

# UNITED STATES

(NEW ENGLAND)

*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

(NEW ENGLAND)

## *A Guide for Canadian Exporters*

TRADE OFFICE RESPONSIBLE:  
BOSTON

TOTAL TRADE TERRITORY:  
States of Maine, Massachusetts, New Hampshire,  
Rhode Island, Vermont, Saint-Pierre-et-Miquelon  
and the defence and high technology industries  
in Connecticut

FOR FURTHER INFORMATION:  
Commercial Division  
Canadian Consulate General  
500 Boylston Street  
Boston, MA 02116-3775, U.S.A.

Tel: (617) 262-3760  
Telex: 00940625 (DOMCAN BSN)

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U.S. Trade Development Bureau  
Department of External Affairs  
Ottawa, Ontario, Canada  
K1A 0H5

Tel: (613) 995-8303  
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External Affairs  
Canada

Affaires extérieures  
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# I. GENERAL

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## The Market

(\*Denotes a 1980 estimate)

### Maine

Area: 86,025 km<sup>2</sup> (33,215 sq. mi.)

Population: 1,134,300\*

Per capita income: \$8,045\*

Capital: Augusta

Main commercial centres: Portland, Bangor, Lewiston,  
Presque Isle

Leading industries: Forest products, agriculture,  
leather goods, textiles, food processing

### Massachusetts

Area: 21,386 km<sup>2</sup> (8,257 sq. mi.)

Population: 5,741,000\*

Per capita income: \$10,355\*

Capital: Boston

Main commercial centres: Boston, Worcester, Springfield, Gloucester, Lawrence, Lowell, Brockton, New Bedford, Fall River

Leading industries: Electrical and electronic equipment and components, communications and navigation equipment, apparel, metalworking, food processing

### New Hampshire

Area: 24,097 km<sup>2</sup> (9,304 sq. mi.)

Population: 935,500\*

Per capita income: \$9,272\*

Capital: Concord

Main commercial centres: Manchester, Concord, Portsmouth, Nashua

Leading industries: Electrical and electronic equipment, machinery, leather goods, textiles, paper products

## Rhode Island

Area: 3,144 km<sup>2</sup> (1,214 sq. mi.)

Population: 949,600\*

Per capita income: \$9,571\*

Capital: Providence

Main commercial centre: Providence

Leading industries: Jewelry, silverware, primary metal processing, metal products, machinery, rubber and plastic products

## Vermont

Area: 24,887 km<sup>2</sup> (9,609 sq. mi.)

Population: 516,600\*

Per capita income: \$8,155\*

Capital: Montpelier

Main commercial centres: Montpelier, Burlington, Barre

Leading industries: Machinery, agriculture, computer components, minerals, forest products

## Area and Geography

The consular territory comprises five New England States: Maine, New Hampshire, Vermont, Massachusetts and Rhode Island — the extreme northeast corner of the United States. The Commercial Division also covers Saint-Pierre-et-Miquelon and the defence and high technology industries in Connecticut. The area covers 159,544 km<sup>2</sup> (61,600 sq. mi.), a little more than one tenth the area of the province of Quebec and about 2 per cent of the total area of the United States. Three of the five states (Maine, New Hampshire and Vermont) share a common border with Canada. Maine is the largest of the five, with an area greater than the other four combined. Rhode Island has the distinction of being both the smallest and the most densely populated state in the Union (almost 800 people per square mile).

## Climate

This region's climate is varied and changeable, with moderately heavy snowfalls in winter and some days of great heat and humidity in summer. Average

temperature in winter is  $-1^{\circ}\text{C}$ . Average temperature in summer is  $23^{\circ}\text{C}$ .

## Local Time

Eastern Standard Time, with daylight saving from the end of April until the end of October.

## Weights and Measures; Electricity

United States measures that differ from those used in Canada are:

1 U.S. pint	16 fluid ounces	473.1 millilitres
1 U.S. quart	32 fluid ounces	946.2 millilitres
1 U.S. gallon	128 fluid ounces	3.8 litres
1 Imperial proof gal.	1.2 U.S. gallon	4.5 litres

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

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

**New Year's Day** — *January 1*

**Washington's Birthday** — *February (third Monday)*

**Patriots' Day (Maine**

**and Massachusetts)** — *April (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 that might affect your visit plans. The Canadian Consulate General observes a total of 11 statutory holidays made up of some American and Canadian holidays.

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## II. ECONOMY AND INDUSTRY

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The New England economy has been transformed over the last decade from dependence on consumer goods (such as shoes and textiles) to new reliance on durable goods, particularly high technology products. This transformation has helped shield the New England economy from consumer-led swings in the level of economic activity.

In 1979, the gross product of the New England region (the five states covered by the Boston office, plus Connecticut) totalled \$123.685 billion, broken down as follows:

		(\$ billions)
Manufacturing		37.228
Durable goods	25.131	
	12.096	
Trade		20.667
Finance, insurance and real estate		21.815
Transportation		3.173
Communications and public utilities		7.035
Services		17.852
Government		11.275
Mining		0.014
Construction		3.890
Other		0.736

As a region poor in resources, particularly in energy supplies, New England suffered more than the rest of the nation in adjusting to the energy crisis of the mid-1970s. Although New England's energy costs remain high, industry has adapted to them to the point where it now uses relatively little energy per dollar of value added. The former liability has been turned into an asset thanks to increased production of high value-added products and the export oriented professional services related to them. While protecting the economy against swings in consumer demand, the New England industrial base is vulnerable to business investment decisions resulting from the current recession and tight money policies.

## **Maine**

The Maine economy remains more dependent on resource based industries than does the economy of New England as a whole. The paper industry is the state's leading producer. Lumber and wood products, leather goods, agriculture and fisheries are also important. Those industries have experienced slow or negative growth in recent years, however.

The durable goods manufacturing sector has been expanding, led by growth in the production of transportation equipment (particularly defence related shipbuilding) and electrical machinery and equipment.

## **Massachusetts**

Massachusetts enjoys the largest and most diversified economy in New England, generating two-thirds of the gross product of the five-state region. Durable goods manufacturing is the most important sector, led by both electrical and nonelectrical machinery, instruments and fabricated metals. Of particular note in the Massachusetts economy is the concentration of high technology industries devoted to the production of sophisticated systems for both the defence and commercial sectors.

Other important economic catalysts — in order of value added — are printing and publishing, paper, food production and processing, chemicals and rubber and plastics. Textiles, while continuing their slow decline in output, remain important.

## **New Hampshire**

In recent years, New Hampshire has grown faster than any other state in New England. The growth has been led by an expanding electrical and nonelectrical machinery industry, particularly those companies in the industry manufacturing high technology products. Many hi tech firms have established themselves in the Merrimack Valley area of New Hampshire, just across the state line from Massachusetts and close to Boston.

Other important New Hampshire industries are paper, rubber and plastic products and leather goods. The once dominant textile industry of the Connecticut and Merrimack River valleys has fallen to a much less significant position.

### **Rhode Island**

Rhode Island has a diversified economy, the largest distinct sector being miscellaneous manufacturing. The state leads the United States in jewelry and silverware production. Other important sectors are primary and fabricated metals, machinery and textiles.

### **Vermont**

Vermont has a strong durable goods manufacturing sector that derives more than 60 per cent of its output from electrical and nonelectrical machinery production. Machine tools, avionics, instrumentation and precision components are among the leading manufactured goods.

Although Vermont has the region's smallest population and economy, it is its leading agricultural producer. Maple syrup, apples and dairy products are important.

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## III. SELLING IN NEW ENGLAND

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### Export Opportunities in New England

For many years, New England has provided a market for the more traditional Canadian exports such as fisheries products, lumber, pulp and newsprint but, recently, Canadian exporters have been selling more fully-manufactured products such as high technology components and subassemblies; computers and related equipment; transportation equipment such as subway cars, buses and aircraft; contract furnishings, prepared foods and many others. You'll find a breakdown of Canadian exports to the five states in Appendix I.

### The Canadian Image

Canadian suppliers can take advantage of the fact that many U.S. firms do not regard Canadian products as "foreign," so that they buy and invoice them through domestic purchasing departments. Proximity to Canada, coupled with personal and corporate connections, can help attain competitive transportation costs and delivery times. They also tend to make U.S. buyers receptive to the idea of purchasing on the same basis as from domestic U.S. sources. Nonetheless, Canadians should expend full marketing efforts to establish acceptance of their products 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) expend more effort than they might in Canada on making a favorable first impression;
- 3) quote, deliver and follow up aggressively in competition with U.S. suppliers.

### The Initial Approach

The best introduction is a personal visit. A representative or distributor may be appointed later but, initially, large-volume buyers prefer to meet their prospective suppliers personally.

Appointments with individual buyers are often necessary. 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 actual buyers. Advance notification is advisable in such cases.

It is important to make a complete presentation on the first call. The presentation should include literature, specifications, samples if possible and all the price, delivery and quality control information a buyer requires to evaluate your company's capabilities against those of his current suppliers. Many buyers keep up-to-date records on their suppliers. You will make a favorable impression if, at the time of your first visit, you provide a résumé including the following:

- your company's name, address and telephone number;
- the name, address and telephone number of your local representative, if you have one;
- the year in which your firm was established;
- the size of your plant;
- the size of your payroll;
- your main products;
- your plant's geographical location;
- a description of your production facilities and procedures;
- available transportation facilities;
- your approximate annual sales volume;
- a list of customers you consider representative;
- a statement of your financial and credit ratings.

We suggest that, before you visit the territory, you write to the Canadian Consulate General, Commercial Division, 500 Boylston Street, Boston, MA 02116, U.S.A., to obtain preliminary information on local opportunities. Your letter should contain the following information:

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

## Reciprocal Visits

Many buying organizations check out new vendors' facilities personally before making long-term commitments. If the buyers don't come as a matter of course, it is good sales strategy to invite them.

## Following up the Initial Call

United States buyers expect to be called upon more frequently than their Canadian counterparts. That may be as often as every two weeks during some periods of the buying year. Although some Canadian companies may lack the necessary sales force to accomplish this, the problem can be overcome by appointing a manufacturer's representative or selling through brokers, jobbers or distributors, as warranted.

## Price Quotation

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. Unless specifically requested otherwise, always quote in U.S. funds. The landed price should include transportation charges, U.S. customs duties if applicable, brokerage fees and insurance. The quotation should compare in format to quotations from U.S. sources. Buyers cannot be expected to understand customs duties or other matters peculiar to international transactions. That is the sole responsibility of the Canadian exporter and a "cost" of international business.

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

## The Manufacturer's Representative

American businessmen rely to a much greater extent than their Canadian counterparts on the use of commission agents or manufacturer's representatives. The better "reps" are highly qualified by education, training and experience. They know their customers and pay regular visits, not only to the buyers but also to

engineering, design and quality control personnel. The advantages of that technique include economy, closer (sometimes social) contact with buyers and representation close to the seat of possible problems. The Canadian Consulate General in Boston keeps ongoing files on most manufacturers' representatives operating in its territory and can often make useful suggestions to Canadian manufacturers.

## Delivery

Delivery must be exactly to the customer's specifications, which you will find are as rigid as any in the world. Many U.S. plants work on inventories as short as one or two days, and 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 losing an American client.

## The Defence Market

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 of Buy America restrictions. Local buyers will therefore evaluate Canadian firms on the same price-quality-delivery formula they apply to their U.S. suppliers.

New England offers the second highest concentration of electronics firms in the United States, thus providing Canadian manufacturers of high technology components and systems with an opportunity to compete successfully in sophisticated defence and commercially related programs. Although the region has a population of only approximately 12 million, or less than 6 per cent of the total U.S. population, it accounts for about 13 per cent of the Department of Defense's prime contract awards. The states of Connecticut (for which the Consulate General in Boston is additionally responsible) and Massachusetts each receive some 6 per cent of the prime contracts awarded in the United States. Those two states account for approximately 75 per cent of all contracts for aircraft engines. Other major contracts are awarded for electronics, aircraft, ships, missiles and related components.

New England's defence and high technology industry is weathering the climate of economic uncertainty well and its business community continues strong. Approximately 8 per cent of the area's total work force is employed in the high technology sector. Massachusetts is encouraging more companies to become involved in high technology and is considering construction of a high technology training centre.

New England's large and accessible market should not be overlooked by Canadian suppliers of high technology systems and components.

Canadian firms can penetrate this market by: (a) bidding on prime contracts issued by various Department of Defence procurement agencies or through solicitations received from them by the Canadian Commercial Corporation (CCC); and (b) by selling to U.S. companies that have been awarded prime contracts. The Trade Commissioner responsible for defence can provide information on bidding procedures as well as 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, DC 20402, U.S.A.: "Selling to the Military," (stock no. 008-000-00345-9); and "Doing Business with the Department of Defense — A guide to foreign firms".

Another area of potential opportunity for qualified Canadian firms is in co-operative research programs, under whose terms Canadian firms can develop equipment for use in the United States. Funding is 50 per cent Canadian and 50 per cent U.S.

Information on marketing to the U.S. Department of Defence and 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 previously mentioned, the CCC receives bid packages from the procuring military agencies, and thus suppliers should contact the CCC to obtain informa-

tion on such opportunities. Suppliers can receive bid packages directly from the agencies if they have registered with them. Responses to direct solicitations must normally be submitted through the CCC, however.

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## IV. SERVICES FOR EXPORTERS

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### Banking

The Bank of Nova Scotia maintains a branch with full banking facilities in Boston. Its address is:

The Bank of Nova Scotia  
111 Franklin Street  
P.O.Box 2799  
Boston, MA 02110, U.S.A.

Tel: (617) 451-5500

In addition, the Toronto-Dominion Bank has a representative office located at:

Toronto-Dominion (New England) Inc.  
One Post Office Square  
Boston, MA 02109, U.S.A.

Tel: (617) 542-3490

Representatives of other Canadian banks' international divisions or U.S. offices visit this territory periodically and can assist exporters.

Several New England banks have Canadian desks, and one — the First National Bank of Boston — maintains a Canadian office. Its address is:

Bank of Boston (Canada)  
Commerce Court North, Suite 300  
P.O. Box 189  
Toronto, Ontario  
M5L 1K6

Tel: (416) 365-7755

### Patents, Trademarks and Copyrights

#### General

An information booklet entitled *General Information Concerning Patents* is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20302, U.S.A. It costs 20 cents.

## Patents

All business with the Patent Office should be transacted in writing and addressed to the Commissioner of Patents, Washington, DC 20231. U.S.A.

U.S. patent laws make no reference to the citizenship of an inventor — although with some exceptions, it is the inventor who must apply for a patent and sign the necessary papers.

Most inventors apply through patent attorneys or patent agents. The Patent Office cannot specifically recommend attorneys or agents, but it publishes a list of all those who are willing to accept new clients. They are listed by states, cities and foreign countries.

## Copyright

Copyright protects the writings of an author against plagiarism. The Copyright Law also protects literary, dramatic, musical and artistic works and, in some instances, also confers performing and recording rights. The copyright shields the form of expression rather than the subject matter.

(NOTE: Copyrights are registered in the Copyright Office in the Library of Congress; the Patent Office has nothing whatsoever to do with them. Relevant information may be obtained from: Register of Copyrights, Library of Congress, Washington, DC 20540, U.S.A.)

## Licensing and Joint Ventures

If you wish to market a patented invention or product in the United States, either under a joint licensing agreement or some other arrangement, the Canadian Consulate General in Boston can help you choose a firm specializing in patent and marketing services.

## 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, Montréal (Québec) H2Z 1T2.

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# V. CUSTOMS REGULATIONS AND DOCUMENTATION

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## U.S. Exports to Canada

Enquiries concerning the 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, 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:

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 labelling of food, drug, cosmetic and alcohol products, customs penalty assessments, anti-dumping 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 which 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 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 ruling, the following information is required and failure to supply all of this information 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) Where 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 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 pre-

viously established customs practice which may support the importer's request for internal advice.

Submissions 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 which supports their position. If the importer is validly not in agreement with this 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, 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, where the U.S. purchaser intends making 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 payments 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 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 of value of the merchandise. A carrier's certificate or duplicate bill of lading or air waybill may, in certain circumstances, be acceptable.

## Invoice

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 customs 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 these 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. This should indicate what is in each box, barrel or package in the shipment. If the

shipment is uniformly packed, this can be stated on the invoice indicating 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 for consumption or for warehouse is filed with U.S. Customs. 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 is 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, this 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, alterations 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 articles, satisfactory proof of destruction as a result of the tests with the production of 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 this 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 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 these 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 privilege on future trips.

## U.S. Anti-Dumping and Countervail Statutes

Due to the complexity of these 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 encompasses those changes to the current United States anti-dumping and countervailing duty law necessary for the implementation of the international agreements negotiated in the Multilateral Trade Negotiations (Tokyo round) of the General Agreement of Tariffs and Trade (GATT).

### Anti-dumping

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 anti-dumping complaint may be filed with the U.S. Commerce Department. The anti-dumping petition must contain information to support the dumping allegations along with evidence of injury suffered by the U.S. industry affected.

A U.S. anti-dumping investigation must be conducted within specified time frames:

(1) Within 20 days of receipt of an anti-dumping 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 anti-dumping 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 if 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 determination 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 and any cash deposited is refunded and any bond posted is released. If the injury determination is affirmative, the Secretary of Commerce will publish an anti-dumping 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 anti-dumping duty order is subject to an automatic annual review and requests for a review at any time will be entertained, provided changed circumstances are sufficient to 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 anti-dumping investigation. The decision on the subsidy by the Secretary of Commerce and the injury determination by the ITC may be appealed to 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 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 this 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 per cent of the total weight of the product of any nonfibrous loading, filling or adulterating matter. If 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 so marked.

### 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 con-

signments 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 enquiries from importers and exporters. Advice on prospective 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 and importation of certain fur skins would be 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 U.S. \$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 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 a gift and the 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 alterations 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 which 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 and 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 U.S. origin component parts exported abroad 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 NEW ENGLAND

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There is no substitute for a personal visit. Correspondence, while better than nothing, does not arouse the American businessman's curiosity. His attitude is: "Show me".

### Services of the Trade Commissioner

The Commercial Division of the Canadian Consulate General in Boston functions as liaison agent between Canadian and local U.S. businessmen and industrialists. It actively seeks business opportunities for Canada in its territory and relays pertinent information to interested and capable Canadian companies. Potential buyers and sellers are introduced and guidance is provided as required. Market surveys of reasonable proportions are conducted on behalf of Canadian firms and recommendations are made with regard to marketing alternatives. The reception room of the Consulate General is available for product displays and in-office shows. The Consulate General is open from 9 a.m. to 5 p.m., Monday to Friday.

### Advise and Consult the Trade Commissioner

When planning your first business visit to Boston, advise the Consulate General well in advance. Let him know the purpose of your visit and forward several copies of your product brochures. It will greatly help you and all concerned if you work out the c.i.f. prices on at least some of your products. You should also list any contact you may already have made with local business people. With this information in hand, the commercial staff will be pleased to arrange a tentative itinerary and make appointments that you can confirm on arrival. Because of the increasing number of businessmen visiting Canada's U.S. consulates general, we recommend that you make your hotel reservations through your travel agent.

## When to Go

Anytime of the year except the Christmas–New Year holiday period. If you plan to visit during the summer vacation period, make sure all appointments are confirmed in advance. Winter weather can be as unpredictable in New England as it is in Canada; so, if you are visiting at this time of year, allow extra flexibility in your schedule.

## How to Get There and How to Ship Your Products

### Air

The following airlines provide daily service:

Air Canada	Boston–Toronto, Boston–Halifax, Boston–Yarmouth, Boston–Saint John
Delta Airlines	Boston–Montréal
U.S. Air	Boston–Toronto

### Rail

Amtrak provides daily rail service between Montréal and Springfield, Massachusetts.

### Water

The MV Bluenose (CN Marine) provides daily service between Bar Harbor, Maine, and Yarmouth from May to October. The MS Caribe (Prince of Fundy Cruises) provides daily service between Yarmouth and Portland, Maine.

### Bus

Buses operate several times daily between Boston and Saint John, Boston and Montréal and Boston and Toronto.

### Automobile

Most parts of New England, Ontario, Québec and the Atlantic Provinces are linked by an excellent network of interstate highways.

## Where to Stay

“Part VII: Useful Addresses” provides a list of some of the better known hotels in the Boston area.

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## VII. USEFUL ADDRESSES

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### **Canadian Consulate General**

500 Boylston Street  
Boston, MA 02116-3775,  
U.S.A.  
Tel: (617) 262-3760  
Telex: 00940625  
(DOMCAN BSN)

### **Bureau of the Province of Québec**

4th Floor  
100 Franklin Street  
Boston, MA 02110, U.S.A.  
Tel: (617) 426-2660

## Travel

### **Air Canada**

395 Maverick Street  
East Boston, MA 02128,  
U.S.A.  
Tel: (617) 482-4300

### **CP Air**

484 High Street  
North Attleboro, MA  
02760, U.S.A.  
Tel: 1-(800)-426-7000

### **CN Rail**

75 Federal Street  
Boston, MA 02110, U.S.A.  
Tel: (617) 482-3810

### **CP Rail**

2 Florence Street  
Malden, MA 02148, U.S.A.  
Tel: (617) 321-2805

## Hotels

### **Deluxe Hotels**

#### **Ritz Carlton Hotel**

15 Arlington Street  
Boston, MA 02116, U.S.A.  
Tel: (617) 536-5700

#### **Colonade Hotel**

120 Huntington Avenue  
Boston, MA 02116, U.S.A.  
Tel: (617) 261-2800

#### **Meridien Hotel**

200 Franklin Street  
Boston, MA, U.S.A.  
Tel: (617) 451-1900

#### **Hyatt Regency Cambridge**

575 Memorial Drive  
Cambridge, MA, U.S.A.  
Tel: (617) 492-1234

### **Business Class Hotels**

#### **Copley Plaza Hotel**

Copley Square  
Boston, MA 02116, U.S.A.  
Tel: (617) 267-5300

#### **Howard Johnson's**

57 Park Plaza Hotel  
200 Stuart Street  
Boston, MA 02116, U.S.A.  
Tel: (617) 482-1800

**Parker House**  
60 School Street  
Boston, MA 02108, U.S.A.  
Tel: (617) 227-8600

**The Boston Park Plaza  
Hotel**  
64 Arlington Street  
Boston, MA 02116, U.S.A.  
Tel: (617) 426-2000

**Lenox Hotel and  
Motor Inn**  
710 Boylston Street  
Boston, MA 02116, U.S.A.  
Tel: (617) 536-5300

**Sheraton Boston Hotel**  
39 Dalton Street  
Boston, MA 02119, U.S.A.  
Tel: (617) 236-2000

### **Budget Class Hotels**

**Susse Chalet Motor  
Lodges & Inns**  
Nationwide Toll Free  
Reservation Service  
Dial « 1 » and then  
800-258-1980

### **Banks with International Departments**

**The Bank of Nova Scotia**  
111 Franklin Street  
Boston, MA 02110, U.S.A.  
Tel: (617) 451-5500

**Shawmut Bank of Boston**  
One Federal Street  
Boston, MA 02110, U.S.A.  
Tel: (617) 292-2156

**The First National Bank  
of Boston**  
100 Federal Street  
Boston, MA 02110, U.S.A.  
Tel: (617) 434-2200

**State Street Bank &  
Trust Company**  
226 Franklin Street  
Boston, MA 02110, U.S.A.  
Tel: (617) 786-3758

**Bank of New England**  
28 State Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 742-4000

**Toronto-Dominion  
(New England) Inc.**  
One Post Office Square  
Boston, MA 02109, U.S.A.  
Tel: (617) 542-3490

### **Customhouse Brokers**

**Advance Brokers Ltd.**  
148 State Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 523-7355

**Air-Sea Brokers**  
131 State Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 523-0350

**A.N. Deringer Inc.**  
161 Prescott Street  
East Boston, MA 02128,  
U.S.A.  
Tel: (617) 569-2886

**Dolliff & Co. Inc.**  
131 State Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 523-1240

**Energy Customs Brokers**  
131 State Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 482-7082

**C.S. Emery & Co.**  
P.O. Box 664  
Newport, VT 05855, U.S.A.  
Tel: (802) 334-7911

**F.H. Fenderson Inc.**  
P.O. Box 614  
Bangor, ME 04401, U.S.A.  
Tel: (207) 942-6332

**International Specialists  
Inc.**  
177 Milk Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 357-9383

**Ronald A. Lausier**  
3 Roosevelt Avenue  
Van Buren, ME 04785,  
U.S.A.  
Tel: (207) 868-2888

**F.W. Myers & Co. Inc.**  
395 Maverick Street  
Van Dusen Building  
East Boston, MA 02128,  
U.S.A.  
Tel: (617) 685-3660

**C.H. Powell Inc.**  
141 Milk Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 426-2420

**W.N. Proctor Co.**  
115 Broad Street  
Boston, MA 02110, U.S.A.  
Tel: (617) 482-0360

**Stone & Downer  
Company**  
131 State Street  
Boston, MA 02109, U.S.A.  
Tel: (617) 523-3800

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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

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# APPENDIX I

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## Canadian Exports to Maine, Massachusetts, New Hampshire, Rhode Island, Vermont 1980 and 1981

(in millions of Canadian dollars)

Canadian exports to the five northern New England states increased by 31 per cent between 1980 and 1981 compared to an increase of 15 per cent in total Canadian exports to the U.S. and 9 per cent to the world. Canada remained the world's leading exporter of seafood with sales of \$1.5 billion during 1981; New England remained Canada's most important seafood

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### Fishery Products

Woodpulp and similar pulp

Precious metals, including alloys

Transportation equipment

Petroleum and coal products

Electricity

Lumber

Other telecommunications and related equipment

Newsprint

Other

Total Canadian Exports to New England

customer accounting for 37.7 per cent of export sales. In terms of value of exports to New England, manufactured products ranked 1, forest products ranked 2 and seafood products 3. The leading Canadian exports to New England include the following:

1980	1981	Percentage Increase
463.0	571.4	23%
411.5	447.9	9%
227.4	365.9	61%
233.3	322.7	38%
89.0	231.4	160%
146.8	201.3	37%
150.4	198.3	32%
61.2	186.5	204%
150.0	177.8	18%
831.2	925.0	11%
2,764.2	3,628.7	31%

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# APPENDIX II

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## Main Canadian Exports in 1981 to Maine, Massachusetts, New Hampshire, Rhode Island, Vermont

(in millions of Canadian dollars)

### Maine

Fish, fillets and blocks, fresh, frozen	12.0
Shellfish	24.9
Lumber, softwood	16.9
Wood pulp and similar pulp	326.5
Newsprint paper	12.9
Inorganic chemicals and elements	20.8
Petroleum and coal products	27.0
Electricity	188.4
TOTAL	<hr/> 791.5

### Massachusetts

Meat, fresh, chilled or frozen	39.8
Fish, fillets and blocks, fresh, frozen	308.1
Shellfish	139.4
Lumber, softwood	93.4
Wood pulp and similar pulp	77.2
Newsprint paper	112.5
Petroleum and coal products	166.2
Abrasive basic products	40.5
Railway and street railway rolling stock	70.3
Motor vehicle parts (engines excepted)	50.1
Office machines and equipment	65.1
TOTAL	<hr/> 1,693.1

### New Hampshire

Fish fillets and blocks, fresh, frozen	10.1
Lumber, softwood	18.7
Wood pulp and similar pulp	21.3
Petroleum and coal products	9.6
Toys, games, sporting and recreational equipment	10.8
TOTAL	<hr/> 186.8

**Rhode Island**

Shellfish	18.4
Lumber, softwood	4.5
Newsprint paper	39.2
Petroleum and coal products	17.0
Precious metals, including alloys	<u>339.4</u>
TOTAL	498.2

**Vermont**

Feeds of vegetable origin, including oil seedcake and meal	14.9
Natural gas	25.9
Lumber, softwood	16.4
Wood pulp and similar pulp	22.8
Fabricated metal basic products	19.6
Electricity	23.3
Passenger automobiles and chassis	23.3
Trucks, truck tractors and chassis	46.6
Aircraft engines and parts	12.4
Telecommunications and related equipment	<u>146.8</u>
TOTAL	459.1

Total Canadian exports  
to New England 3,628.7



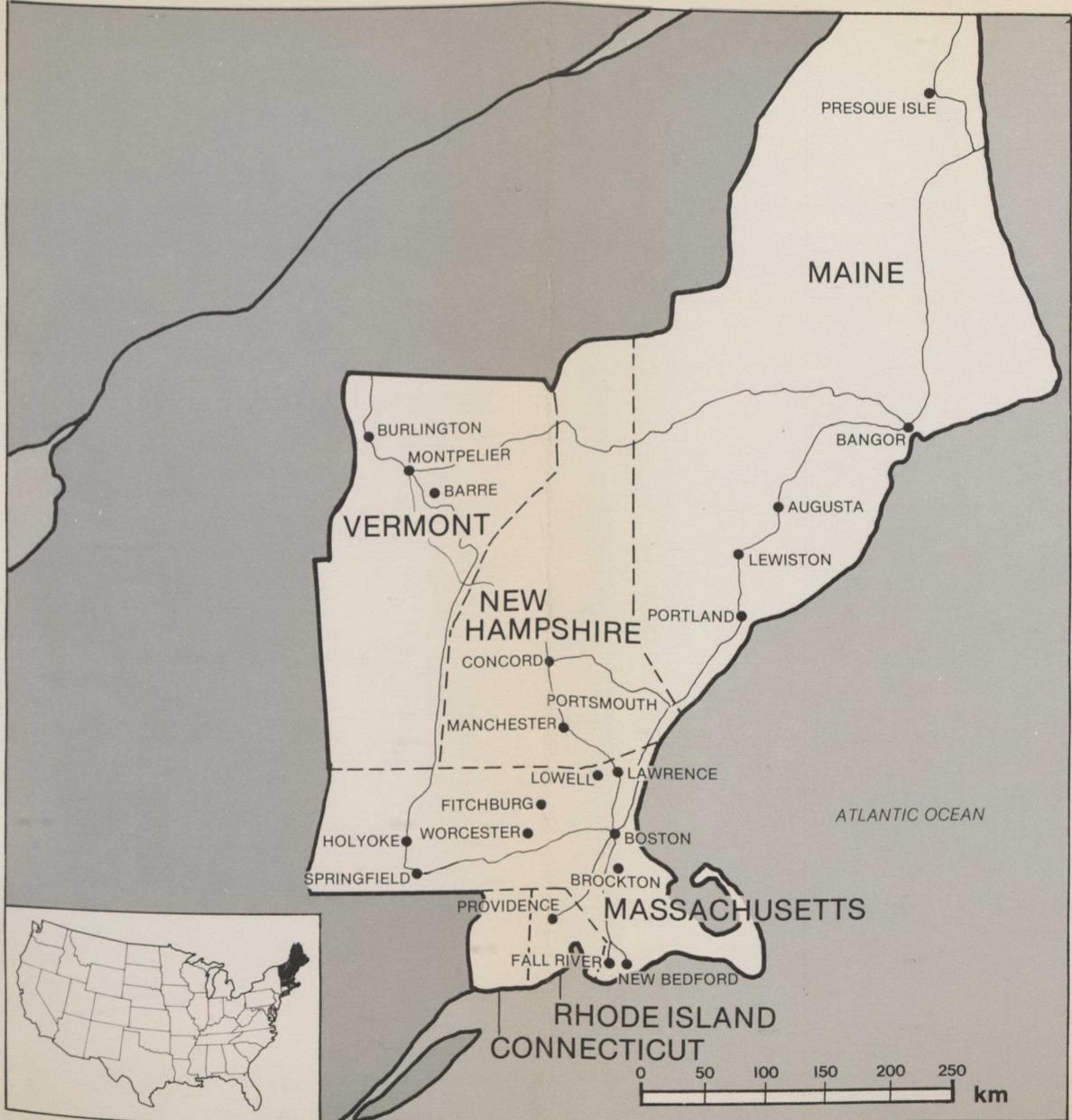




# Notes



Canada



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Storage

HF 1010 .G85U66 1982 STORAGE

United States (New England), a  
guide for Canadian exporters. --

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