

according to kind, quantity, grade, weight [gross and net] in metric units, with special emphasis on factors that may affect value; 4) agreed upon price of the goods, including unit cost and total cost F.O.B factory, plus shipping, insurance and other charges; 5) delivery and payment terms; and, 6) the signature of a responsible official from the shippers' firm.

### **CERTIFICATE OF ORIGIN**

A certificate of origin must accompany all seafood products exported to Spain. Spanish Embassies and Consulates will issue these certificates and may sell official Certificate of Origin blank forms. Certificates of origin may also be issued to the exporter by the nearest Canadian Chamber of Commerce. For goods exported to Spain through a third country, in which title has been taken, a certificate of origin may be issued in the third country by a Spanish Chamber of Commerce, Spanish Commercial Offices, or a Consular Office of Spain. In addition, the Director General of Customs may empower a foreign authority or agency to issue a certificate of origin when none of the above mentioned offices exist.

Throughout Europe, INCOTERMS, as established by the International Chamber of Commerce, are used to avoid misunderstandings over the responsibilities of the buyer and seller. First-time Canadian fish and seafood exporters would be well-advised to follow the definitions and procedures specified in the publications' *INCOTERMS* and *Guide to INCOTERMS* available from the **ICC Service S.A.R.L.** located at 1080 Beaver Hall Hill, Suite 1730, Montreal, Quebec, H2Z 1T2, tel:(514) 866-4334. In addition, the major Canadian banks can provide information pertaining to this topic.

### **HEALTH CERTIFICATES**

Health certificates from the appropriate agencies in Canada are required for fisheries exports to Spain. Owing to the complexity of sanitary and health regulations, Canadian seafood exporters should also obtain information from the importer prior to the shipment, or directly from the Canadian Embassy in Madrid. All current Spanish health regulation in force covering imported fish and fishery products were established by Royal Decree No.#152/84 on the 1st of August 1984. The measures deal with "technical and sanitary regulations for all fishery establishments and for fishery and aquaculture products intended for human consumption". Section VI, Article 34 of the Decree specifically defines all the rules and regulations affecting imported fish and fisheries products. A health certificate issued by the authorities of the country of origin is required for all consignments of foreign seafood products imported into Spain. The required certificate must clearly state verification that the products have undergone the necessary health inspection and are fit for human consumption, in addition to stating any additives which the products may contain.

### **BILL OF LADING**

There are no regulations specifying the form or number of bills of lading required for any particular shipment entering Spain, except that it must indicate the weight in kilos. A bill of lading customarily shows: 1) name of the shipper; 2) name and address of the consignee; 3) port of destination; 4) description of the goods; 5) listing of the freight and other charges; 6) number of bills of lading in the complete set; 7) date and signature of the carriers' official, acknowledging receipt on board of the goods for shipment. This information should correspond with that shown on the invoices and packages. Bills of lading direct of "to order" are accepted. For air cargo shipments, the "way-bill" replaces the bill of lading.