

It would be advisable to avoid first-time or exploratory business visits during July or August as many of the Dutch take their summer vacations during that period. Plants and firms often close for two to three weeks during the summer vacation period.

Participation in trade exhibitions in the Netherlands is often a successful way to introduce a product to this market. The two largest trade exhibition centres are the Royal Netherlands Industries Fair in Utrecht, and the RAI Exhibition Centre in Amsterdam. A wide variety of fairs are held regularly, both for the trade and for the general public.

As stated earlier, the Netherlands is a large importer of all types of goods from primary commodities to sophisticated manufactured items. In addition to purchasing significant amounts of such Canadian export commodities as minerals, forest products, oilseeds and other basic materials, the Netherlands imports increasing amounts of manufactured goods and equipment such as electrical and electronic products, defence equipment and computer hardware and software, as well as some telecommunications equipment.

Canadian businesspersons wanting to know the potential for a particular product line should write or telex the Commercial Division of the Canadian Embassy which will be pleased to survey the Dutch market and suggest the best course of action to pursue.

## National Regulations

**Labelling.** Labelling regulations, which vary among commodities, are issued and amended frequently. Cosmetics, packaged foods, textiles and soaps are examples of commodities with specific requirements.

**Hallmarking.** Hallmarking of gold and silver articles is required before they can be offered for sale. Small tolerances for error are allowed. The hallmarking may be done by a Dutch hallmarking office after importation. Karat marking is permissible on gold articles.

**Certificates.** Certificates of origin are not normally required. When requested, two are required, certified by a recognized chamber of commerce.

Health certificates certified by an official of Agriculture Canada are required for shipments of live bovine animals, hogs, horses and poultry for human consumption. Certificates are also required for frozen fish; fresh, chilled, or