3 Tariff and Phytosanitary Requirements

Peat moss enters Japan free of duty. Shipments are subject to routine phytosanitary inspection, but this does not appear to present any problem for Canadian exporters. The commodity classification code (HS) for this product is 27.03.00.

4 Market Characteristics

The principal end use for peat moss in Japan is for "industrial landscaping," which includes hydroseeding of roadside embankments, improvement of golf courses and tree planting. Altogether, industrial landscaping accounts for 60 to 70 per cent of total usage.

Uniform quality is very important and importers must submit samples to the government to obtain public works contracts (i.e. roads, railways and airport construction projects). (A typical analysis report is shown in Table 2.) For this reason, the major importers have established highly stable commercial relationships with Canadian suppliers, to the extent of having brands developed for their exclusive use. Individual brands signify a certain level of quality to the end users in Japan. Therefore, brand loyalty is equally as important as price

Table 2

Sample of Analysis/Test Certificate: No. 62-1, 103

6 October 1987

Certificate

Japan Fertilizer & Feed Inspection Association (HQ)

Certified that the result of analysis/test of the specimen provided by the applicant is as under:

Applicant: Sansei Bussan Co., Ltd.

Specimen: Peat Moss (Granule. Canada Brand/Beaver Brand)
(Nomenclature specified by Applicant)

Results of Analysis/Test

H_2O	40.10%
N	0.41%
P_2O_5	0.03%
K_2O	0.02%
Organic Substances*	91.87% (55.03)
Humic Acid*	3.94% (2.36)
Humic Acid content in Organic Substances*	4.3%
Maximum Water Holding Capacity*	1 670 (mg/100 g dry matter)
Nitrogen Absorption Coefficient	1 750 (mg/100 g dry matter)
Phosphoric Acid Absorption Coefficient	630 (mg/100 g dry matter)
Cation Exchange Capacity*	133 (meq/100 g dry matter)
pH (Evaluated sample 5 g/500 ml, 23°C)	4.4

*Testing method as per Ministry of Agriculture, Forestry & Fisheries Notification No. 2002 of 1984. Dry matter. Figures in ( ) pertain to evaluated samples.

Analysis/Test conducted by: Katsuo SAITO

HQ:
1-12-15, Fukuzumi, Koto-ku, Tokyo 135
Tel: 03-641-3453