

MARKET OPPORTUNITIES FOR CANADIAN PRODUCT

In the short term, due to the adjustment of the Canadian dollar, products like soybean and corn oil have potential. In the long run, canola oil will have a potential once they gain more awareness in the local market regarding their difference.

Canadian product has enjoyed the reputation of being clean and high quality. However, they are perceived to be expensive as well. Products from the U.S. and Australia are perceived to be the closest competitors. All the products from these countries are perceived to be high quality and high price (when compared with the supplies from China and some parts of Asia).

Organization of trips for some food buyers, which may well include some oil/oilseed buyers, can enhance (indirectly) the appreciation of the quality and variety of the oilseed products that Canada can offer.

ACCESS

Hong Kong is practising free trade and there are no tariff, custom or duties on oilseed products. And there has been no recent change of this policy and probably the free trade policy will continue in the future.

Hong Kong importers can import directly. The importers are private companies and import in bulk. If government requires supply of oil, it will request the private companies to supply its needs. There will not normally be an international tender unless the government buys an extremely large quantity and this has never happened before.

Guidelines on the import policy of Hong Kong are as follows: (there have been no recent changes and changes in the near future are not expected)

General Guidelines: There are no import tariffs/duties, except for alcoholic beverages, nor are there government health regulations governing the importation of foodstuffs into Hong Kong. However, for fresh or frozen meat and poultry/poultry parts, a health certificate issued by the appropriate authority of the exporting country is required to accompany shipments. This also applies to live marine products if shipments are by air. Canada's phytosanitary and other quality standards satisfy Hong Kong authorities.

Labelling Regulations: The following is to be clearly printed on the labels: (i) name of the product; (ii) name and address of manufacturer/packer; (iii) ingredients; (iv) count, weight and volume; (v) date of expiry. If products require special storage, it must be indicated on the label. Either English or Chinese or both could be used. In general, Canadian labelling meets local rules.

Methods of Payment: Payment is usually made by confirmed irrevocable letter of credit, although other terms such as sight draft and documents against presentation are