

Table 7

Japanese Imports of Baled Hay and Other Forage Products (Metric Tons)

Country	1984	1985	1986	1987	1988
South Korea	0	5	3	14	78
China	15 749	13 785	17 569	23 051	32 230
Taiwan	32	25	50	419	1 988
Thailand	199	312			265
Philippines	507	330	150		166
Indonesia	130		12		201
Canada	263	445	1 972	2 835	5 821
U.S.	101 256	146 130	310 667	386 632	691 629
Australia	292	1 963	10 375	14 660	20 385
New Zealand		15		14	13
Mongolia			219		
Italy		56			
Sudan		143			
Total	118 428	163 209	341 017	427 625	752 776

Source: Japan Exports and Imports, Japan Tariff Association.

6 Tariff Classifications

The products of interest to Canadian suppliers are covered by the following HS classifications:

- 1214.10 - 000 Alfalfa meal and pellets
- 1214.90 - 010 Forage products, in cubes
- 1214.90 - 090 Hay, clover, sainfoin, lupines and similar forage products (excluding cubes but including baled products), turnips and rutabagas.

(Note: Statistics Canada data is published using 6 digits only; therefore, hay cubes and baled hay products data may be combined. Japanese trade data is published using 9 digits as shown above, and therefore hay cubes versus other hay products are shown separately.)

7 Product Types and Standards

Alfalfa meal and pellets. In this category, the preferred product type is extruded pellets, to facilitate mechanized handling, bulk storage and shipping, and to minimize losses in transit. Pellets are fabricated in various shapes and sizes in terms of both diameter and length to suit customer requirements. As regards protein and moisture content, Japanese buyers prefer 17 per cent protein and less than 10 per cent moisture. Price discounts are applied for lower protein or higher moisture content, with specifications set out in purchase contracts.

Hay Cubes. This product is typically made from pure alfalfa or a mixture of legumes and grasses. Various shapes and sizes are in demand in Japan. Important factors are cube strength, green colour and minimal fines. Hay cubes are usually shipped in containers either in bulk or in 25-kg bags. Japanese buyers look for 10 to 12 per cent moisture, and about 15 per cent protein in alfalfa cubes, with price discounts in effect for cubes of lower quality; specifications are set out in purchase contracts. The colour of hay cubes is very important in Japan, with off-colour cubes subject to price discount.

Baled Hay. Many types of hay are imported, including pure alfalfa, timothy, sudan grass and "green oat." Green colour is important, along with protein content, moisture level, freedom from mould and weathering. Baled hay is shipped in containers which also serve as temporary storage on arrival in Japan.