, Zip 93611
Phone: (209) 325-1619, Fax: (209) 325-1647

Inland Empire, California - Fred Latuperissa,
Manager
2940 Inland Empire Blvd., Suite 121
Ontario, Zip 91764
Phone: (909) 466-4134, Fax: (909) 466-4140

Long Beach U.S. Export Assistance Center,
California, Joseph F Sachs, Director
Mary Delmege, CS Director
One World Trade Center, Ste. 1670, Zip: 90831
Phone: (562) 980-4550, Fax: (562) 980-4561

Downtown Los Angeles, California - Richard

Swanson, Manager
350 South Figueroa Street, Suite 172, Zip: 90071
Phone: (213) 894-8784, Fax: (213) 894-8790

West Los Angeles, California - Sherwin Chen,
Manager
11150 Olympic Blvd., Suite 975, Zip: 90064
Phone: (310) 235-7104, Fax: (310) 235-7220

Monterey, California - Vacant, Manager
c/o Center for Trade & Commercial Diplomacy
411 Pacific St., Suite 200, Zip: 93940
Phone: (408) 641-9850, Fax: (408) 641-9849

Novato, California - Elizabeth Krauth, Manager
330 Ignacio Blvd, Suite 102, Zip: 94949
Phone: (415) 883-1966, Fax: (415) 883-2711

Oakland, California - Raj Shea, Manager
530 Water Street, Suite 740, Zip: 94607
Phone: (510) 273-7350, Fax: (510) 251-7352

Orange County, California - Paul Tambakis,
Director
3300 Irvine Avenue, Suite 305
Newport Beach Zip: 92660
Phone: (949) 660-1688, Fax: (949) 660-8039

Oxnard, California - Gerald Vaughn, Manager
300 Esplanade Drive, Suite 1900, Zip: 93030
Phone: (805) 981-8150, Fax: (805) 981-8155

Sacramento, California - Dale Wright, Manager
917 7th Street, 2nd Floor, Zip: 95814
Phone: (916) 498-5155, Fax: (916) 498-5923

Santa Clara, California - R. J. Donovan, Manager
5201 Great America Pkwy., #456, Zip: 95054
Phone: (408) 970-4610, Fax: (408) 970-4618

San Diego, California - Matt Andersen, Director
6363 Greenwich Drive, Suite 230, Zip: 92122

Phone: (619) 557-5395, Fax: (619) 557-6176

San Francisco, California - Stephan Crawford,
Manager

250 Montgomery St., 14th Floor, Zip: 94104
Phone: (415) 705-2300, Fax: (415) 705-2297

San Jose U.S. Export Assistance Center, California
James S. Kennedy, Director

101 Park Center Plaza, Ste. 1001, Zip: 95113
Phone: (408) 271-7300, Fax: (408) 271-7307

Colorado

Denver U.S. Export Assistance Center
Nancy Charles-parker, Director

1625 Broadway, Suite 680, Zip: 80202
Phone: (303) 844-6623, Fax: (303) 844-5651

Connecticut

Middletown, Connecticut - Carl Jacobsen, Director
213 Court Street, Suite 903 Zip: 06457-3346

Phone: (860) 638-6950, Fax: (860) 638-6970

Delaware

Served by the Philadelphia, Pennsylvania U.S.
Export Assistancecenter

Florida

Clearwater, Florida - George Martinez, Manager
1130 Cleveland Street, Zip: 34615

Phone: (813) 461-0011, Fax: (813) 449-2889

Miami U.S. Export Assistance Center

John McCartney, Director

P.O. Box 590570, Zip: 33159

5600 Northwest 36th St., Ste. 617, Zip: 33166

Phone: (305) 526-7425, Fax: (305) 526-7434

Orlando, Florida - Philip A. Ouzts, Manager
200 E. Robinson Street, Suite 1270, Zip: 32801

Phone: (407) 648-6235, Fax: (407) 648-6756

Tallahassee, Florida - Michael Higgins, Manager

The Capitol, Suite 2001, Zip: 32399-0001

Phone: (850) 488-6469, Fax: (850) 487-3014

Georgia

Atlanta U.S. Export Assistance Center

Samuel Troy, Director

285 Peachtree Center Avenue, NE, Suite 200, Zip:
30303-1229

Phone: (404) 657-1900, Fax: (404) 657-1970

Savannah, Georgia- Barbara Prieto, Manager

6001 Chatham Center Drive, Suite 100, Zip: 31405

Phone: (912) 652-4204, Fax: (912) 652-4241

Hawaii

Honolulu, Hawaii - Greg Wong, Manager

P.O. Box 50026

1001 Bishop Sq.; Pacific Tower; Suite 1140, Zip:
96813

Phone: (808) 522-8040, Fax: (808) 522-8045

Idaho

Boise, Idaho - James Hellwig, Manager

700 West State Street, 2nd Floor, Zip: 83720

Phone: (208) 334-3857, Fax: (208) 334-2783

Illinois

Chicago U.S. Export Assistance Center

Mary Joyce, Director

55 West Monroe Street, Suite 2440, Zip: 60603

Phone: (312) 353-8045, Fax: (312) 353-8120

Highland Park, Illinois - Robin F. Mugford,
Manager

610 Central Avenue, Suite 150, Zip: 60035

Phone: (847) 681-8010, Fax: (847) 681-8012

Rockford, Illinois - James Mied, Manager

P.O. Box 1747, 515n. Court St., Zip: 61103

Phone: (815) 987-8123, Fax: (815) 963-7943

Indiana

Indianapolis, Indiana - Dan Swart, Manager

11405 N. Pennsylvania Street, Suite 106

Carmel, IN, Zip: 46032

Phone: (317) 582-2300, Fax: (317) 582-2301

Iowa

Des Moines, Iowa - Allen Patch, Director

601 Locust Street, Suite 100, Zip: 50309

Phone: (515) 288-8614, Fax: (515) 288-1437

Kansas

Wichita, Kansas - George D. Lavid, Manager
151 N. Volutsia, Zip: 67214
Phone: (316) 269-6160, Fax: (316) 683-7326

Kentucky

Louisville, Kentucky - John Autin, Director
601 W. Broadway, Room 634B, Zip: 40202
Phone: (502) 582-5066, Fax: (502) 582-6573

Somerset, Kentucky - Sara Melton, Manager
2292 S. Highway 27, Suite 320, Zip: 42501
Phone: (606) 677-6160, Fax: (606) 677-6161

Louisiana

Delta U.S. Export Assistance Center
David Spann, Director
365 Canal Street, Suite 2150
New Orleans Zip: 70130
Phone: (504) 589-6546, Fax: (504) 589-2337

Shreveport, Louisiana - Norbert O. Gannon,
Manager
7100 West Park Drive, Shreveport, Zip: 71129
Phone: (318) 676-3064, Fax: (318) 676-3063

Maine

Portland, Maine - Jeffrey Porter, Manager
c/o Maine International Trade Center
511 Congress Street, Zip: 04101
Phone: (207) 541-7400, Fax: (207) 541-7420

Maryland

Baltimore U.S. Export Assistance Center
Michael Keaveny, Director
World Trade Center, Suite 2432
401 East Pratt Street, Zip: 21202
Phone: (410) 962-4539 Fax: (410) 962-4529

Massachusetts

Boston U.S. Export Assistance Center

Frank J. O'Connor, Director
164 Northern Avenue
World Trade Center, Suite 307, Zip: 02210
Phone: (617) 424-5990, Fax: (617) 424-5992

Marlborough, Massachusetts - William Davis,
Manager
100 Granger Boulevard, Unit 102, Zip: 01752
Phone: (508) 624-6000, Fax: (508) 624-7145

Michigan

Detroit U.S. Export Assistance Center
Neil Hesse, Director
211 W. Fort Street, Suite 2220, Zip: 48226
Phone: (313) 226-3650, Fax: (313) 226-3657

Ann Arbor, Michigan - Paul Litton, Manager
425 S. Main Street, Suite 103, Zip: 48104
Phone: (734) 741-2430, Fax: (734) 741-2432

Grand Rapids, Michigan - Thomas Maguire,
Manager
301 W. Fulton St., Suite 718-S, Zip: 49504
Phone: (616) 458-3564, Fax: (616) 458-3872

Pontiac, Michigan - Richard Corson, Manager
Oakland Pointe Office Building
250 Elizabeth Lake Road, Zip: 48341
Phone: (248) 975-9600, Fax: (248) 975-9606

Minnesota

Minneapolis U.S. Export Assistance Center
Ronald E. Kramer, Director
45 South 7th St., Suite 2240, Zip: 55402
Phone: (612) 348-1638, Fax: (612) 348-1650

Mississippi

Mississippi - Harrison Ford, Manager
704 East Main St., Raymond, Ms, Zip: 39154
Phone: (601) 857-0128, Fax: (601) 857-0026

Missouri

St. Louis U.S. Export Assistance Center
Randall J. Labounty, Director
8182 Maryland Avenue, Suite 303, Zip: 63105
Phone: (314) 425-3302, Fax: (314) 425-3381

Kansas City, Missouri - Thomas Strauss, Director
2345 Grand, Suite 650, Zip: 64108
Phone: (816) 410-9201, Fax: (816) 410-9208

Montana

Missoula, Montana - Mark Peters, Manager
C/o Montana World Trade Center
Gallagher Business Bldg., Suite 257, Zip: 59812
Phone: (406) 243-2098, Fax: (406) 243-5259

Nebraska

Omaha, Nebraska - Meredith Bond, Manager
11135 "O" Street, Zip: 68137
Phone: (402) 221-3664, Fax: (402) 221-3668

Nevada

Reno, Nevada - Jere Dabbs, Manager
1755 East Plumb Lane, Suite 152, Zip: 89502
Phone: (702) 784-5203, Fax: (702) 784-5343

New Hampshire

Portsmouth, New Hampshire - Susan Berry,
Manager
17 New Hampshire Avenue, Zip: 03801-2838
Phone: (603) 334-6074, Fax: (603) 334-6110

New Jersey

Trenton, New Jersey - Rod Stuart, Director
3131 Princeton Pike, Bldg. #6,
Suite 100, Zip: 08648
Phone: (609) 989-2100, Fax: (609) 989-2395

Newark, New Jersey - William Spitler, Director
One Gateway Center, 9th Floor, Zip: 07102
Phone: (973) 645-4682. Fax: (973) 645-4783

New Mexico

New Mexico - Sandra Necessary, Manager
c/o New Mexico Dept. Of Economic Development
P.O. Box 20003, Santa Fe, Zip: 87504-5003
Fedex: 1100 St. Francis Drive, Zip: 87503
Phone: (505) 827-0350, Fax: (505) 827-0263

New York

Buffalo, New York - George Buchanan, Director
111 West Huron Street, Rm 1304, Zip: 14202
Phone: (716) 551-4191, Fax: (716) 551-5290

Harlem, New York - K.I. Fredericks, Manager
163 West 125th Street, Suite 904
New York, NY, Zip: 10027
Phone: (212) 860-6200, Fax (212) 860-6203

Long Island, New York - George Soteris, Manager
1550 Franklin Avenue, Room 207
Mineola, Zip: 11501
Phone: (516) 739-1765, Fax:(516) 739-3310

New York U.S. Export Assistance Center
John Lavelle, Acting Director
6 World Trade Center, Rm. 635, Zip: 10048
Phone: (212) 466-5222, Fax: (212) 264-1356

Westchester, New York - Joan Kanlian, Manager
707 Westchester Ave, Suite 209, White Plains, Zip:
10604
Phone: (914) 682-6712, Fax:(914) 682-6698

North Carolina

Carolinas U.S. Export Assistance Center
Roger Fortner, Director
521 East Morehead Street, Suite 435
Charlotte, Zip: 28202
Phone: (704) 333-4886, Fax: (704) 332-2681

Greensboro, North Carolina - John Schmonsees,
Acting Manager
400 West Market Street, Suite 102, Zip: 27401
Phone: (336) 333-5345, Fax: (336) 333-5158

North Dakota

Served by the Minneapolis, Minnesota Export Assistance Center

Ohio

Cincinnati, Ohio - Michael Miller, Director
36 East 7th Street, Suite 2650, Zip: 45202
Phone: (513) 684-2944, Fax: (513) 684-3227

Cleveland U.S. Export Assistance Center
Clem von Koschembahr, Acting Director
600 Superior Avenue, East, Ste 700, Zip: 44114
Phone: (216) 522-4750, Fax: (216) 522-2235

Columbus, Ohio - Mary Beth Double, Manager
37 North High Street, 4th Floor, OH, Zip: 43215
Phone: (614) 365-9510, Fax: (614) 365-9598

Toledo, Ohio - Robert Abrahams, Manager
300 Madison Avenue, Zip: 43604
Phone: (419) 241-0683, Fax: (419) 241-0684

Oklahoma

Oklahoma City, Oklahoma - Ronald L. Wilson, Director
301 Northwest 63rd Street, Suite 330, Zip: 73116
Phone: (405) 231-5302, Fax: (405) 231-4211

Tulsa, Oklahoma - Mark Wells, Manager
700 N. Greenwood Avenue, Suite 1400. Zip: 74106
Phone: (918) 581-7650, Fax: (918) 594-8413

Oregon

Eugene, Oregon - Vacant, Manager
1445 Willamette Street, Suite 13, Zip: 97401-4003
Phone: (541) 465-6575, Fax (541) 465-6704

Portland, Oregon U.S. Export Assistance Center
Scott Goddin, Director
One World Trade Center, Suite 242
121 SW Salmon Street, Zip: 97204
Phone: (503) 326-3001, Fax: (503) 326-6351

Pennsylvania

Harrisburg, Pennsylvania - Deborah Doherty, Manager
One Commerce Square
228 Walnut Street, Room 850, Zip: 17108-1698
P.O. Box 11698
Phone: (717) 221-4510, Fax: (717) 221-4505

Philadelphia U.S. Export Assistance Center
Rod Stuart, Acting Director
615 Chestnut Street, Ste. 1501, Zip: 19106
Phone: (215) 597-6101, Fax: (215) 597-6123

Pittsburgh, Pennsylvania - Ted Arnn, Manager
2002 Federal Building, 1000 Liberty Ave., Zip: 15222
Phone: (412) 395-5050, Fax: (412) 395-4875

Scranton, Pennsylvania - Vacant, Manager
One Montage Mountain Road, Suite B
Moosic, Zip: 18507
Phone: (717) 969-2530, Fax: (717) 969-2539

Puerto Rico

San Juan, Puerto Rico (Hato Rey) - J. Enrique Vilella, Director
525 F.D. Roosevelt Avenue, Suite 905, Zip: 00918
Phone: (787) 766-5555, Fax: (787) 766-5692

Rhode Island

Providence, Rhode Island - Vacant, Manager
One West Exchange Street, Zip: 02903
Phone: (401) 528-5104, Fax: (401) 528-5067

South Carolina

Charleston, South Carolina - David Kuhlmeier, Manager
P.O. Box 975, Zip: 29402
81 Mary Street, Zip: 29403
Phone: (803) 727-4051, Fax: (803) 727-4052

Columbia, South Carolina - Ann Watts, Director

1835 Assembly Street, Suite 172, Zip 29201
Phone: (803) 765-5345, Fax: (803) 253-3614

Upstate, South Carolina - Denis Csizmadia,
Manager
Park Central Office Park, Bldg. 1, Ste. 109
555 N. Pleasantburg Drive, Greenville, Zip: 29607
Phone: (864) 271-1976, Fax: (864) 271-4171

South Dakota

Siouxland, South Dakota - Cinnamon King,
Manager
Augustana College, 2001 S. Summit Avenue
Room SS-44, Sioux Falls, Zip: 57197
Phone: (605) 330-4264, Fax: (605) 330-4266

Tennessee

Knoxville, Tennessee - Thomas Mcginty, Manager
Historic City, 600 West Summit Hill Drive, Suite
300, Zip: 37902-2011
Phone: (423) 545-4637, Fax: (423) 545-4435

Memphis, Tennessee - Ree Russell, Manager
Buckman Hall, 650 East Parkway South, Suite 348
Zip: 38104
Phone: (901) 323-1543, Fax: (901) 320-9128

Nashville, Tennessee - Michael Speck, Director
Parkway Towers, Suite 114
404 James Robertson Parkway, Zip: 37219
Phone: (615) 736-5161, Fax: (615) 736-2454

Texas

Austin, Texas - Karen Parker, Manager
1700 Congress, 2nd Floor, Zip: 78701
P.O. Box 12728, Zip: 78711
Phone: (512) 916-5939, Fax: (512) 916-5940

Dallas U.S. Export Assistance Center
Loree Silloway, Director
P.O. Box 420069, Zip: 75342-0069
2050 N. Stemmons Fwy., Suite 170, Zip: 75207

Phone: (214) 767-0542, Fax: (214) 767-8240

Fort Worth, Texas - Vavie Sellschopp, Manager
711 Houston Street, Zip: 76102
Phone: (817) 212-2673, Fax: (817) 978-0178

Houston, Texas - James D. Cook, Director
500 Dallas, Suite 1160, Zip: 77002
Phone: (713) 718-3062, Fax: (713) 718-3060

San Antonio, Texas - Vacant, Manager
c/o City of San Antonio Iad
P.O. Box 839966, Zip: 78283-396
Phone: (210) 228-9878, Fax (210) 228-9874

Utah

Salt Lake City, Utah - Stanley Rees, Director
324 S. State Street, Suite 221, Zip: 84111
Phone: (801) 524-5116, Fax: (801) 524-5886

Vermont

Montpelier, Vermont - Susan Murray, Manager
National Life Building, Drawer 20, Zip:
05620-0501
Phone: (802) 828-4508, Fax: (802) 828-3258

Virginia

Northern Virginia - Sylvia Burns, Manager
1616 N. Ft. Myer Dr., Ste 1300, Arlington, Zip:
22209
Phone: (703) 524-2885, Fax: (703) 524-2649

Richmond, Virginia - William Davis Coale, Jr.,
Director
400 North 8th Street, Suite 540, Zip: 23240-0026
P.O. Box 10026
Phone: (804) 771-2246, Fax: (804) 771-2390

Washington

Seattle U.S. Export Assistance Center
2001 6th Ave, Suite 650, Zip: 98121
Phone: (206) 553-5615, Fax: (206) 553-7253

Spokane, Washington- James K. Hellwig, Manager
c/o Greater Spokane Chamber of Commerce
801 W. Riverside Ave., Suite 400, Zip: 99201
Phone: (509) 353-2625, Fax: (509) 353-2449

Takoma, Washington- William Marshak, Manager
950 Pacific Avenue, Suite 410, Zip: 98401
Phone: (253) 593-6736, Fax: (253) 383-4676

West Virginia

Charleston, West Virginia - Harvey Timberlake,
Director
405 Capitol Street, Suite 807, Zip: 25301
Phone: (304) 347-5123, Fax: (304) 347-5408

Wheeling, West Virginia - Martha Butwin, Manager
c/o Wheeling Jesuit University/nttc
316 Washington Avenue, Zip: 26003
Phone (304) 243-5493, Fax (304) 243-5494

Wisconsin

Milwaukee, Wisconsin - Paul D. Churchill, Director
517 E. Wisconsin Avenue, Room 596, Zip: 53202
Phone: (414) 297-3473, Fax: (414) 297-3470

Wyoming

Served by the Denver, Colorado U.S. Export
Assistance Center

Appendix 5

SINGLE ACCESS FOOD LABELLING SERVICE

The list of access offices is as follows:

BRITISH COLUMBIA
Agriculture and Agri-Food Canada
620 Royal Avenue, Room 202
New Westminster, B.C. V3L 5A8
Telephone: (604) 666-6513
Facsimile: (604) 666-6130

Telephone: (604) 861-6048
Facsimile: (604) 861-6046

ALBERTA
Agriculture and Agri-Food Canada
3650 36th Street North West
Calgary, Alberta T2L 2L1
Telephone: (403) 289-7736
Facsimile: (403) 221-3296

Agriculture and Agri-Food Canada
1921 Kent Road, Kelowna, B.C. V1Y 7S6

Agriculture and Agri-Food Canada
11713 82nd Street
Edmonton, Alberta T5B 2V9
Telephone: (403) 495-7287
Facsimile: (403) 495-3359

SASKATCHEWAN

Agriculture and Agri-Food Canada
P.O. Box 8060
Regina, Saskatchewan S4P 4E3
Telephone: (306) 780-6668
Facsimile: (306) 780-5177

MANITOBA

Agriculture and Agri-Food Canada
269 Main Street, Room 613
Winnipeg, Manitoba R3C 1B2
Telephone: (204) 983-3699
Facsimile: (204) 983-8022

ONTARIO

Agriculture and Agri-Food Canada
401 Champagne Drive, Unit #1
Downsview, Ontario M6A 3A6
Telephone: (416) 954-1714
or 1-800-667-2657
Facsimile: (416) 954-0608

QUEBEC

Agriculture et Agro-alimentaire Canada
2001, rue Université, pièce 746-I
Montréal, Québec H3A 3N2
Téléphone: (514) 283-8888
Facsimilé: (514) 283-3143

Agriculture et Agro-alimentaire Canada
Gare Maritime Champlain
901, Cap Diamant, pièce 391
Québec, Québec G1K 4K1
Téléphone: (418) 648-4820
Facsimilé: (418) 648-4792

NEWFOUNDLAND

Agriculture and Agri-Food Canada
P.O. Box 460, St. John's, Newfoundland A1C 5W4
Telephone: (709) 772-5030

Facsimile: (709) 772-5100

NOVA SCOTIA AND PRINCE EDWARD ISLAND

Agriculture and Agri-Food Canada
P.O. Box 38001, Barnside Park Postal Outlet
Dartmouth, Nova Scotia B3B 1X2
Telephone: (902) 426-6055
Facsimile: (902) 426-4536

NEW BRUNSWICK

Agriculture and Agri-Food Canada
P.O. Box 6088
Moncton, New Brunswick E1C 8R2
Telephone: (506) 851-7650
Facsimile: (506) 851-3700

Appendix 6

DECLARATION OF IMPORTATION OF ANIMAL PRODUCTS OR BY-PRODUCTS FROM THE U.S.A. WEIGHING LESS THAN 100 KG Section 39.1 and 51.1 of the Animal Disease and Protection Regulations)

I hereby declare that the following listed animal products or by-product or items containing animal products or by-product are of U.S. origin and are imported for the purpose of:

Form with five rows and two columns. The first column contains empty boxes for selection, and the second column lists purposes: analysis, evaluation, testing, research, and international food exhibition.

PLEASE CHECK APPROPRIATE BOX

I further certify that the declared items are not for personal use or for resale in any form.

Table with 3 columns: QUANTITY, PRODUCT DESCRIPTION, and WEIGHT. The table contains six empty rows for data entry.

NAME OF COMPANY OR INDIVIDUAL ADDRESS

PHONE NUMBER ()

APPLICANT NAME & TITLE

SIGNATURE DATE

PORT OF ENTRY

PORT INSPECTOR'S SIGNATURE OR NOTARY'S SIGNATURE & STAMP

Fisheries Inspection Information

Note: The Fisheries & Oceans Canada inspection offices have recently joined with the Canadian Food Inspection Agency. For information on fish inspection services contact the following regional Canadian Food Inspection Agency officials.

Atlantic Area

Regis Bourque
Executive Director
Atlantic Operations
Canadian Food Inspection Agency
Tel: (506) 851-7670
Fax: (506) 851-2911

Phil Amundson
Co-Executive Director
Western Operations
Canadian Food Inspection Agency
Tel: (403) 292-4951
Fax: (403) 292-6741

Quebec Area

Yvon Bertrand
Executive Director
Quebec Operations
Canadian Food Inspection Agency
Tel: (514) 283-8888, ext. 322
Fax: (514) 496-4699

Ontario Area

Dave Graydon
Interim Executive Director
Ontario Operations
Canadian Food Inspection Agency
Tel: (519) 837-5802
Fax: (519) 837-9766

Western Region

Barry Stemshorn
Executive Director
Western Operations
Canadian Food Inspection Agency
Tel: (403) 292-4951
Fax: (403) 292-6741

PROVINCIAL LIQUOR CONTROL COMMISSIONS

Newfoundland Liquor Corporation
P.O. Box 8750, Stn. "A"
90 Kenmount Road, St. John's, Newfoundland
Canada A1B 3V1
T: (709)724-1100
F: (709)754-0321

Nova Scotia Liquor Commission
93 Chain Lake Drive, Halifax, Nova Scotia
Canada B3S 1A5
T: (902) 450-6752
F: (902)453-1153

Prince Edward Island Liquor Control Commission
3 Garfield Street, Charlottetown, P.E.I.
Canada C1A 7M4
T: (902)368-5720
F: (902)368-5735

New Brunswick Liquor Corporation
Old Wilsey Road, Industrial Park
P.O. Box 20787, Fredericton, New Brunswick
Canada E3B 5B8
T: (506)452-1551
F: (506)452-9890

Société des Alcools du Québec
905 av. De Lorimier, Montreal, Québec
Canada H2K 3V9
T: (514)873-5716 F: (514)873-3162

Liquor Control Board of Ontario
55 Lake Shore Blvd. East, Toronto, Ontario
Canada M5E 1A4
T: (416)365-5900
F: (416)365-5911

Manitoba Liquor Control Commission

1555 Buffalo Place, Winnipeg, Manitoba
Canada R3T 1L9
T: (204)284-2501
F: (204)475-7666

Saskatchewan Liquor and Gaming Authority
Head Office, Box 5054, Regina, Saskatchewan
Canada S4P 3M3
T: (306)787-4211
F: (306)787-8201

Alberta Gaming and Liquor Commission
50 Corriveau Avenue, St. Albert, Alberta
Canada T8N 3T5
T: (403)458-4311
F: (403)444-8906

B.C. Liquor Distribution Branch
2625 Rupert Street, Vancouver
British Columbia Canada V5M 3T5
T: (604)252-3180
F: (604)252-3200

Northwest Territories Liquor Commission
Suite 201, 31 Capital Drive, Hay River, NWT
Canada X0E 1G2
T: (403)874-2100
F: (403)874-2180

Yukon Liquor Corporation
9031 Quartz Rd., Bldg. 278
Whitehorse, Yukon
Canada Y1A 4P9
T: (403)667-5245
F: (403)393-6306