

"Made in Canada": See *Export Techniques*, pages 126 to 136 (J.R. Arnold, P.O. Box 1556, Parksville, B.C. V9P 2H4, \$24.95 delivered. No tax). It gives complete list of products exempt from marking and exactly where and how to mark all others.

Marking of Country of Origin on U.S. Imports
(Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Ask for it by title and number J 726-811. No price is stated).

Shipping by Parcel Post:

For any producer whose goods are suitable, parcel post may be an ideal way to ship to the U.S. Canada Post will give the maximum size and weights of containers. Goods to the value of \$US1,000.00 per day may be sent to a U.S. buyer. Arrangements must be approved — in advance — by the buyer.

Attach documents firmly to one carton, or put them inside a carton. In either case, mark the carton "INVOICE ENCLOSED".

The shipment goes to a special Customs branch. There duty, if any, is calculated and the shipment then is delivered promptly. The buyer pays the duty (if any), plus \$1.00 for the service. If you have a firm ruling, you can figure all charges exactly and you or your agent can give the buyer the exact charge. The exporter benefits, too, as no U.S. Customs broker fee is charged.

Three Warnings:

1. Each carton must be plainly marked "May be opened by U.S. Customs for Inspection". If not so marked, the whole shipment will be confiscated.
2. Pack systematically — regardless of method of shipping. Never co-mingle items in the same carton. It will result in delay and, if duty is payable, all items will be charged the highest rate applying to any one item in the box.
3. Supply the same documents as for any other method of shipping.

Documentation

Although the U.S. Customs Service leads the world in innovation, and presently is conducting a two-year trial with some large companies testing use of one-document entry and also no documents with clearance made by information sent electronically, it still demands a number of documents from all other foreign exporters. Each must be completed carefully.

If in doubt, check with your U.S. Customs broker for first shipment. After that, it is quite easy — if photocopies are made and kept.

- (1) As of July 2, 1990, B-13 forms are no longer required for shipments to the U.S. unless, (a) you ship satellite equipment; aircraft; uranium or precious metals, or (b) goods are in transit in the U.S. for a third-country destination. Further information will be given by Statistics Canada: (Mr. Drover), tel.: (613) 951-7133.
- (2) As of February 8, 1990, every U.S. importer must use his/her Importer Identification Number. This can be the importer's Internal Revenue Service Employer Number, or Social Security Number. If there is neither, the importer must apply to the U.S. Customs (form 5106) for such a number. Instruct your manufacturer's agent in the U.S. to see that the correct number for each importer is on the order before forwarding the order to you.
- (3) Certificate of origin. A copy may be obtained from Canada Customs at no cost, but you must photocopy a supply for your needs. Instructions for its completion are on the back. Either Canada Customs or your forwarding agent will assist you if necessary.
- (4) Three copies of your packing list. Number each carton and show the contents and the value beside each number.
- (5) Before packing, make sure all items are properly marked "Made in Canada".
- (6) At least one copy of your commercial invoice with HS numbers, quantities, values, and invoice total.
- (7) Check with U.S. Tariffs and Market Access Division of External Affairs and International Trade Canada — if you are shipping drugs, foodstuffs, textiles, or things made from feathers or antlers, live plants or live animals. Additional and different documents, in addition to the first 6, must be added.
- (8) Mandatory new labelling laws for processed foods (except poultry and meat) are being phased in. These pertain to listing ingredients and stating nutritional values. Present exporters of processed foods as well as new shippers to U.S. may check with External Affairs and International Trade Canada.