

Greenshields of Canada Ltd., Dominion Securities Inc.; Wood Gundy Inc.; McLeod Young Weir Ltd.; Royal Trust Corporation of Canada; CIBC Limited (Merchant Bank); and Orion Royal Bank Ltd.

Documentation

Requirements in Japan change. It is recommended that you obtain a current copy of Exporter's Encyclopedia, published by Dun & Bradstreet Ltd. To obtain information or standardized export documents, contact:

Canadian Export Association (CEA)

99 Bank Street, Suite 250

Ottawa, Ontario K1P 6B9

Tel: (613) 238-8888

Documentation normally required includes:

- a certificate of origin verified by the Canadian Chamber of Commerce or a Japanese consulate;
- two copies of your invoice (including full description, weight, value, importer's name and address, tariff number); and
- a shipping invoice with details of insurance, packing and commission costs.

An authorized foreign exchange bank in Japan requires you to submit a report of your venture before shipping your product to Japan.

Tariffs and Product Standards

Canada enjoys a "most-favoured nation" status with Japan. Customs duties for manufactured goods are generally lower in Japan than in Canada. Duties are calculated on C.I.F. value.

Product standards are under constant review in Japan and you must therefore ensure that your information is current and fully understood before attempting to export. There are both "voluntary" and "compulsory" standards. The Japan External Trade Organization (JETRO) publishes several useful guides.

Carnet

A carnet is a convenient customs document designed to simplify and streamline customs procedures. It lists the goods you wish to have covered for the country or countries you intend to visit. This "merchandise passport" is ideal for commercial samples, professional