

UNITED STATES

(MID-ATLANTIC STATES)

*A Guide for
Canadian Exporters*

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(aussi publié en français)

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UNITED STATES

(MID-ATLANTIC STATES)

A Guide for Canadian Exporters

TRADE OFFICE RESPONSIBLE:
PHILADELPHIA

TOTAL TRADE TERRITORY:
States of Delaware, Maryland,
New Jersey (nine southern
counties), Eastern Pennsylvania,
Virginia, District of Columbia

FOR FURTHER INFORMATION:
Commercial Division
Canadian Consulate General
3 Parkway Building, Suite 1310
Philadelphia, Pennsylvania 19102

Tel: (215) 561-1750
Telex: 00845266 (DOMCAN PHA)

U.S. Trade Development Bureau
Department of External Affairs
Ottawa, Ontario

Tel: (613) 995-8303
Telex: 053-4124

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THE MARKET

Mid-Atlantic Area Served by the Philadelphia Consulate

Area: 266,158 square kilometres

Population (1980 estimate): 21,777,100

Heart of North America's largest urban-industrial complex

Eastern Pennsylvania

Area: 117,412 square kilometres

Population (1980 estimate): 8,730,300

Main Commercial Centre: Philadelphia

Leading Industries: Primary metals, machinery, electrical and electronics, food and allied products, chemicals, fabricated metals and transportation equipment.

Southern New Jersey

Area: 10,135 square kilometres

Population (1980 estimate): 2,183,100

Main Commercial Centres: Trenton and Camden

Leading Industries: Electrical and electronics, stone and glassware, chemicals and food products.

Delaware

Area: 5,328 square kilometres

Population (1980 estimate): 599,400

Main Commercial Centre: Wilmington

Leading Industries: Chemicals, synthetic fibres, food and rubber.

Maryland

Area: 27,394 square kilometres

Population (1980 estimate): 4,236,800

Main Commercial Centre: Baltimore

Leading Industries: Food and allied products, primary metals, electrical equipment and supplies, chemicals and transportation.

District of Columbia

Area: 173 square kilometres

Population (1980 estimate): 628,500

Main Commercial Centre: Washington

Leading Industries: Federal Government is the main employer in the District of Columbia. The area also contains important concentrations of research and development facilities; printing and publishing; and electrical equipment.

Virginia

Area: 105,716 square kilometres

Population (1980 estimate): 5,399,000

Main Commercial Centres: Richmond, Hampton Roads, Newport News

Leading Industries: While the Federal Government and the defence agencies are major factors in Virginia, food and allied products, chemicals, electrical equipment and forest products are also important industries.

Principal Cities and Towns	Population (1980 est)	U.S. Rank
Metropolitan Philadelphia	4,709,800	4
Metropolitan Washington	3,071,300	8
Metropolitan Baltimore	2,180,600	14
Norfolk, Virginia Beach, Portsmouth	813,700	50
Northeast Pennsylvania (Scranton, Wilkes-Barre to Hazleton, Pennsylvania)	641,800	64
Allentown, Bethlehem and Easton, Pennsylvania	640,000	65
Richmond, Virginia	638,400	66
Wilmington, Delaware	526,300	79
Harrisburg, Pennsylvania	448,700	91
Newport News, Hampton Roads	367,100	109
Lancaster, Pennsylvania	365,500	110
Trenton, New Jersey	307,900	127
Reading, Pennsylvania	314,100	123
Roanoke, Virginia	225,700	163

I. GENERAL

Area and Geography

The Commercial Division of the Canadian Consulate General in Philadelphia covers Eastern Pennsylvania, Southern New Jersey, Delaware, Maryland, Virginia and the District of Columbia, an area of 266,158 square kilometres. Names of the counties covered in Pennsylvania and New Jersey area are given in Appendix I. Within the boundaries of this area there are two principal marketing and distribution centres: Philadelphia and Baltimore-Washington, which in terms of extended metropolitan areas are the fourth and fifth largest in the country respectively.

Generally, the territory covered by this office lies east of the Allegheny Mountains and is characterized by gently rolling terrain which flattens as it approaches the Atlantic. The Delaware and Chesapeake Bays provide the area with excellent natural harbour facilities. The beaches along the coast are famous for their recreation and convention facilities.

Climate

The Appalachian Mountains on the west, the Great Lakes just north, and the Atlantic Ocean on the east have a moderating effect on climate. Combined with prevailing winds from the southwest during the summer and the northwest during the winter, the net effect is warm and humid summers and mild winters interspersed with some cold "highs" moving directly north-south unmitigated by the Appalachians or the Great Lakes. Precipitation is moderate and fairly evenly distributed with maximum amounts during the late summer months.

Local Time

Eastern Standard Time and Daylight Saving Time are used throughout the territory.

Weights and Measures; Electricity

The United States has a campaign for metric acceptance but still officially and in practice uses the Ameri-

can Standard measurement which is the same as the pre-metric British and Canadian standard of feet, pounds, and degrees Fahrenheit with the following exceptions in capacity measurements:

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 gallon	1.2 U.S. gallons	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*

Good Friday — *March or April*

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

II. ECONOMY AND INDUSTRY

Economy

General

The Mid-Atlantic states have their industrial base in the Philadelphia/Baltimore/Washington, D.C. corridor. These three major metropolitan complexes form part of the mature core of the Eastern Seaboard's urban and industrial complex stretching from Boston to Washington and provide the basic economic muscle of the region. The Mid-Atlantic boasts a value-added by manufacturing that exceeds U.S. \$46 billion and a per capita income amongst its more than 21 million residents in the \$8,000-\$10,000 plus range. The basic industrial strength is in the steel and chemical industries but a full range of secondary manufacturing and a sophisticated and expanding service sector has given the territory a broadly diversified economic base. The area presents a good marketplace for just about all consumer and industrial products.

Defence Products Sector

The defence market within the geographic area covered by the Consulate General is extensive and a significant contributor to the economy of the region. A major portion of U.S. naval development and purchasing commands, two-thirds of the Defence Logistics Agencies buying centres, several Army Research and Development Commands, and a large number of military-industrial corporations are located within this area. Consequently, the area is an attractive market for military prime and sub-contractors involved in products ranging from sophisticated electronics to canteen cups.

Access to the U.S. defence equipment market is facilitated by the Canada/U.S. Defence Development and Defence Production Sharing Arrangements under the terms of which Canadian defence equipment can be imported to the U.S. free of duty and without the application of Buy American 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 Defence 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: "Selling to the Military" stock no. 008-000-00345-9 and "Doing Business with the Department of Defence — A guide to foreign firms."

Information on marketing to the U.S. Department of Defence, to U.S. Defence Contractors and on the Canada/United States Defence Sharing Arrangements can be obtained from:

Chief, U.S. Division
Defence Programs Bureau (32)
Department of External Affairs
Ottawa, Ontario
CANADA

As was mentioned above, the Canadian Commercial Corporation 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.

Agriculture

Despite the area's density of population and industrial activity, a considerable land area remains under forest or cultivation. The main agricultural crops are feed grains, dairy products, poultry, apples, tobacco and peanuts.

The Delaware and Chesapeake Bays, as well as the Atlantic shoreline, support small coastal fisheries and an oyster and crab industry.

Natural Resources

This area's wealth and prominence were originally derived from the Allegheny coal fields. Notwithstanding the resurgence of interest in coal, profits have continued to decline in this area.

Oil has replaced coal as a chief source of energy and Philadelphia has become one of the nation's largest refiners and distributors of petroleum products. The availability of refinery stocks has been the basis of the area's substantial petrochemical industry.

Eastern Pennsylvania

Eastern Pennsylvania, with the Philadelphia metropolitan area as its focus, is the fourth largest urban and industrial centre in the United States. This region's industrial strength lies in its high degree of diversification. Nearly 90 per cent of all manufacturing industry classes (SIC) are located in this area. Principal industries include:

oil refining	chemicals
petrochemicals	printing
missile and space industry	minerals — largely bituminous coal
metalworking	transportation equipment
sugar refining	
electronics	

Southern New Jersey

Industry in Southern New Jersey is concentrated along the Delaware River and centres on Trenton and Camden. The major manufacturing activities are electrical and electronic equipment, stone and glass, food processing and chemical. Market gardening is a major agricultural activity.

In recent years, Southern New Jersey's climate and proximity to major urban centres has attracted increasing numbers of research establishments including the RCA David Sarnoff Centre, Bell and Western Electric Laboratories.

The New Jersey coast is an important centre of recreation, and Atlantic City, which has legalized gambling, is one of the foremost convention centres in the United States.

Delaware

Wilmington is Delaware's industrial centre. It owes its nickname "Chemical Capital of the World" to Du Pont, Hercules and ICI America Inc., which have their headquarters there. The city is also an important manufacturer of vulcanized fibre, braided tubing, computers and automobiles.

Maryland

Maryland's industrial structure is concentrated in the Baltimore metropolitan area. It boasts having the largest steel mill in the United States at Sparrow Point. Its industrial diversification is evidenced by its major firms: Bethlehem Steel Corporation — steel; Westinghouse Corporation — ordinance and electronics; Enjay Chemicals — plastics and fibres; Western Electric Company — communications equipment; General Motors Corporation — motor vehicle assembly; Black & Decker Manufacturing Company — electric tools; Bata Shoe Company — footwear; Maryland Shipbuilding — ships; Koppers Company — fabricated metals; Baltimore's World Trade Center, (also the location of the Headquarters of Maryland Port Administration).

Principal Industries: 1) shipbuilding, 2) steel fabricating, 3) manufacture of electrical equipment and food containers, 4) processing of foods, petroleum, sugar, chemicals and copper, 5) electronics and aerospace.

District of Columbia

While the overriding importance of the United States Government as an employer cannot be denied, other factors should be considered when analyzing the economic fabric of the Washington metropolitan area. A large number of businesses have opened branch offices in Washington to represent their interests to the federal government. Since 1956 Washington has enjoyed a phenomenal growth of research and development firms as a result of federal involvement in research activities. Metropolitan Washington now ranks first in the nation in scientific personnel per thousand population. As a leading tourist attraction, it has a vast service industry and retail trade supported by sightseers and conventioners.

Virginia

The main factors in Virginia's economy are a diversified manufacturing base, proximity to the nation's capital and large military installations in the Norfolk-Hampton Roads area plus thriving shipbuilding and rail transport activities.

Recreation facilities and historical attractions support a thriving tourist industry and natural resources such as coal, minerals and forest reserves provide the base for its manufacturing industry.

Transportation Facilities in the Area

Air

The area is well provided with international airports in Philadelphia, Baltimore, Washington and Richmond.

U.S. Air (formerly Allegheny Airlines), Eastern Airlines and Air Jamaica provide daily service to Toronto, while Delta Airlines provides daily flights to Montreal.

Other cities are accessible through feeder lines from these main points.

Truck

Toronto: Maislin and Wallace-Red Star provide direct service. Short-haul carriers provide service to Buffalo and connect with Maislin, Mushroom, Eastern Freightways or Branch.

Montreal: Direct service is available from Maislin, Halls, Yellow Transit, and Laurel-Red Star.

In both cases, you can expect second morning delivery on truckload shipments with less-than-truckloads taking three to four days.

Rail

Direct service to this area is available through Canada's major railway companies.

Water

Philadelphia, Camden, Trenton, Wilmington, Baltimore and Newport News offer major port facilities. Baltimore's chief imports are ores, steel, bananas and foreign cars. The Philadelphia port, largest fresh water port in the world, ranks first nationally in importing;

second in tonnage (exports). Major imports include crude petroleum, residual fuel, oils, iron ore, gypsum, non-ferrous ores and sugar.

Highway Distance Chart

From	To Philadelphia	To Baltimore	To Washington
Toronto	792 km (495 mi.)	952 km (595 mi.)	1,018 km (636 mi.)
Montreal	768 km (480 mi.)	928 km (580 mi.)	994 km (621 mi.)
Saint John	1,125 km (703 mi.)	1,285 km (803 mi.)	1,350 km (844 mi.)
Halifax (via ferry)	1,266 km (791 mi.)	1,426 km (891 mi.)	1,491 km (932 mi.)
Moncton	1,270 km (794 mi.)	1,430 km (894 mi.)	1,496 km (935 mi.)
Philadelphia		160 km (100 mi.)	229 km (143 mi.)
Wilmington	48 km (30 mi.)	108 km (68 mi.)	170 km (106 mi.)

III. SELLING TO THE MID-ATLANTIC STATES

Opportunities for Canadian Producers

Despite already substantial sales of Canadian goods, tremendous additional potential exists for new Canadian exporters and new Canadian products. U.S. buyers are interested in almost any item that can compete in quality, distinctiveness and laid-down price. Many existing U.S. supply sources are more distant than potentially competitive ones in Canada.

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. A representative or distributor may be appointed later but, initially, large-volume buyers prefer to meet their prospective suppliers face to face.

It is important to make a complete presentation on the first call. Your proposal should include literature, speci-

fications, samples if possible and all the price, delivery and quality-control information a buyer will need to evaluate your capabilities against his current sources.

Many buyers keep up-to-date records on their suppliers. You will enhance the impression you make on your first visit by providing a résumé including the following:

- vendor's name, address and telephone number;
- name, address and telephone number 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.

We suggest however, that before you visit this territory, you write to the Canadian Consulate General, Commercial Division, Suite 1310, Three Parkway Building, Philadelphia, Pennsylvania 19102, to obtain some preliminary information on opportunities existing there. Your letter should contain:

- 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. Philadelphia or an American port of entry;
- 4) delivery time scheduling from date of receipt of order;
- 5) the warranty you offer;
- 6) the rate of commission to manufacturer's representative or percentage discount structure for a distributor.

Reciprocal Visits

Many buying organizations survey new vendors' facilities personally before placing continuing business. If they do not visit as a matter of course, it is good sales strategy to invite them.

Following Up the Initial Call

American 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 sales force, the problem can be overcome by appointing a manufacturer's representative or selling through brokers, jobbers or distributors as warranted.

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 tax 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 United States sources. Buyers cannot be expected to understand customs duties or other matters peculiar to international transactions. This is the sole 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. This 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 greater extent than their Canadian counterparts on the use of commission agents or manufacturers' representatives. The better "reps" are highly qualified by education, training and experience. They know their customers and call on them regularly — not only the buyers but also engineering, design and quality-control personnel. The advantages of this technique include economy, closer (sometimes social) contact with buyers, and representation close to the seat of possible problems. The Canadian Consulate General in Philadelphia keeps ongoing files on most manufacturers' representatives operating in its market territory and can often make suitable suggestions for Canadian manufacturers.

Delivery

Delivery must be exactly to customers' 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 a U.S. client.

Canadian Export Opportunities

The Mid-Atlantic states represent a market nearly as large as the entire Canadian market. While almost any product competitively marketed and priced can be sold in this area, opportunities are particularly attractive for:

- contract and residential furniture
- electronics
- autoparts
- health care products
- telecommunications and electronics, office equipment
- sailboats
- handicrafts
- machinery
- dairy/deli processed foods.

Main products exported by Canada to Mid-Atlantic states in 1981 included:

- newsprint, pulp and paper
- steel, iron ores and concentrates, precious metals and alloys
- motor vehicle parts and engines
- lumber, softwood
- industrial machinery
- aircraft, aircraft parts, and aircraft engines and parts
- ships, boats and parts.

IV. SERVICES FOR EXPORTERS

Banking

The representatives of Canadian banks located in New York service this area regularly. In addition the international divisions of the Canadian banks in Montreal and Toronto are in a position to assist exporters. Local Philadelphia banks are eager to establish local accounts and service for Canadian firms.

Please refer to Section VII of this booklet, Useful Addresses, for a listing of local banks and customs brokers serving this market.

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, D.C. 20302 at a cost of 75 cents.

Patents

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

United States patent laws make no discrimination with respect to the citizenship of the inventor. However, applications for patent must be made by the inventor who must also 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 but does publish a list of all registered patent attorneys and agents who are willing to accept new clients; the list is arranged by states, cities and foreign countries.

Trademarks

A trademark refers to the name or symbol used in trade to indicate the source or origin of goods. Trademark

rights prevent others from using the same on identical goods but do not prevent others from making these goods without the trademark.

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

Copyright

Copyright protects the writings of an author against copying. 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 refers to the form of expression rather than the subject matter of writing. Note: Copyrights are registered in the Copyright Office of the Library of Congress and the Patent Office has nothing to do with copyrights. Information concerning copyrights may be obtained from Register of Copyrights, Library of Congress, Washington D.C. 20540.

Licensing and Joint Ventures

If you wish to market a patented invention of a product in the United States, 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 Philadelphia can help in choosing 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 Canadian Chamber of Commerce, 1080, côte du Beaver Hall, pièce 712, Montréal (Québec) H2Z 1T2.

V. CUSTOMS REGULATIONS AND DOCUMENTATION

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 previously 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 appraisement 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 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 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 five dollars (U.S.) may be admitted free of duty.

Commercial shipments valued at more than five dollars 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.

VI. YOUR BUSINESS VISIT TO THE MID-ATLANTIC STATES

There is no substitute for the personal visit. Correspondence, while better than nothing, does not excite the American businessman. In a few words, he wants to be shown.

Services of the Trade Commissioner

The Commercial Division of the Canadian Consulate General in Philadelphia is equipped to function as the liaison between Canadian and local United States business and industry. It actively seeks business opportunities for Canada in the post territory and relays these to firms considered interested and capable. Potential buyers and sellers are introduced with guidance provided as required. Market surveys of reasonable proportions are conducted on behalf of Canadian firms and agents, distributors or other recommended outlets. The reception area of the Consulate General is available for product displays and in-office shows. Consulate hours are 8:30 a.m. - 5:00 p.m. Monday to Friday.

Advise and Consult the Trade Commissioner

When planning your first visit to Philadelphia, advise the Consulate General well in advance of your arrival. Inform the staff of the objective of your visit and include several copies of product brochures. It is helpful if you work out the c.i.f. prices on at least part of your product range. You should also list any contacts already made with the local business community.

With this 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 upon arrival. Because of the increasing number of businessmen visiting our U.S. posts, we recommend that you leave the arrangements for hotel reservations in the hands of your travel agent.

When to Go

The best time to visit the Philadelphia market area is during the spring and fall. Avoid the Christmas-New Year holiday period and the July-August vacation period. Bear in mind that buying schedules may vary somewhat from Canadian timing. The Commercial Section is prepared to offer guidance.

How to Get There

Airlines

Eastern Airlines has daily service to Philadelphia on a direct, non-stop basis from both Toronto and Montreal.

U.S. Air (formerly Allegheny Airlines) has daily service to Philadelphia from Toronto through Erie, Pennsylvania, and from Montreal through Albany, New York.

Air Jamaica has daily service to Philadelphia from Toronto on a direct, non-stop basis.

Delta has daily service to Philadelphia from Montreal through Boston, Massachusetts.

While there is no direct Ottawa-Philadelphia service, it is possible to fly Nordair to Pittsburgh and then U.S. Air to Philadelphia, or, Pilgrim Air to New York and then one of the numerous shuttle flights to Philadelphia.

Western Canadian businessmen can also make connections through Chicago as well as Toronto, and Maritimes businessmen can connect through Boston.

Railways

Amtrak offers daily service to Philadelphia, Baltimore and Washington from Montreal.

Buses

Greyhound Bus Lines maintains routes to Philadelphia with connections for Baltimore and Washington.

Where to Stay

Please refer to Part VII, Useful Addresses, for the names and addresses of some of the better hotels and motels in the area.

VII. USEFUL ADDRESSES

Canadian Consulate General

3 Parkway Building,
Suite 1310
Philadelphia, Pennsylvania
19102

Tel: (215) 561-1750
Telex: 86-5266

Canadian Consulate General (Tourism)

3 Parkway Building,
Suite 1810
Philadelphia, Pennsylvania
19102

Tel: (215) 563-1708
Telex: 86-5266

Transportation Companies Offering Services to Mid-Atlantic Market Area

Truck Service - Toronto

Maislin Transport Limited

2055 Kennedy Street
Scarborough, Ontario
Tel: (416) 291-7195

Wallace Transport Co. Ltd.

1608 The Queensway
Toronto, Ontario
Tel: (416) 255-1135

Truck Service - Buffalo

Mushroom Transportation Co.

66 Milens Road
Tonawanda, N.Y.
Tel: (716) 873-8700

Branch Motor Express Co.

620 Tiff Street
Buffalo, N.Y.
Tel: (716) 822-8200

Hall's Motor Transit Co.

850 Aero Drive
Cheettowaga, N.Y. 14225
Tel: (716) 633-7622

Truck Service - Montréal

Maislin Transport Limited

7401, rue Newman
Montréal (Québec)
Tel: (514) 366-0150

Hall's Motor Transit Co.

400, rue Dollard
Ville LaSalle (Québec)
Tel: (514) 878-1851

Red Star Express Lines Québec Ltée

10755, côte de Liesse
Dorval (Québec)
Tel: (514) 636-6741

Yellow Freight System Inc.

10755, côte de Liesse
Dorval (Québec)
Tel: (514) 631-4559

Rail Service - Toronto

Canadian National Railways

Foreign Freight Enquiry
Toronto, Ontario
Tel: (416) 365-3511
Piggyback Rates and
Service
Tel: (416) 365-3206

CP Rail

Marketing and Sales
Union Station
Toronto, Ontario
Tel: (416) 360-3107

CONRAIL

69 Young Street
Toronto, Ontario
Tel: (416) 364-8173

Rail Service - Montréal

Canadian National Railways

Domestic and U.S. Traffic
935, rue La Gauchetière
ouest
Montréal (Québec)
Tel: (514) 877-5750

CP Rail

Marketing and Sales
Board of Trade Building
Montréal (Québec)
Tel: (514) 861-6811

Penn Central Transportation Co.

Place du Canada
Montréal (Québec)
Tel: (514) 878-1717

Principal Banks

Philadelphia

The Fidelity Bank

Broad and Walnut Streets
Philadelphia, Pa.
Tel: (215) 985-6000

First Pennsylvania Bank

Centre Square
1500 Market Street
Philadelphia, Pa.
Tel: (215) 786-5000

The Girard Bank

Broad and Chestnut Streets
1 Girard Plaza
Philadelphia, Pa.
Tel: (215) 585-2000

Philadelphia National Bank

5th and Market Streets
Philadelphia, Pa.
Tel: (215) 629-3100

**Philadelphia Saving
Fund Society**
12th and Market Streets
Philadelphia, Pa.
Tel: (215) 629-2000

Provident National Bank
Broad and Chestnut Streets
Philadelphia, Pa.
Tel: (215) 585-5000

Baltimore

American Bank of Maryland
Charles Center
21 West Fayette Street
Baltimore, Md.
Tel: (301) 752-7900

**Citizens Bank & Trust
Company of Maryland**
6200 Baltimore Avenue
Baltimore, Md.
Tel: (301) 768-4444

Equitable Trust Bank
Calvert and Fayette Streets
Baltimore, Md.
Tel: (301) 547-4000

First National Bank
25 South Charles Street
Baltimore, Md.
Tel: (301) 727-4000

**Mercantile-Safe Deposit
& Trust Company**
2 Hopkins Plaza
Baltimore, Md.
Tel: (301) 237-5900

**Union Trust Company of
Maryland**
Baltimore and
St. Paul Streets
Baltimore, Md.
Tel: (301) 332-5777

Washington

**American Security &
Trust Co.**
15th and Pennsylvania
Avenue Northwest
Washington, D.C.
Tel: (202) 624-4000

**District of Columbia
National Bank**
1801 K Street Northwest
Washington, D.C.
Tel: (202) 833-4500

Union First National Bank
740 15th Street Northwest
Washington, D.C.
Tel: (202) 637-6100

**National Bank of
Washington**
619 14th Street Northwest
Washington, D.C.
Tel: (202) 537-2000

Customs Brokers

Philadelphia

**Amco Customs Brokerage
Co.**
208 South 3rd Street
Philadelphia, Pa.
Tel: (215) 922-0141

Dever Inc.
223 S. Gov. Printz
Boulevard
Lester, Pa.
Tel: (215) 521-4050

Dorf International Inc.
113 Chestnut Street
Philadelphia, Pa.
Tel: (215) 925-3300

John H. Faunce Inc.
721 Chestnut Street
Philadelphia, Pa.
Tel: (215) 629-8600

**R.G. Hobelmann &
Co. Inc.**
Lafayette Building
Philadelphia, Pa.
Tel: (215) 923-8700

**International Expeditors
Inc.**
Mall Building
Philadelphia, Pa.
Tel: (215) 627-8025

F.B. Vandergrift
Bourse Building
Philadelphia, Pa.
Tel: (215) 925-3727

Carson M. Simon & Co.
209 Chestnut Street
Philadelphia, Pa.
Tel: (215) 925-6006

John A. Steer Co.
136 Chestnut Street
Philadelphia, Pa.
Tel: (215) 922-6610

Baltimore

**Air Freight International
Inc.**
Friendship Airport
Baltimore, Md.
Tel: (301) 761-5333

John S. Connor Inc.
33 South Gay Street
Baltimore, Md.
Tel: (301) 332-4800

**R.G. Hobelmann
& Co. Inc.**
First National Bank
Building
Baltimore, Md.
Tel: (301) 727-8105

H.W. St. John & Co.
225 East Redwood Street
Baltimore, Md.
Tel: (301) 727-2950

**Vanguard Import Services
Inc.**
17 Commerce Street
Baltimore, Md.
Tel: (301) 621-1490

Washington

G. Cosimano Inc.
P.O. Box 17092
Dulles International Airport
Washington, D.C.
Tel: (202) 471-9824

Hotels and Motels

Philadelphia

Holiday Inn Midtown Philadelphia

1311 Walnut Street
Philadelphia, Pa.
Tel: (215) 735-9300

Sheraton Hotels & Motor Inns

1725 J.F.K. Boulevard
Philadelphia, Pa.
Tel: (215) 568-3300

Bellevue Stratford

Broad and Walnut Streets
Philadelphia, Pa.
Tel: (215) 893-1776

The Barclay Hotel

Rittenhouse Square East
Philadelphia, Pa.
Tel: (215) 545-0300

Franklin Plaza Hotel

Two Franklin Plaza
Philadelphia, Pa.
Tel: (215) 448-2000

Marriott Motor Hotel

City Line and Monument
Road
Bela Cynwyd, Pa.
Tel: (215) 667-0200

Valley Forge Hilton

251 West DeKaib Pike
King of Prussia, Pa.
Tel: (215) 337-1200

Holiday Inn Center City

18th and Market Street
Philadelphia, Pa.
Tel: (215) 561-7500

Baltimore

Baltimore Hilton

101 West Fayette Street
Baltimore, Md.
Tel: (301) 752-1100

Sheraton John Hopkins Inn

Broadway and Orleans
Streets
Baltimore, Md.
Tel: (301) 675-6800

Friendship International Hotel

Friendship Airport
Baltimore, Md.
Tel: (301) 761-7700

Hyatt Regency

300 Light Street
Baltimore, Md.
Tel: (301) 528-1234

Washington

Washington Hilton Hotel

1919 Connecticut Avenue
Washington, D.C.
Tel: (202) 483-3000

Holiday Inn

1615 Rhode Island
Avenue Northwest
Washington, D.C.
Tel: (202) 296-2100

Sheraton-Park Motor Inn

2660 Woodley Road

Northwest

Washington, D.C.

Tel: (202) 265-2000

The Watergate Hotel

2650 Virginia Avenue

Northwest

Washington, D.C.

Tel: (202) 965-2300

Shoreham Hotel

2500 Calvert Street,

Northwest

Washington, D.C.

Tel: (202) 234-0700

REGIONAL CONTACTS

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

Newfoundland/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/
Northwest Territories**

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

British Columbia/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

APPENDIX I

Counties Covered by the Canadian Consulate at Philadelphia

Eastern Pennsylvania

Adams	Mifflin
Berks	Monroe
Bradford	Montgomery
Bucks	Montour
Carbon	Northampton
Centre	Northumberland
Chester	Perry
Clinton	Philadelphia
Columbia	Pike
Cumberland	Potter
Dauphin	Schuylkill
Delaware	Snyder
Franklin	Sullivan
Juniata	Susquehanna
Lancaster	Tioga
Lebanon	Wayne
Lehigh	Wyoming
Luzerne	Union
Lycoming	York

Southern New Jersey

Atlantic
Burlington
Camden
Cape May
Cumberland

Gloucester
Mercer
Ocean
Salem

APPENDIX II

Main Canadian Exports to Delaware, Maryland, New Jersey (Nine Southern Counties), Eastern Pennsylvania, Virginia and the District of Columbia in 1981 Cdn \$ Millions

DELAWARE

Lumber, softwood	16.4
Motor vehicle parts, except engines	61.8
Aircraft complete with engines	12.8

MARYLAND

Iron ores and concentrate	194.2
Lumber, softwood	44.3
Newsprint paper	44.3
Bars and rods, steel	22.4
Motor vehicle engines and parts	16.5
Motor vehicle parts, except engines	67.3

NEW JERSEY*

Lumber, softwood	26.6
Newsprint paper	55.5
Organic chemicals	25.4
Petroleum and coal products	15.4
Motor vehicle parts, except engines	17.6

*It is estimated that the nine southern counties of New Jersey covered from the Philadelphia Consulate take about one-third of total Canadian exports to the state.

EASTERN PENNSYLVANIA*

Meat, fresh, chilled or frozen	27.1
Iron ores and concentrates	66.7
Lumber, softwood	47.6
Wood pulp and similar pulp	63.9
Newspaper paper	139.4
Aluminum, including alloys	52.9
Nickel and alloys	38.1
Motor vehicle parts, except engines	48.8
Aircraft, engines and parts	23.1
Other telecommunication and related equipment	23.3

*It is estimated that Eastern Pennsylvania absorbs 50 per cent of total Canadian exports to the state.

VIRGINIA

Lumber, softwood	32.6
Newsprint paper	109.7
Aluminum, including alloys	21.4
Motor vehicle parts, except engines	28.9
Ships, boats and parts	20.5

DISTRICT OF COLUMBIA

Newsprint paper	43.1
Aircraft complete with engines	8.9

CANADIAN EXPORTS TO
CDN \$

PHILADELPHIA TERRITORY IN 1981,
MILLIONS

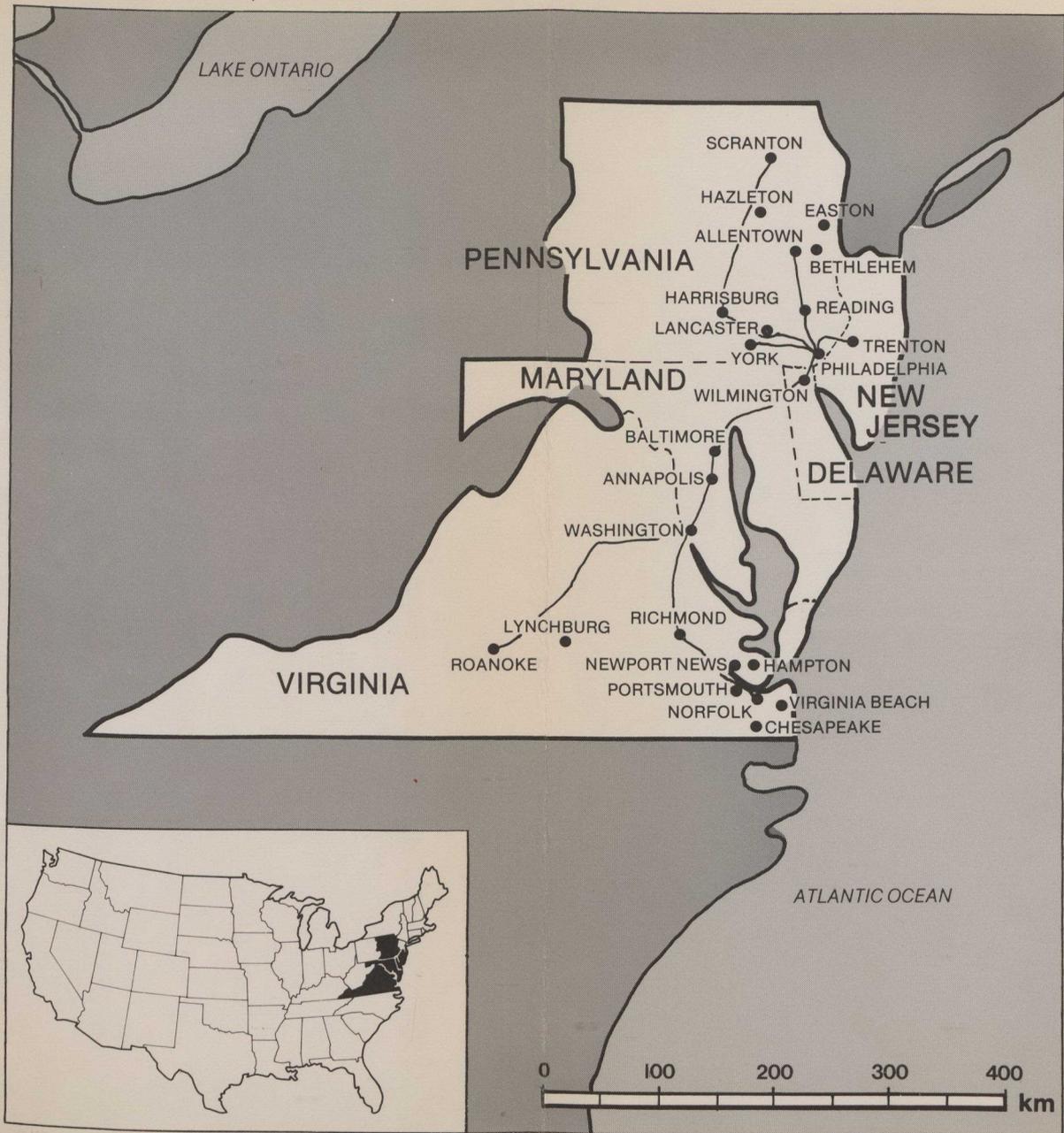
SECTION SUBSECTION	CDN \$		PHILADELPHIA TERRITORY IN 1981, MILLIONS				
	DELAWARE	MARYLAND	NEW JERSEY* (9 southern counties)	EASTERN** PENNSYLVANIA	VIRGINIA	DISTRICT OF COLUMBIA	TOTAL
Live animals	—	0.2	0.3	3.4	0.1	—	4.0
Food, feed, beverages and tobacco	11.3	30.5	29.1	49.9	13.4	3.3	137.5
Crude materials, inedible	5.8	219.1	21.8	115.1	15.6	0.1	377.5
Fabricated materials, inedible	56.1	177.7	246.7	547.8	261.7	46.0	1336.0
End products, inedible:							
Industrial machinery	1.3	9.4	12.9	29.3	18.8	0.1	71.8
Agricultural machinery and tractors	0.5	5.3	0.6	4.3	5.1	—	15.8
Transportation equipment	80.1	115.9	34.2	117.4	80.5	9.2	437.3
Other equipment and tools	3.3	32.5	25.9	57.8	32.6	6.5	158.6
Personal and household goods	0.1	3.6	5.9	6.5	1.0	0.3	17.4
Miscellaneous end products	0.8	7.4	10.6	10.1	5.9	0.8	35.6
Total end products, inedible	86.1	174.2	90.1	225.4	143.9	16.9	736.6
Special transactions, trade	—	0.8	0.3	0.9	0.9	0.1	3.0
Total domestic exports	159.3	602.5	388.3	940.5	436.5	66.5	2593.6

* One-third of total Canadian exports to New Jersey are estimated to go into the nine southern counties.

** It is estimated that Eastern Pennsylvania absorbs 50 per cent of total Canadian exports to the state.

NOTE:— indicates a total less than \$50,000.00

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