

# UNITED STATES

(UPPER MIDWEST)

*A Guide  
for Canadian Exporters*

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1982  
STORAGE

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(aussi publié en français)

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# UNITED STATES

(UPPER MIDWEST)

## A Guide for Canadian Exporters

TRADE OFFICE RESPONSIBLE:  
Minneapolis

TOTAL TRADE TERRITORY:  
Minnesota, North and South Dakota, Iowa, Nebraska and Montana

15-234-018

FOR FURTHER INFORMATION:  
Commercial Division  
Canadian Consulate General  
15 South Fifth Street  
Minneapolis, MN 55402, USA

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# UNITED STATES

(UPPER MIDWEST)

## A Guide for Canadian Exporters

TRADE OFFICE RESPONSIBLE

Manitoba

THE TRADE TERRITORY

Manitoba, North and South Dakota, Iowa, Nebraska

and Minnesota

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ATTACHÉ CONSULAIRE  
Consul General

Consul General  
Manitoba

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# I. GENERAL

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## Area

The Commercial Division of the Canadian Consulate General in Minneapolis is responsible for assisting Canadian exporters and other Canadian businessmen in the following territory:

	Area	Population
Minnesota	217,735 km <sup>2</sup> (84,068 sq. mi.)	4,077,148
South Dakota	199,551 km <sup>2</sup> (77,047 sq. mi.)	690,178
North Dakota	183,021 km <sup>2</sup> (70,665 sq. mi.)	652,695
Montana	251,799 km <sup>2</sup> (97,220 sq. mi.)	786,690
Iowa	145,790 km <sup>2</sup> (56,290 sq. mi.)	2,913,387
Nebraska	200,017 km <sup>2</sup> (77,227 sq. mi.)	1,570,006
Total	1,197,913 km <sup>2</sup> (462,517 sq. mi.)	10,690,104

## Topography

Except for the forested and mineral bearing hills in the northern parts of Minnesota, the general topography of the area can be described as a combination of rolling pasture lands in the east and flat prairies and grasslands in the west. In the central portion lie some of the richest grain growing and livestock raising areas of the United States. In the southwest are thousands of square kilometres of dry desertlike terrain known as the Black Hills or Badlands. As well as shoreline in the east on Lake Superior and thousands of other lakes scattered throughout the eastern portion, the territory is traversed by two of the great rivers of America, the Mississippi and the Missouri.

## Climate

The climate of the area is generally similar to that of the Prairie Provinces, with temperatures sometimes more than 37°C (100°F) in the summer and under -31°C (-25°F) in winter. In the central portion the average temperature in July is 20°C (72°F) and in January -10°C (12°F), with annual average precipitation exceeding 61 cm (24 in.).

## Local Time

Minnesota and the eastern half of both the Dakotas observe Central Standard Time, while the western portions of the Dakotas and that part of Montana lying east of the Great Divide are in the Mountain Time Zone.

## Population, Principal Cities (Estimate, 1980)

### Minnesota

Minneapolis-St. Paul (seven-county area)	1,953,042
Duluth	92,789
Rochester	54,287

### South Dakota

Sioux Falls	73,188
Rapid City	44,266

### North Dakota

Fargo	53,895
Grand Forks	40,500
Bismarck	35,143
Minot	32,610

### Montana

Billings	77,160
Great Falls	73,830

### Iowa

Des Moines	340,400
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### Nebraska

Omaha	399,000
-------	---------

## Weights and Measures

Conversion to the metric system is moving at a much slower pace in the United States than in Canada. Meanwhile, businessmen should use the old Canadian system for the U.S., keeping in mind that the only difference is that:

1 U.S. pint	16 fluid ounces	473.1 mL
1 U.S. quart	32 fluid ounces	946.2 mL
1 U.S. gallon	128 fluid ounces	3.8 L
1 Imperial gallon	1.2 U.S. gallons	4.5 L

Electricity for domestic use is supplied at 115 volts, 60 cycles, A.C.

## Energy

Ninety-five per cent of the energy used in Minnesota is generated from coal and uranium, with coal fired plants supplying most of the electric energy requirements in the other areas. North Dakota is the only state self-sufficient in petroleum and natural gas; the other parts of the territory are almost completely dependent on sources of supply from various other regions.

## U.S. Federal Public Legal Holidays\*

**New Year's Day** — *January 1*

**Washington's Birthday** — *February, Third Monday*

**Memorial Day** — *May, Last Monday*

**Independence Day** — *July 4*

**Labor Day** — *September, First Monday*

**Columbus Day** — *October, Second Monday*

**Veterans Day** — *November 11*

**Thanksgiving Day** — *November, Fourth Thursday*

**Christmas Day** — *December 25*

\* You should check with the Canadian Consulate General regarding any local public holidays, in addition to federal public holidays, which might affect your visit plans.

The Canadian Consulate General itself observes a total of 11 statutory holidays made up of a selection of some of each of the main American and Canadian holidays.

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## II. ECONOMY AND INDUSTRY

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Canadian exports to the Upper Midwest in 1981, at \$5.2 billion, were 18 per cent above the \$4.4 billion of 1980 and almost 79 per cent above 1978's \$2.9 billion. Receipts from crude oil and natural gas sales accounted for \$2.8 billion, or 54 per cent of the total, with the balance, \$2.4 billion, spread out among other industrial and consumer products groups.

### Minnesota

Long known as the growing commercial and industrial hub of the Upper Midwest, Minnesota is one of the most affluent states in America (1981 per capita income: \$10,280), and it is rich in natural resources, agriculture and high technology industries. The diversified manufacturing sector includes a wide variety of machinery, fabricated metal products, food products, primary metals and chemical manufacturing.

In the resource field, the state has about 63 per cent of the iron ore mines in the United States. Forest lands covering the northern portion of the state provide a significant pulpwood, paper and lumber industry.

In agriculture, Minnesota ranked eighth among the states in cash receipts from crops, livestock and livestock products, totalling more than \$5.5 billion in 1979. Sales of livestock and livestock products accounted for 55 per cent of all agricultural cash receipts. Minnesota is ranked among the top states in the production of oats, timothy seed, wild rice, flaxseed, sugar beets and sweet corn.

The agribusiness industry in Minnesota has generated about \$6.7 billion in annual sales in recent years and is one of the state's key industries. Seven of Minnesota's food processing giants are listed among Fortune magazine's directory of the 500 largest U.S. industrial corporations, including General Mills, Pillsbury, International Multifoods and Green Giant Company. In addition, one of the world's largest private companies, Cargill Inc., has its headquarters here.

For all sectors, the value of shipments of manufactured products amounts to over \$22 billion annually (1979). Major international companies such as Honeywell Inc., Control Data Corporation and 3M Company have headquarters in Minnesota. This is the marketing and distribution centre of the Upper Midwest. The largest grocery wholesaler in the United States, Super Valu, and one of the nation's largest consumer goods retailers, Gamble-Skogmo, operate from this state.

Transportation plays a vital role in keeping Minnesota the major commercial centre of the Upper Midwest. Because of its location at the head of the St. Lawrence Seaway and the Mississippi River, this state has direct links with the world's great seaports. The twin ports of Duluth and Superior rank second only to New York in annual tonnage. A total of 139 public and 127 privately owned airports, plus 27 seaplane bases, serve the state. Minneapolis-St. Paul International Airport is geared to handle nine million passengers. In 1981, it processed 80,947 short tons of freight (one short ton equals 2,000 pounds). Northwest Orient and Republic Airlines have their headquarters in Minnesota. The state is the third largest trucking distribution centre in the United States. The Twin Cities are served by six major railroads and are home base for the Burlington Northern and the Soo Line (controlled by Canadian Pacific). These cities are also well served by both surface and air freight forwarding companies. There is, as well, heavy barge traffic: 40 per cent of all grain from Minnesota moves to the Gulf coast ports via the Mississippi River.

With a population of more than two million, the Twin Cities of Minneapolis and St. Paul form the most important distribution and manufacturing centre, not only for the state, but for the entire Upper Midwest. The Twin Cities also form a centre for the high technology and electronic industries, particularly computers, for agribusiness and milling, food processing, production of machinery, metal fabricating and textile production. Such diversity helps to minimize the effects on the area's economy of recession and inflation.

Canadian exports to Minnesota totalled \$3,108.6 million in 1981, led by petroleum, natural gas, lumber, wood pulp, newsprint and fertilizers.

## Montana

Montana's economy is dependent on its natural resources. The state's soil and mineral wealth, natural beauty and forests provide the basis for its most important economic activities. Agriculture is a major force in the economy, contributing over \$1.3 billion in cash receipts in 1979. Wheat is the chief crop, and other grains include barley, sugar beets, alfalfa and rye. In the southern counties, livestock and poultry production are important industries.

The largest untapped resources are in its mineral reserves: coal, natural gas and petroleum. Timber is also a major source of Montana's natural wealth, with forest production valued at over \$300 million annually.

Industry has been slow to develop in Montana. The state's remoteness from major markets and the resulting high costs of transportation, together with the small size of the labor force, has lessened its appeal to manufacturing firms. The pre-eminent industries are those involved in the processing of raw materials from farms, forests and mines. More than four-fifths of the state's industrial workers are employed in food processing, lumber and wood products, smelting and mining of ferrous metals and the refining of petroleum.

Canadian exports totalled \$980.3 million to the state in 1981, led by sales of oil, natural gas, fertilizer petroleum, coal products and precious metals in ores, concentrates and scrap.

## North Dakota

Agriculture is the backbone of the state's economy, with over \$2.3 billion in farm receipts in 1979. North Dakota leads the nation in the production of spring wheat, durum wheat, sunflower seeds, rye, flax and barley.

Livestock production is also important to the economy. It is an adjunct to grain farming in the eastern part of the state, but assumes greater importance toward the western border of the state, where it becomes the mainstay of agriculture. The principal varieties of livestock in North Dakota are beef cattle, dairy cattle and hogs.

North Dakota is the site of massive lignite deposits; it ranks 15th in proven reserves of oil; the state also has

significant deposits of natural gas, uranium and peat. The total amount of lignite beneath North Dakota soil is estimated at 350 billion tons, of which some 10 to 32 billion tons are recoverable with current technology. Petroleum has been an important mineral for years. The state is currently estimated to have reserves of 179 million barrels, and recent oil recovery techniques have created a new oil exploration boom in the state.

Although manufacturing has accounted for a relatively modest portion of North Dakota's economy, its importance to the state's overall economic base has increased in recent years. Two major areas within manufacturing are related directly to agriculture: food processing and agricultural machinery manufacturing.

Canadian exports to the state in 1981 were \$565.4 million led by fertilizers, fertilizer materials, electricity, agricultural equipment and motor vehicle parts.

## South Dakota

Rich farm and ranch lands are this state's leading natural resources. Agriculture is the state's number one source of income, providing a revenue of over \$2 billion in 1979. Livestock and livestock products provide 74 per cent of total farm income, and field crops account for 26 per cent. South Dakota ranks first in the production of rye and sweet clover in the U.S. and second in flax seed and oats, and it is the third largest grower of durum wheat and spring wheat. With respect to livestock production, South Dakota ranks fifth in beef cattle, sheep and lambs.

The western region of South Dakota is primarily a supplier of mineral resources, including beryllium concentrate, cement, lime, gold, gypsum, petroleum, lignite coal and a wide variety of other minerals. Total value of mineral production is relatively low at over \$100 million.

Manufacturing activities consist mainly of food processing, agricultural machinery manufacturing and wood products production.

South Dakota is Canada's smallest market in the area. Our exports to the state in 1981 were \$55.1 million, consisting principally of live animals, lumber, newsprint, fertilizer and agricultural equipment.

## Nebraska

Nebraska, too, relies greatly on agriculture: the state ranked sixth in the U.S. in total farm income in 1979. Other areas of strength are: first in great northern bean production and alfalfa meal production; second in livestock slaughter and popcorn production.

Because of the agriculture nature of the state, much of the manufacturing activity is concentrated in food processing. While manufacturing employment has suffered in recent years, areas such as primary metals present themselves as a bright spot.

Canadian exports to the state in 1981 were \$106.9 million, lumber and newsprint being two of the more notable items.

## Iowa

Iowa's economy is heavily dependent on agriculture and related industries. Approximately eight of ten workers in Iowa depend directly or indirectly on agriculture for employment. In 1979, Iowa ranked second in the U.S. in total farm cash receipts.

Iowa ranks first each in livestock and hog marketing, and second in total production of cattle. The state ranks fourth in total crop marketing but is first in corn production, supplying some 20 per cent of the country's corn. In soybean production, Iowa ranks second. Other crops grown in the state are oats, hay, sorghum and wheat.

In 1981, Canadian exports to Iowa were \$340.5 million. Some of the chief items were live animals, lumber, newsprint, wood pulp and agricultural machinery.

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## III. SELLING IN THE UPPER MIDWEST

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### Opportunities for Canadian Exporters

There is scarcely a category of product currently exported from Canada that does not find a market in the Upper Midwest states. The types of Canadian exports to the area are extremely diverse, ranging from the crudest of unprocessed industrial and agricultural products to some of the most sophisticated electronic assemblies and products that Canada is capable of producing. This wide diversity of exports features a large middle ground of manufactured goods, including apparel, contract furniture, retail food items, farm machinery and defence-related products. The Consulate General in Minneapolis has been actively involved in promoting those various manufactured categories of exports in years past. Recent trade promotional efforts in building materials and hardware have demonstrated that those products, too, find a ready market in the Upper Midwest.

Practically any type of product will sell in the area if it can be delivered at a competitive price and is intelligently and aggressively marketed. As well, certain sectors have not yet been fully explored. One of those, in which it is believed good opportunities are yet to be found, is the automotive aftermarket. At this writing, there is also reason to believe that the burgeoning medical and health related industry centered in the Twin Cities area offers opportunities for Canadian suppliers of goods in those fields. In the longer term, there may well be an opportunity for Canadian suppliers of mass transit equipment to participate in the increasing demand for alternative transportation modes as pressures increase on the use of private automobiles. Of course, in this particular area, much depends on future trends in Buy America legislation.

### Defence Products Sector

Within the Minneapolis post territory, Minnesota companies alone accounted for prime contract awards valued at \$1.8 billion in the 1981 financial year. It is anticipated that that level will increase in 1982 and

1983, with the largest rates of growth in the areas of electronic computing equipment and components. Major companies within the industry headquartered in Minneapolis are Control Data Corporation; FMC/Northern Ordnance Division; Honeywell/Avionics and Defence Systems Group; Rosemount Inc. and Sperry Univac.

Access to the U.S. defence equipment market is facilitated by the Canada-U.S. Defence Development and Defence Production Sharing Arrangements, under whose terms Canadian defence equipment can be imported to the U.S. free of duty and without the application of Buy America restrictions. Local buyers will therefore evaluate Canadian firms on the same price-quality-delivery formula used for their U.S. suppliers.

Canadian firms can enter this market by: (a) bidding on prime contracts issued by various Department of Defense procurement agencies or through solicitations received from them by the Canadian Commercial Corporation (CCC); and (b) by selling to U.S. companies awarded prime contracts. The Trade Commissioner responsible for defence can provide information on bidding procedures and assistance in identifying potential companies. Also, detailed information on Department of Defence procurement procedures can be found in the following publications, which can be purchased from the Superintendent of Documents, U.S.

Government Printing Office, Washington, D.C. 20402, USA: "Selling to the Military", stock no. 008-000-00345-9, and "Doing Business with the Department of Defense — A guide to foreign firms",

Information on marketing to the U.S. Department of Defense, to U.S. defence contractors, and on the Canada-United States Defence Sharing Arrangements, can be obtained from:

Director, U.S. Division (DDU)  
Defence Programs Bureau  
Department of External Affairs  
Ottawa, Ontario K1A 0H5

As was mentioned above, the CCC receives bid packages from the procuring military agencies, and thus suppliers should establish contact with the CCC to obtain information on such opportunities. Suppliers can receive bid packages directly from the agencies if they have registered with them. The responses to

direct solicitations however, must normally be submitted through CCC.

## An Ideal Test Market

The Upper Midwest market presents excellent opportunities for a manufacturer wishing to test-market a new product or for a beginning exporter. It is relatively small and manageable in size for a firm with limited production facilities. Distribution patterns are uncomplicated and efficient, largely radiating from the Twin Cities. The economy, based on agriculture, is generally more stable than in other more industrialized parts of the United States, and disposable income is consistently above the national average.

## The Canadian Image

Canadian suppliers can take advantage of the fact that many U.S. firms do not regard Canadian products as "foreign", and thus buy and invoice Canadian goods through domestic purchasing departments. Proximity to the market, coupled with personal and corporate connections, can help Canadians compete successfully where transportation costs and delivery times are concerned, and make it possible for them to sell on the same basis as their U.S. rivals. Canadian competitors must nonetheless extend full marketing efforts in order to secure acceptance of their wares on the basis of design and quality.

Before selling in the United States, Canadian companies should be prepared to:

- 1) pursue business on a continuing basis;
- 2) take greater pains to make a favourable first impression than they would in the Canadian context;
- 3) quote, deliver and follow up aggressively in order to overcome U.S. competitors.

## The Initial Approach

The best introduction is by personal visit. Some type of representative or distributor may be appointed later, but large-volume buyers usually want to meet their prospective suppliers personally.

Appointments are often necessary with individual buyers and, as a matter of good form, it is usually

advisable to start with the director of purchasing or his equivalent and, through him, meet the proper buyers. Advance notification in this case is also suggested.

A complete presentation on the first call is important. This should include literature, specifications, samples if possible, and all the price, delivery and quality-control information a buyer needs to evaluate your capabilities against his current sources. Many buyers keep up-to-date records on their suppliers. A favourable impression is made if a résumé including the following can be supplied at the time of the first visit:

- vendor's name, address and telephone number;
- name, address and telephone of local representative, if applicable;
- date established;
- size of plant;
- number of employees;
- principal products;
- location of plant;
- description of production facilities equipment;
- description of quality-control facilities and procedures;
- transportation facilities;
- approximate yearly sales volume;
- list of representative customers;
- financial and credit rating.

However, before visiting this territory we suggest that you write to the Canadian Consulate General Commercial Division, 15 South Fifth Street, Minneapolis, MN 55402, USA, to obtain some preliminary information on opportunities existing there. Your letter should contain the following information:

- 1) a summary of your past experience in this market territory;
- 2) the channel of distribution you wish to pursue;
- 3) prices f.o.b. factory but also c.i.f. Minneapolis or an American port of entry;
- 4) delivery time scheduling from date of receipt of order;
- 5) warranty offered;
- 6) rate of commission to manufacturer's representative or percentage discount structure for a distributor.

## Reciprocal Visits

Many buying organizations check out new suppliers' facilities personally before placing continuing business. If they do not come as a matter of course, it is a good sales strategy to invite them anyway.

## What to Do with an Inquiry

Suppose you receive an inquiry from a U.S. firm about your product. What action should you take? Follow this checklist.

- 1) When an inquiry is received:
  - a) check for the correct address of the U.S. firm (don't discard the envelope until you are sure the complete address appears on the firm's letterhead);
  - b) check the nature of the inquiry to make sure it is clearly understood;
  - c) check the type of quotation desired.
- 2) Acknowledge inquiry if quotation cannot be sent immediately.
- 3) Compute price according to the terms of the quotation and check the credit and reputation of the customer.
- 4) When an order is received:
  - a) check order to verify your ability to comply with the terms of the order;
  - b) acknowledge the order and stipulate any deviations or corrections;
  - c) make sure all personnel involved with processing the order fully understand their part;
  - d) if payment is by letter of credit, check the terms carefully and, if you cannot comply, request a change immediately.
- 5) Prepare the order for shipment.
- 6) When the date the order is ready for shipment is known:
  - a) contact the freight forwarder and arrange shipping schedule;
  - b) make sure the necessary shipping instructions and documents are completed correctly and distributed on time;
  - c) contact a customs broker at border point if clearance charges are for the exporter's account.
- 7) Prepare and submit all collection documents to receive payment.

## Following up the Initial Call

U.S. buyers expect to be called on more frequently than their Canadian counterparts. That may be as often as every two weeks at some periods of the buying year. The usual solution is to appoint a manufacturers' representative or to sell through brokers, jobbers or distributors, as the situation warrants.

## Price Quotations

Quotations should be submitted both on a laid-down basis, buyer's warehouse, factory or an American port of entry; and on an f.o.b. Canadian plant basis, exclusive of Canadian sales and excise taxes. Always quote in U.S. funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. customs duties if applicable, brokerage fees, and insurance. The quotation should be comparable in format to quotations from United States sources. Buyers cannot be expected to understand or be sympathetic with customs duties or other matters peculiar to international transactions. That is solely the responsibility of the Canadian exporter and a "cost" of international business.

Canadian exporters may not be granted the same opportunities for renegotiating initial quotations as they have been accustomed to in Canada. That is because U.S. buyers must often work to tighter purchasing deadlines and target prices. Thus they may have to accept the first bid as final.

## The Manufacturers' Representative

Use of the commission agent or salesman is a more common sales technique in the U.S. than it is in Canada. The better representatives are highly qualified by education, training and experience. They know their customers and call regularly — not only at the buying level, but also on engineering, design and quality control officers. The advantages of resorting to the services of a representative can include economy, closer business and social contacts with buyers, and being on the scene immediately when problems arise. Representatives are also more in tune with the local nuances of doing business in the Upper Midwest, and they tone down the foreign aspect of buying from a

Canadian firm. The Minneapolis office maintains information on a large number of manufacturers' representatives operating in our market territory and can often make suitable suggestions for Canadian manufacturers. There are other levels of distribution, depending on the nature of the product being marketed, and commissions, customers, numbers of salesmen and territories can vary considerably.

## Delivery

Delivery, of course, must be exactly to customers' specifications, and they are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days, and they could be shut down by a delay of a few hours. Failure to adhere to rigid delivery schedules is one of the surest ways of not being asked to quote again.

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## *IV. SERVICES FOR EXPORTERS*

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### **Banking**

Although there are no Canadian banks with representatives in the Twin Cities, banks in Canada have international departments to assist exporters shipping goods abroad. There are three banks in the Twin Cities with international departments that can handle foreign currency and a full range of foreign transactions. Please refer to Section VII of this booklet for a listing of prominent banks and customs brokers serving this market territory.

### **Patents, Copyrights and Trademarks**

An informative booklet entitled "General Information Concerning Patents" is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20302, U.S.A.

#### **Patents**

All business with the Patent Office should be transacted in writing, and all letters addressed to the Commissioner of Patents, Washington, DC 20231, USA.

The patent laws of the U.S. make no discrimination with respect to the citizenship of the inventor. However, the application for patent in the U.S. must be made by the inventor, and the inventor must sign the papers (with certain exceptions).

Most inventors employ the services of persons known as patent attorneys or patent agents. The Patent Office cannot recommend any particular attorney or agent. The Patent Office does, however, publish a list — of all registered patent attorneys and agents who are willing to accept new clients — arranged by states, cities and foreign countries.

#### **Copyrights**

Copyright protects the writings of an author against plagiarism. Literary, dramatic, musical and artistic works are included within the protection of the copyright law, which, in some instances, also confers

performing and recording rights. The copyright goes to the form of expression rather than the subject matter of writing. Note that copyrights are registered in the Copyright Office of the Library of Congress and that the Patent Office has nothing whatever to do with copyrights. Information concerning copyrights may be obtained by addressing Register of Copyrights, Library of Congress, Washington, DC 20540, USA.

### **Trademarks**

A trademark relates to the name or symbol used in trade with goods to indicate the source or origin of the goods. Trademark rights will prevent others from using the same name on the same goods, but will not prevent others from making the same goods without using the trademark.

The procedure relating to the registration of trademarks and some general information are given in the pamphlet called "General Information Concerning Trademarks," which may be obtained from the Patent Office on request.

### **Licensing and Joint Ventures**

If you wish to market a patented invention or product in the U.S., either under a joint licensing agreement or some other arrangement, there are a number of firms specializing in patent and marketing services. The Canadian Consulate General in Minneapolis would be pleased to recommend such firms.

### **Commercial Disputes**

In the event of disputes, a Canadian firm can seek advice from the Canadian Council, International Chamber of Commerce, c/o The Canadian Chamber of Commerce, 1080, côte du Beaver Hall, pièce 712, Montréal (Québec) H2Z 1T2.

Tariff Affairs Division  
Office of United States Relations (29)  
Department of External Affairs  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5

Tel: (613) 996-5471

The Division contacts U.S. Customs and other agencies on behalf of Canadian exporters and, over the years, has developed an in-depth knowledge of the interpretation and implementation of U.S. tariffs and regulations related to access for imports into the U.S. market.

The Division can also provide Canadian exporters with information and assistance regarding the labelling of food, drug, cosmetic and alcohol products; customs penalty assessments; antidumping and countervail issues; customs valuation; consumer product safety standards and other questions related to U.S. market access.

## **U.S. Customs Tariff Classification, Documentation and Regulations**

### **Request for a Binding Tariff Classification Ruling**

The Tariff Affairs Division can obtain a binding tariff classification ruling from the U.S. Customs Service on behalf of a Canadian exporter for a prospective transaction (i.e. articles that have not yet been exported to the U.S. and are not at present, nor have been previously, under consideration by the U.S. Customs Service). Such a ruling is considered "binding" inasmuch as it will be honoured at all U.S. Customs ports of entry and thereby ensures that the exporter will receive uniformity in tariff treatment regardless of which U.S. port of entry is used.

To obtain such a ruling, the following information is required, and failure to supply all of it would only result in delays and confusion for the exporter.

- 1) A written request signed by a person who has a direct and demonstrable interest in the question, and also confirming that the merchandise or subject

of the request has not been previously, nor is at present, under consideration by the U.S. Customs Service.

- 2) A full and complete description of the article.
- 3) Indication of the article's chief use in the United States.
- 4) The commercial, common or technical designation of the article.
- 5) When the article is composed of two or more materials, the relative quantity (by weight and by volume) and the value of each.
- 6) Textile materials and articles should be identified as in (5) and should include the method of construction (such as knit or woven), the fibres present and, if wearing apparel, by whom it is designed to be worn (e.g. child, man or woman).
- 7) Chemical products should be identified by their specifications and chemical analysis, and a sample should be submitted for U.S. Customs use.
- 8) Generally, a sample and descriptive literature of the article in question should be submitted. Where a sample is not practicable, a photograph, drawing or other pictorial representation of the article should be submitted.

**NOTE:**

- a) Samples are not usually returned by U.S. Customs, since they properly form part of their file. If return of the sample is desired, it can be requested.
- b) Privileged or confidential information should be clearly marked as such, along with an explanation as to why it is considered confidential.

## Assistance

### With a Request for Internal Advice

U.S. Customs regulations provide that questions arising in connection with current or completed transactions should be resolved by means of the *Internal Advice Procedure* at the port where entry was made. A request for internal advice can be filed by either the importer or his customs broker. The U.S. Customs field office will review the request and notify the importer of any points with which they do not agree.

The Tariff Affairs Division can provide valuable assistance and suggestions regarding points of law and previously established customs practice that may support the importer's request for internal advice.

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# V. CUSTOMS REGULATIONS AND DOCUMENTATION

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## U.S. Exports to Canada

Inquiries concerning importation of U.S. products into Canada should be referred to the United States Embassy, 100 Wellington Street, Ottawa, or the U.S. Consulate or Consulate General in Vancouver, Calgary, Winnipeg, Toronto, Montréal, Québec, Saint John, Halifax or St. John's.

## Canadian Export Documents

Canadian exports to the United States, including returned American merchandise, should be accompanied by Canada Customs export form B-13. Canada Customs normally requires three copies at the time of exportation, one of which is returned to the exporter. It should be noted that Canada Customs have a monthly summary reporting system available to large-volume exporters. Further information on the summary reporting system, as well as supplies of B-13 forms, may be obtained from Canada Customs.

## U.S. Customs and Market Access Information

To enjoy success in the United States market, a Canadian exporter requires market access information on customs documentation, tariff classification, and value for duty and rates of duty, as well as on the many other U.S. laws affecting imports — such as food and drugs, consumer product safety, environmental protection, etc.

Accordingly, Canadian exporters of products destined for the U.S. are strongly urged to obtain such market access information from:

Submission to the Tariff Affairs Division should contain:

- 1) copies of *all* documents related to the entry of the merchandise to which the request refers, including those issued by U.S. Customs;
- 2) a statement of *all* facts relative to the transaction, and generally following the outline of a request for a binding tariff classification ruling.

The Customs Service may, at its discretion, refuse to consider a request for internal advice if, in their opinion, there is a clear and definitive Customs precedent supporting their position. If the importer is validly not in agreement with that position he may, within 90 days after liquidation of the entry, file a request with U.S. Customs for a *Protest Review*.

## Assistance With a Request for Protest Review

On issues where a request for protest review is to be undertaken, the Tariff Affairs Division can assist the importer and his broker in preparing the request by providing advice and suggestions on what information can be used to support the importer's case.

In order for this assistance to be effective, this Division must be furnished with all information regarding what has taken place. Such information should include the following:

- 1) all information, as listed, for a binding tariff classification ruling request;
- 2) a copy of the customs entry under protest; and
- 3) all correspondence (no matter how trivial) between the importer, the broker and the U.S. Customs authorities regarding the subject under protest.

In those particular cases where a protest review is to be requested because an importer's request for internal advice is denied by the U.S. Customs Service, as previously outlined, the following additional information should also be submitted to the Tariff Affairs Division:

- a) a copy of the U.S. Customs refusal to consider the Internal Advice Request;
- b) a copy of the Request for internal Advice, including all supporting documents, and information as outlined for a request for internal advice assistance.

## Entry at Customs

Goods may be entered for consumption or entered for warehouse at the port of arrival in the United States, or they may be transported in bond to another port of entry and entered there under the same conditions as the port of arrival.

For such transportation in bond to an interior port, an immediate transportation entry (I.T.) must be filled out at the port of arrival by either the consignee, the carrier, the U.S. customhouse broker or any other person having a sufficient interest in the goods for that purpose. In cases where the Canadian exporter assumes responsibility for entering the goods through U.S. Customs, he may find that there are advantages in having shipments entered for consumption at the nearest or most convenient port of arrival. In this way he can remain in close touch with the broker and U.S. Customs at that port of entry. However, when the U.S. purchaser intends to make his own entries, it may be more convenient to have the goods transported in bond from the port of arrival to the interior port nearest the importer.

## Who May Enter Goods

Goods may be entered by the consignee, his authorized employees or his agent. The only agents who can act for importers in customs matters are licensed U.S. customhouse brokers. They prepare and file the necessary customs entries, arrange for payment of duties and release of goods, and otherwise represent their principals in customs matters.

Goods may be entered by the consignee named in the bill of lading under which they are shipped, or by the holder of a bill of lading properly endorsed by the consignee. When the goods are consigned "to order," they may be entered by the holder of the bill of lading properly endorsed by the consignor. An air waybill may be used for merchandise arriving by air. In most instances, entry is made by a person or firm certified by the carrier to be the owner of the goods for customs purposes. When goods are not imported by a common carrier, possession of the goods at the time of arrival in the United States is sufficient evidence of the right to make entry.

Entry of goods may be made by a non-resident individual or partnership, or a foreign corporation, through an agent or representative of the exporter in the United States, a member of the partnership, or an officer of the corporation. The surety on any customs bond required from a non-resident individual or organization must be incorporated in the United States. In addition, a Canadian corporation in whose name merchandise is entered must have a resident agent authorized to accept service of process in its behalf in the state where the port of entry is located.

In general, to facilitate customs clearance it is advisable to contact a licensed U.S. customhouse broker who will outline the services he can provide, together with particulars on brokerage fees and other related matters.

## Documentation

Normally, the only documents required when shipping to the United States are a bill of lading or air waybill, as well as a special U.S. Customs invoice 5515 and a commercial invoice. The use of a typewriter in preparing documents is preferred; in any case, they should be legible.

*NOTE:* Do not use red ink to fill out documents.

## Bill of Lading or Air Waybill

Normally a bill of lading or air waybill for Canadian shipments is required by U.S. Customs authorities. In lieu of the bill of lading or air waybill, the shipping receipt may be accepted if customs is satisfied that no bill of lading or air waybill has been issued. Entry and release of merchandise may be permitted without the bill of lading or air waybill if satisfactory bond is given in a sum equal to one and one-half times the invoice value of the merchandise. A carrier's certificate, or duplicate bill of lading, or air waybill may, in certain circumstances, be acceptable.

## Invoice

A shipment in excess of \$500 and subject to an ad valorem rate of duty, conditionally free of duty or subject to duty depending in some manner upon its value, should be accompanied at entry by a U.S. special cus-

toms invoice form 5515 and a commercial invoice. However, copies of the commercial invoice are sufficient for shipments with an aggregate value not exceeding \$500, duty-free shipments or shipments of articles subject to specific rates of duty.

## Completion of Form 5515

U.S. Customs forms 5515 are available free of charge from U.S. consular offices in Canada, or can be obtained from commercial stationers. While only one copy is required by U.S. Customs, it is usual to forward three: one for the use of U.S. Customs when the goods are examined, one to accompany the entry, and one for the U.S. customhouse broker's file. District directors of U.S. Customs are authorized to waive production of special and commercial invoices if satisfied that the importer, because of conditions beyond his control, cannot furnish a complete and accurate invoice; or that the examination of merchandise, final determination of duties and collection of statistics can properly be made without the production of such an invoice. In such cases, the importer must file the following documents:

- 1) any invoice or invoices received from the seller or shipper;
- 2) a statement pointing out in exact detail any inaccuracies, omissions or other defects in such invoice or invoices;
- 3) a properly executed pro forma invoice;
- 4) any other information required for classification or appraisal or for statistical purposes.

Special information with respect to certain classes of goods is sometimes required when either the customs or commercial invoice does not give sufficient information to permit classification and appraisal.

## Packing List

U.S. Customs authorities require three copies of a detailed packing list. The list should indicate what is in each box, barrel or package in the shipment. If the shipment is uniformly packed, that can be stated on the invoice, along with an indication of how many items are in each container.

## Payment of Duties

There is no provision for prepayment of duties in Canada before exportation to the United States, but it is feasible for the Canadian exporter to arrange for payment by a U.S. customhouse broker or other agent and thus be able to offer his goods to U.S. buyers at a duty-paid price.

Liability for payment of duty usually becomes fixed at the time an entry is filed with U.S. Customs for consumption or for warehouse. The liability is fixed, but not the amount of duty, which is only estimated at the time of the original entry. When the entry is liquidated, the final rate and amount of duty are ascertained. Obligation for payment is upon the person or firm in whose name the entry is filed.

## Temporary Free Importation

Certain articles not imported for sale, or for sale on approval, may be admitted into the United States under bond without the payment of duty. Generally, the amount of the bond is double the estimated duties.

Such articles must in most cases be exported within one year from the date of importation. Upon application to the district or port director, that period may be extended for further periods which, when added to the initial one year, are not to exceed a total of three years.

Such articles may include the following:

- articles for repair, alteration or processing (not manufacture);
- models of women's wearing apparel by manufacturers;
- articles for use as models by illustrators and photographers solely for illustrating;
- samples for order taking;
- articles for examination and reproduction (except photo-engraved printing plates for examination and reproduction);
- motion picture advertising films;
- articles for testing, experimental or review purposes (plans, specifications, drawings, blueprints, photographs for use in study or for experimental purposes may be included). In the case of such arti-

- cles, satisfactory proof of destruction as a result of the tests, accompanied by a proper affidavit of destruction, will relieve the obligation of exportation;
- automobiles, motorcycles, bicycles, airplanes, airships, balloons, boats, racing shells, and similar vehicles and craft and related equipment, by non-residents, for taking part in races or other specific contests;
  - locomotives and other railroad equipment for use in clearing obstructions, fighting fires, or making emergency railroad repairs in the United States;
  - containers for compressed gases and other containers and articles for covering or holding merchandise during transportation and suitable for such re-use;
  - professional equipment, tools of trade, repair components for equipment or tools admitted under that item, and camping equipment imported by or for non-residents sojourning temporarily in the United States and for use by such non-residents;
  - articles of special design for temporary use exclusively in the production of articles for export;
  - animals and poultry for breeding, exhibition, or competition for prizes;
  - theatrical scenery, properties and apparel for use by arriving proprietors or managers of theatrical exhibitions;
  - works of art, photographs, philosophical and scientific apparatus brought into the U.S. by professional artists, lecturers or scientists arriving from abroad for use by them in the exhibition and promotion of art, science or industry in the United States;
  - automobiles, automobile chassis, automobile bodies — finished, unfinished or cutaway — when intended solely for show purposes. The temporary importation bond in the case of those articles is limited to six months, with no right of extension.

## Commercial Travellers — Samples

Samples accompanying a commercial traveller may be admitted and entered on the importer's baggage declaration. In such cases, an adequate descriptive list or a U.S. special customs invoice must be provided. The personal bond of the commercial traveller is usually accepted to guarantee the timely exportation of the samples under U.S. customs supervision. Penalty for failure to export the samples entails loss of the privi-

lege on future trips.

## U.S. Antidumping and Countervail Statutes

Due to the complexity of those statutes, exporters are encouraged to contact the Office of United States Relations of the Department of External Affairs for answers to any specific questions.

The U.S. Trade Agreements Act of 1979 was enacted into law on July 26, 1979, and it encompasses those changes to the current United States antidumping and countervailing duty law necessary for implementation of the international agreements negotiated in the Multilateral Trade Negotiations (Tokyo round) of the General Agreement of Tariffs and Trade (GATT).

### Antidumping

If a U.S. company has reason to believe that a product is being sold in the U.S. at a price lower than the price at which it is sold in its home market, an antidumping complaint may be filed with the U.S. Commerce Department. The antidumping petition must contain information to support the dumping allegations, along with evidence of injury suffered by the U.S. industry affected.

A U.S. antidumping investigation must be conducted within specified time frames:

- (1) Within 20 days of receipt of an antidumping petition, the Secretary of Commerce must decide whether or not to initiate an investigation. If it is determined that a petition does not properly establish the basis on which antidumping duties may be imposed, the proceeding is terminated. If the Secretary of Commerce determines that the petition contains sufficient information supporting the allegations, a full-scale investigation is initiated.
- (2) Within 45 days from the date a petition was filed, the International Trade Commission (ITC) must determine whether there is a reasonable indication of injury. If the decision is negative, the case is terminated.
- (3) In general, within 160 days after the date on which a petition is filed, the Secretary of Commerce makes a preliminary determination of dumping. If the preliminary determination is affirmative, suspension of liquidation of all entries of merchandise subject to the deter-

mination is ordered, and provisional duty, in the form of a cash deposit or bond, is required, for the entry of the merchandise concerned, equal to the estimated amount by which the foreign market value exceeds the United States price.

(4) Within 75 days of the preliminary determination, a final determination by the Secretary of Commerce of sales at less than fair value will be due.

(5) Following an affirmative preliminary decision of sales at less than fair value, the ITC must make an injury determination within 120 days of the preliminary determination. If the ITC injury determination is negative, the case is terminated; any cash deposited is refunded, and any bond posted is released. If the injury determination is affirmative, the Secretary of Commerce will publish an antidumping duty on the merchandise equal to the amount by which the home market value of the merchandise exceeds the price to the United States customer.

(6) An antidumping duty order is subject to an automatic annual review, and requests for a review at any time will be entertained, provided changed circumstances warrant the review.

### **Countervail**

Under the revised U.S. Countervailing Duty Statute, an additional duty may be imposed upon articles, whether or not dutiable, imported in the U.S., if any bounty or grant upon their manufacture, production or export has been made. However, all cases are subject to an injury determination by the ITC. The time frame for an investigation is similar to an antidumping investigation. The decision on the subsidy by the Secretary of Commerce and the injury determination by the ITC may be appealed before the U.S. Court of International Trade.

If any difficulties arise with reference to this statute, it is suggested that exporters contact the Office of United States Relations of the Department of External Affairs as soon as possible.

## **Marking of Goods**

### **Country of Origin Marking**

Generally, all goods imported into the United States must be legibly and conspicuously marked in English

to identify their country of origin to the ultimate purchaser in the U.S.

The use of stickers or tags is permitted if they are used in such a manner as to be permanent, unless deliberately removed, until receipt by the ultimate purchaser.

Certain small instruments and utensils must be marked by die-stamping, cast-in-the-mould lettering, etching, engraving, or by means of metal plates securely attached to the articles.

The U.S. Customs Service may exempt certain articles from such a marking. In such cases, the container must be suitably marked.

### **Composition Marking**

Any product containing woollen fibre (except carpets, rugs, mats and upholsteries, or articles made more than 20 years before importation) must be clearly marked: 1) to identify the manufacturer or the person marketing the product; 2) with a statement denoting in percentage terms the total fibre content of the product; and 3) with the maximum percentage of the total weight of the product of any nonfibrous loading, filling or adulterating matter. If the shipment is not suitably marked, an opportunity to mark under U.S. Customs supervision may be granted.

When the fabric contained in any product is imported, it is necessary to state the fabric's country of origin.

Fur products must be marked as to type (particular animal), country of origin, and manufacturer's or marketer's name. In addition, where they are used or damaged, bleached, dyed or otherwise artificially coloured, or composed substantially of paws, tails, bellies or waste fur, they must be marked accordingly.

### **Food Labelling**

All imported foods, beverages, drugs, medical devices and cosmetics are subject to inspection by the United States Food and Drug Administration (FDA) at the time of entry into the U.S. The FDA is not authorized to approve or pass upon the legality of specific consignments before they arrive and are offered for entry into the U.S. However, the FDA is always willing to offer comments on proposed labels or answer other inquiries from importers and exporters. Advice on prospec-

tive food labels may also be obtained from the Office of United States Relations, Department of External Affairs, in Ottawa.

## **Import Prohibitions and Restrictions**

In addition to goods prohibited entry by most countries in the world (such as obscene, immoral or seditious literature, narcotics, counterfeit currency or coins), certain commercial goods are also prohibited or restricted. Moreover, various types of merchandise must conform to laws enforced by government agencies other than the United States Customs Service. Fur products are also subject to the Endangered Species Act, under which importation of certain fur skins is prohibited.

### **Animals**

Cattle, sheep, goats, swine and poultry should be accompanied by a certificate from a salaried veterinarian of the Canadian government to avoid delays in quarantine.

Wild animals and birds are prohibited from importation into the U.S. if captured, taken, shipped, possessed or exported contrary to laws of the foreign country of origin. In addition, no such animal or bird may be taken, purchased, sold or possessed contrary to the laws of any state, territory or possession of the United States.

### **Plants and Plant Products**

Import permits issued by the U.S. Department of Agriculture are required.

Regulations may restrict or prohibit importation.

Shipments of agricultural and vegetable seeds and screenings are detained pending the drawing and testing of samples. Such items are governed by the provisions of the federal Seed Act of 1939 and regulations of the Agricultural Marketing Services, U.S. Department of Agriculture.

## **Postal Shipments**

Parcels of aggregate value not exceeding US \$5 may be admitted free of duty.

Commercial shipments valued at more than \$5 must include a commercial invoice and a customs declaration on the form provided by the Canadian Post Office and give an accurate description and an indication of the value of the contents. The customs declaration must be securely attached to the package.

If the shipment comprises two or more packages, the one containing the commercial invoice should be marked "Invoice Enclosed;" other packages of the same shipment may be marked as "No. 2 of 3, Invoice Enclosed in Package No. 1."

A shipment in excess of \$500 aggregate value must include a U.S. special customs invoice (form 5515) and a commercial invoice. A shipment under \$250 aggregate value will be delivered to the addressee. Duties and delivery fees for each package are collected by the postman. Parcels containing bona fide gifts (excluding alcoholic beverages, tobacco products and perfumes) to persons in the United States will be passed free of duty provided the aggregate value received by one person on one day does not exceed \$25. No postal delivery fee will be charged. Such parcels should be marked as gifts, and their value and contents indicated on the parcel.

## American Goods Returned

U.S. products may be returned to the United States duty-free provided they have not been advanced in value or improved in condition while abroad.

Articles exported from the United States for repair or alteration abroad shall be subject to duty upon the value of the repairs or alterations. The term "repairs or alterations" means restoration, change, addition, renovation, cleaning or other treatment that does not destroy the identity of the article exported or create a new or different article. Any article of metal (except precious metal) manufactured in the United States, exported for further processing, and again returned to the United States for additional processing, is subject to a duty upon the value of processing outside the United States.

The cost or value of component parts of U.S. origin exported abroad, and ready for use only in the assembly of foreign-produced goods subsequently imported into the U.S., may be deducted from the

value for duty, provided the parts have not been subject to any further fabrication while abroad (except operations incidental to the assembly process such as cleaning, lubricating and painting).

Special U.S. Customs procedural requirements must be followed upon the exportation and return of American goods. Details may be obtained from United States Import Specialists at border points or from the Office of United States Relations, Department of External Affairs, Ottawa.

## Duty on Containers

If used in shuttle service, the following types of containers may enter free of duty:

- 1) U.S. containers and holders (including shooks and staves of U.S. production), when returned as boxes or barrels containing merchandise;
- 2) foreign containers previously imported, and duty paid if any;
- 3) containers of a type specified by the Secretary of the Treasury as instruments of international traffic.

One-trip containers are dutiable as part of the dutiable value of the goods.

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## VI. YOUR BUSINESS VISIT TO THE UPPER MIDWEST

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There is no substitute for a personal visit. Correspondence, while better than nothing, does not excite the sophisticated Upper Midwest businessman. In other words, he wants to see the product and to discuss the potential transaction with the exporter on a face-to-face basis.

### Services of the Trade Commissioner

The Commercial Division of the Canadian Consulate General in Minneapolis is equipped to function as the liaison between Canadian and local U.S. business and industry. It actively seeks business opportunities for Canada in the post territory and relays the relevant information to firms thought to be interested and capable. Potential buyers and sellers are introduced, and guidance is provided to either, as required. Market surveys of reasonable proportions are conducted on behalf of Canadian firms and agents, distributors or other outlets recommended. The reception room of the Consulate General is available for product displays and in-office shows. Hours of the Consulate are 8:30 a.m. to 5:00 p.m., Monday through Friday.

### Advise and Consult the Trade Commissioner

When planning your first business visit to the Upper Midwest, advise the Commercial Section of the Consulate General well in advance of your arrival. Inform the Section of the objective of your visit and include several copies of your product brochures. It is extremely helpful if you work out the c.i.f. prices on at least a part of your product range. You should also list any contacts you may already have made with the local business community. With that information at their disposal, the commercial staff will be pleased to arrange a tentative itinerary and make appointments on your behalf that you can confirm on your arrival.

## When to Go

The best time to visit Minneapolis-St. Paul is during the spring or fall, since many businessmen are unavailable during the Christmas-New Year and the July-August holiday periods.

## How to Get There

### Airlines

Northwest Orient Airlines has direct flights from Edmonton and Winnipeg to Minneapolis-St. Paul.

Republic Airlines has direct flights from Montreal and Toronto to Minneapolis-St. Paul. In addition, connections to the Twin Cities with other airlines via Chicago are possible.

### Railways

At present, Amtrak operates two trains between Chicago and Seattle, each of which stops in the Twin Cities.

### Buses

Greyhound Bus Lines maintain routes to Minneapolis-St. Paul from major Canadian cities.

## Where to Stay

The Consulate General will be pleased to recommend suitable hotels in our territory. Rates for single room vary from US \$20-30 in the smaller centres to US \$40-80 per night in major hotels in the Twin Cities (1980).

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## VII. USEFUL ADDRESSES

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### **Canadian Consulate**

#### **General**

Chamber of Commerce  
Building  
15 South Fifth Street  
12th Floor  
Minneapolis, MN 55402,  
USA  
Tel: (612) 333-4641  
Telex: 290229  
(DOMCAN MPS)

### **Government of Ontario**

Ministry of Industry  
and Tourism  
Suite 360  
6043 Hudson Road  
St. Paul, MN 55119,  
USA  
Tel: (612) 738-3009

### **Banks Offering International Services in Minnesota**

#### **First National Bank of Minneapolis, International Division**

120 South 6 Street  
Minneapolis, MN 55402,  
USA  
Tel: (612) 370-4829

#### **Northwestern National Bank of Minneapolis, International Division**

7th Street and Marquette  
Avenue  
Minneapolis, MN 55402,  
USA  
Tel: (612) 372-8110

*NOTE:* Most of the other banks in the territory can supply international services through correspondent banks.

### **Customhouse Brokers**

#### **Ingham, M.B. & Son**

7400 24 Avenue South  
Minneapolis, MN 55423,  
USA  
Tel: (612) 726-1555

#### **Kuehne & Nagel Inc.**

7420 24 Avenue South  
Minneapolis, MN 55423,  
USA  
Tel: (612) 726-1390

#### **Norman G. Jensen, Inc.**

3006 Hennepin Avenue  
South  
Minneapolis, MN 55408,  
USA  
Tel: (612) 827-3761

#### **JRL**

7910 12 Avenue South  
Minneapolis, MN 55420,  
USA  
Tel: (612) 854-1498

#### **Robert A. Buchanan Jr.**

625 Board of Trade  
Duluth, MN 55802,  
USA  
Tel: (218) 722-5853

## Foreign Freight Forwarders

**Airborne Freight Corp.**  
Minneapolis-St. Paul  
International Airport  
St. Paul, MN 55111,  
USA

**Emery Air Freight Corp.**  
Minneapolis-St. Paul  
International Airport  
St. Paul, MN 55111,  
USA

**Ray C. Fischer Co.**  
Midland Bank Building  
401 2nd Avenue South  
Minneapolis, MN 55401,  
USA

**M.B. Ingham & Son**  
7400 24 Avenue South  
Minneapolis, MN 55423,  
USA

**Norman G. Jensen, Inc.**  
3006 Hennepin Avenue  
South  
Minneapolis, MN 55408,  
USA

**Kuehne & Nagel Inc.**  
7420 24 Avenue South  
Minneapolis, MN 55423,  
USA

**REA Express**  
2950 Lone Oak Circle  
St. Paul, MN 55118,  
USA

**Skar, Jerome Inc.**  
7900 12 Avenue South  
Minneapolis, MN 55420,  
USA

**Wings & Wheels-AEI**  
Minneapolis-St. Paul  
International Airport  
St. Paul, MN 55111  
USA

## Railway Companies

**Burlington Northern Inc.**  
176 East 5th Street  
St. Paul, MN 55101,  
USA

**Chicago & North Western  
Railway Company**  
730 2nd Avenue South  
Minneapolis, MN 55402,  
USA

**The Milwaukee Road**  
3rd Avenue South  
and Washington  
Minneapolis, MN 55401,  
USA

**Soo Line Railroad  
Company**  
Soo Line Building  
Minneapolis, MN 55402,  
USA

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# REGIONAL OFFICES

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If you have not previously marketed abroad, contact any regional officer of the Department of External Affairs at the addresses listed below.

## **Newfoundland and Labrador**

P.O. Box 64  
Atlantic Place, Suite 702  
215 Water Street  
St. John's, Newfoundland  
A1C 6C9  
Tel: (709) 737-5511  
Telex: 016-4749

## **Nova Scotia**

Duke Tower, Suite 1124  
5251 Duke Street  
Scotia Square  
Halifax, Nova Scotia  
B3J 1P3  
Tel: (902) 426-7540  
Telex: 019-21829

## **New Brunswick**

440 King Street, Suite 642  
Fredericton, New Brunswick  
E3B 5H8  
Tel: (506) 452-3190  
Telex: 014-46140

## **Prince Edward Island**

P.O. Box 2289  
Dominion Building  
97 Queen Street  
Charlottetown, Prince  
Edward Island  
C1A 8C1  
Tel: (902) 892-1211  
Telex: 014-44129

## **Québec**

C.P. 1270, Succursale B  
685, rue Cathcart, pièce 512  
Montréal (Québec)  
H3B 3K9  
Tel: (514) 283-6254  
Telex: 055-60768

2, Place Québec, pièce 620  
Québec (Québec)  
G1R 2B5  
Tel: (418) 694-4726  
Telex: 051-3312

## **Ontario**

P.O. Box 98  
1 First Canadian Place,  
Suite 4840  
Toronto, Ontario  
M5X 1B1  
Tel: (416) 369-4951  
Telex: 065-24378

## **Manitoba**

Manulife House, Suite 507  
386 Broadway Avenue  
Winnipeg, Manitoba  
R3C 3R6  
Tel: (204) 949-2381  
Telex: 075-7624

## **Saskatchewan**

2002 Victoria Avenue,  
Room 980  
Regina, Saskatchewan  
S4P 0R7  
Tel: (306) 359-5020  
Telex: 071-2745

**Alberta and  
Northwest Territories**

Cornerpoint Building,  
Suite 505  
10179 - 105<sup>th</sup> Street  
Edmonton, Alberta  
T5J 3S3  
Tel: (403) 420-2944  
Telex: 037-2762

**British Columbia and  
Yukon**

P.O. Box 49178  
Bentall Centre, Tower III,  
Suite 2743  
595 Burrard Street  
Vancouver,  
British Columbia  
V7X 1K8  
Tel: (604) 666-1434  
Telex: 04-51191

## VIII. STATISTICS

### Canadian Exports to the Upper Midwest, 1981

(C \$ Millions)

Section Sub-section	Minnesota	Montana	North Dakota	South Dakota	Iowa	Nebraska	Total
Live animals	12.7	7.9	7.1	9.1	10.6	3.5	50.9
Food, feed, beverages and tobacco	41.7	2.0	6.5	0.8	6.8	1.7	59.9
Crude materials, inedible	2,174.4	730.6	10.4	2.0	18.0	0.5	2,935.9
Fabricated materials, inedible	684.5	140.4	259.8	20.1	202.2	61.6	1,368.6
End products, inedible							
Industrial machinery	31.0	15.6	18.6	2.8	12.7	6.4	87.1
Agricultural machinery and tractors	61.6	29.7	100.4	17.3	48.5	19.5	277.0
Transportation equipment	54.7	2.8	63.5	1.2	25.5	4.8	152.5
Other equipment and tools	34.4	2.1	3.5	1.0	12.3	6.5	59.8
Personal and household goods	5.1	0.4	5.1	0.1	0.7	0.8	12.2
Miscellaneous end products	7.8	1.7	3.8	0.5	2.8	0.7	17.3
Total end products, inedible	194.6	52.3	195.0	22.9	102.5	38.8	606.1
Special transactions, trade	0.6	47.0	86.7	0.2	0.4	0.7	135.6
Total domestic exports	3,108.6	980.3	565.4	55.1	340.5	106.9	5,156.8

## Main Canadian Exports to the Upper Midwest, 1981

(C \$ Millions)

### Minnesota

Crude petroleum	1,283.6
Natural gas	827.0
Lumber, softwood	137.0
Wood pulp and similar pulp	97.2
Newsprint paper	73.9
Fertilizers and fertilizer material	105.2
Petroleum and coal products	99.1

### Montana

Precious metals in ores, concentrates and scrap	24.9
Crude petroleum	525.4
Natural gas	119.4
Coal and other crude bitumen substances	52.2
Fertilizers and fertilizer material	34.6
Petroleum and coal products	64.0

### North Dakota

Inorganic chemicals	36.3
Fertilizers and fertilizer material	109.4
Petroleum and coal products	24.3
Electricity	49.7
Combine reaper-threshers and parts	20.3
Tractors	37.1
Motor vehicle parts, except engines	55.2

### South Dakota

Live animals	9.1
Lumber, softwood	2.9
Newsprint paper	7.4
Fertilizers and fertilizer material	3.9
Petroleum and coal products	3.7
Soil preparation, seeding, fertilizer machinery	3.4
Combine reaper-threshers and parts	3.0
Other haying and harvesting machinery	2.9
Other agricultural machinery and equipment	3.2
Tractors	4.7

### Iowa

Live animals	
Lumber, softwood	25.5
Shingles and shakes	10.9
Wood pulp and similar pulp	14.3

Newsprint paper	37.3
Fertilizers and fertilizer material	62.7
Combine reaper-threshers and parts	28.1
Motor vehicle parts, except engines	10.2
Other transportation equipment	11.3

**Nebraska**

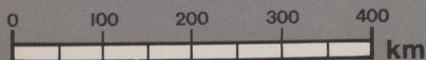
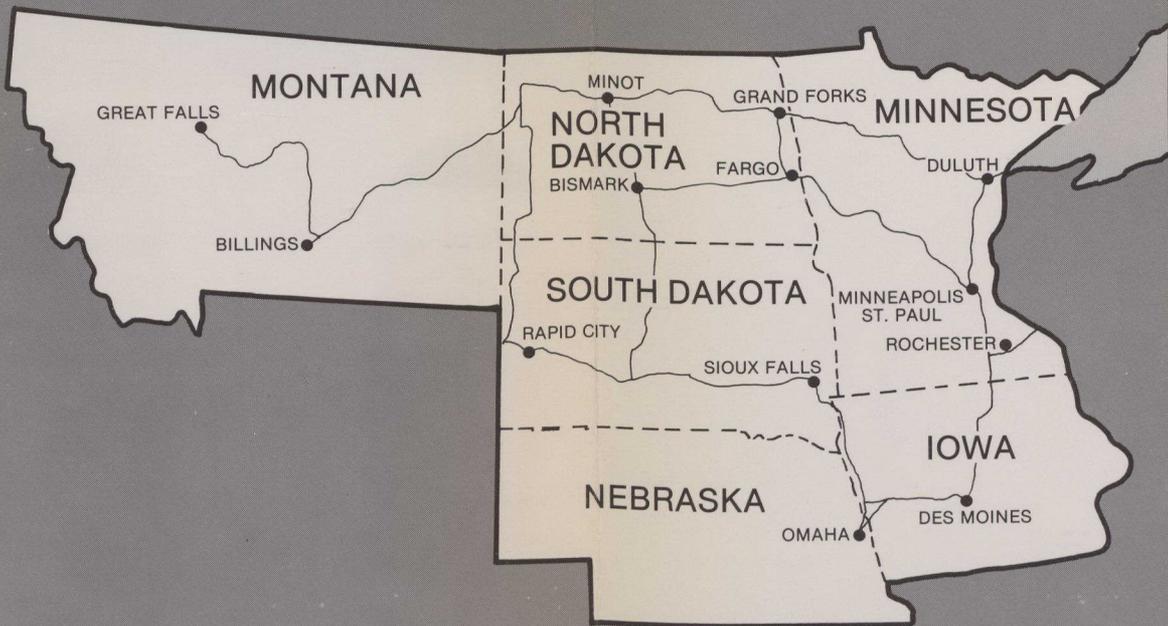
Lumber, softwood	11.8
Newsprint paper	21.6
Fertilizers and fertilizer material	5.0
Combine reaper-threshers and parts	7.7
Other agricultural machinery and equipment	4.9







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