



# ATS Bulletin | Bulletin SEA

AGRI-FOOD TRADE SERVICE | SERVICE D'EXPORTATION AGROALIMENTAIRE

## Inside This Issue

- ▶ **Market Overview – China**
- ▶ **Health and Wellness Series: Omega-3 Trends in Food, Drinks, and Pet Food**
- ▶ **Canada gains expanded access to Mexico for beef**
- ▶ **Ministerial Mission to China: October 29 to November 9, 2016**

## Trade Reports

To view the full report, please click on the title.

### Market Overview - China

China's top agri-food and seafood imports in 2015 were soybeans, palm oil, grain sorghum, barley, and cotton. This report provides a market snapshot, production information, trade statistics and information on consumer foodservice and retail sales

*Source: Agriculture and Agri-Food Canada (September 2016, 8 pages)*

### Market Overview - Japan

Japan's top agri-food and seafood imports in 2015 were corn, cigarettes, frozen pork, prepared chicken meat, and soybeans. This report provides a market snapshot, production information, trade statistics and information on consumer foodservice and retail sales.

*Source: Agriculture and Agri-Food Canada (August 2016, 8 pages)*

### Potato Market Information Review, 2014-2015

The report provides a comprehensive statistical overview of the potato industry in Canada. It contains tables and charts about Canadian potato production, revenues, prices, consumption and trade as well as U.S. and world production of potatoes.

*Source: Agriculture and Agri-Food Canada (June 2016, 73 pages)*

### Health and Wellness Series - Omega-3 Trends in Food, Drinks, and Pet Food

Globally there were 8,218 products containing Omega-3 introduced between January 2010 to December 2015, with 6,515 in Food, 1,484 in pet food and 219 in drinks. Canada saw the most new product launches containing Omega-3, with a total of 1,807. While the United States and the United Kingdom were the second and third largest.

*Source: Agriculture and Agri-Food Canada (September 2016, 12 pages)*

### Honey Product Trends in Canada

This report provides a sector overview of the Canadian honey industry including consumer and economic trends, competitive landscape and an analysis of new product launches.

*Source: Agriculture and Agri-Food Canada (July 2016, 7 pages)*





# Events

For more information about an event or announcement, click on the title.

## Saskatchewan Events

### SaskPork Industry Symposium

Saskatoon, Saskatchewan  
November 15 & 16 2016

NEW

The symposium marks 39 years of presenting timely and relevant information and advances in pork production, and will focus on the basics of raising pigs, swine health, biosecurity, economics and more.

### Western Canadian Crop Production Show

Saskatoon, Saskatchewan  
January 9 – 12, 2017

NEW

Exhibitors at the Western Canadian Crop Production Show provide information to producers on the latest technologies, services, and products including: crop production practices and products, equipment, inputs, soil health, grain handling, processing, storage and transportation.

### CropSphere Conference

Saskatoon, Saskatchewan  
January 10 & 11, 2017

NEW

CropSphere 2017 will feature experts on all topics related to crop production and marketing in Saskatchewan, including sessions on market outlook, research, and agronomy, along with sessions specific to key cereal, oilseed and pulse crops.

### Saskatchewan Beef Industry Conference

Regina, Saskatchewan  
January 24 – 26, 2017

NEW

The Saskatchewan Beef Industry Conference includes the Beef and Forage Symposium, Industry Trade Show, Business Networking as well as Industry and Breed Association Annual General Meetings.

## Canada Events

### The Royal Agricultural Winter Fair 2016

Toronto, Ontario  
November 4 – 13, 2016

NEW

The Royal Agricultural Winter Fair takes place every November in Toronto and is the largest combined indoor agricultural fair and international equestrian competition in the world. It is where Canadian and international breeders, growers and exhibitors are declared champions and where hundreds of thousands of attendees come to learn, compete, shop and have a great time with friends and family.

NEW

### Canada Hemp Trade Alliance Convention

Saskatoon, Saskatchewan  
November 15 - 17, 2016

**HEMP - A Changing Horizon** will feature trade show exhibitors, speakers sessions, and workshops discussing hemp - including topics such as hemp paper, Cannabinoids, latest research findings, hemp food, The MegaHemp project, advancements in machinery and much more. This is a must-attend for farmers and growers, or anyone interested in growing hemp.

### 21st Annual Gourmet Food & Wine Expo

Toronto, Ontario  
November 17 – 20, 2016

NEW

Sip and savour your way through international gourmet cuisine, exotic delicacies, incredible wines, cutting-edge cocktails, stunning craft beers and so much more! Mingle with media professionals, industry guests and fellow enthusiasts as you taste, try and explore.

### Canadian Western Agribition

Regina, Saskatchewan  
November 21 - 26, 2016

NEW

Canadian Western Agribition, located in Regina, Saskatchewan, Canada, is the best beef show on the continent and the largest livestock show in Canada. The show is anchored by beef cattle and features horses, bison, sheep, goats, and an extensive agribusiness trade show. Canadian Western Agribition is a blend of agriculture, First Nations, and festive entertainment, featuring live music, shopping, and food. The show hosts evening pro rodeo performances for action-packed entertainment! The event is an international hub of agriculture excellence, hosting over 800 international guests from over 70 countries. CWA is where the world meets.

### Canadian Bison Association Conference and AGM

Regina, Saskatchewan  
November 20 & 22, 2016

NEW

The conference will include presentations on rangeland & pasture management, the growing popularity of bison meat and much more.





# Events

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## International Events

### Food and Hospitality China (FHC)

Shanghai, China

November 7 - 9, 2016

Agriculture and Agri-Food Canada welcomes Canadian food and beverage exporters to the Canada Pavilion at FHC 2016. The show will be held November 7-9 at the Shanghai New International Expo Centre, in Shanghai, China.

### Expo Agro Alimentaria

Irapuato, GTO, Mexico

November 8 - 11, 2016

Expo Agro Alimentaria is a 4 day event which will feature agricultural associations and exhibits related to the food industry. This event provides an opportunity to interact with world renowned agricultural companies, establish new business contacts and see exhibitors' latest products and services.

### Private Label Manufacturers Association(PLMA) 2016

Chicago, Illinois, USA

November 13 - 15, 2016

The PLMA Show remains the premiere annual exposition for private-label grocery products trade in North America. The show normally features more than 2,000 exhibit booths, covering both food and non-food products and attendees include executives from the leading supermarket and drug store chains, mass merchandisers, warehouse clubs and convenience stores.

### Trade Mission and Instore Promotion to the Middle East UAE & Saudi Arabia

NEW

December 4 - 8, 2016

The Canadian Food Exporters Association, in cooperation with the Trade Commissioner Service and provincial governments, would like to invite you to participate in a mission targeted at food exporters interested in supplying the retail and foodservice sectors in the UAE and Saudi Arabia.



### Check it Out

To find more events or other trade-related resources, visit the [Agri-Food Trade Service website](#).

The **Canadian Trade Commissioner Service (TCS)** helps Canadian companies and organizations succeed globally.

TCS provides on-the-ground intelligence, qualified contacts partnership opportunities and practical advice on foreign markets to help you make better, more timely and cost effective decisions in order to achieve your goals abroad. Creating a [TCS Profile](#) only takes a moment and gives you a personal link to business intelligence from around the world.





# News

To view the full announcement, please visit the announcements page: <http://news.gc.ca/web/nwsprdct-en.do?mthd=tp&crtr.tp1D=1>

## Canada gains expanded access to Mexico for beef - October 7, 2016

The Honourable Lawrence MacAulay, Minister of Agriculture and Agri-Food, and the Honourable Chrystia Freeland, Minister of International Trade, announced that the Government of Canada has secured expanded market access for Canadian beef and beef products of all ages to Mexico, consistent with recommendations from the World Organisation for Animal Health (OIE). The expanded access will allow for open trade in beef, and beef products throughout North America.

## Canada signs new agreements securing access for canola and beef - September 24, 2016

As one of the world's largest exporters of agricultural and agri-food products, stable and predictable access to international markets is essential to Canadians. The Honourable Lawrence MacAulay, Minister of Agriculture and Agri-Food, and the Honourable Chrystia Freeland, Minister of International Trade, welcomed the announcement that Canada and China have signed agreements supporting the export of canola and beef, which will help farmers by creating jobs, opportunities and growth in the agricultural sector. Prime Minister Justin Trudeau and China's Premier Li Keqiang agreed to a memorandum of understanding that outlines stable and predictable trade for Canadian exports of canola to China, while collaborative work continues. The agreement provides a science-based approach for Canadian canola producers and allows trade between the two countries to continue on an uninterrupted basis through early 2020. Exports of canola will continue under existing conditions. The two countries also announced five additional initiatives that will improve access to the Chinese market for Canadian producers and processors. Notably, Canada and China signed a protocol to expand market access for Canadian frozen bone-in beef and have also advanced several key initiatives to support trade in Canadian pork, bovine genetics and some processed foods.

## Government of Canada invests over \$45 million in advanced clean technology projects - September 19, 2016

The Honourable Navdeep Bains, Minister of Innovation, Science and Economic Development, today announced an investment of over \$39.6 million in 14 innovative clean technology projects across Canada. The projects, which are being carried out in British Columbia, Manitoba, Ontario and Quebec, span several sectors, including waste management; energy, exploration and production; power generation; energy utilization; and agriculture. Minister Bains also announced \$5.5 million in new funding for three previously funded Sustainable Development Technology Canada (SDTC) projects.

## Ministerial mission to China - October 29 - November 9, 2016

We are pleased to inform you that Minister Lawrence MacAulay is scheduled to lead a high-profile trade mission to China from October 29 to November 9, 2016, with stops in Qingdao, Beijing and Shanghai. The trade mission will be an opportunity to showcase Canada's agricultural, agri-food, and fish and seafood capabilities as a valued partner in China's economic development. The mission will also allow Canada to engage China on market access issues and discuss areas of mutually beneficial collaboration. As part of the mission, Minister MacAulay is expected to attend the China Fisheries and Seafood Expo in Qingdao and the Food and Hospitality China event in Shanghai.

The **Global Analysis Group of Agriculture and Agri-Food Canada** publishes a variety of market intelligence reports to help Canadian suppliers understand world markets and compete internationally. For more information or to join the distribution list and receive new reports as they are issued, contact: [infoservice@agr.gc.ca](mailto:infoservice@agr.gc.ca)



Canada

## Share Your Experiences and Ideas for the Next Agricultural Policy Framework

Federal, provincial and territorial governments are currently working together to develop the next agricultural policy framework to launch April 1, 2018.

### Phase 2 (July 22 – November 30, 2016)

Through this second [questionnaire](#) we are asking for your feedback on the [Calgary Statement](#). The Calgary Statement was released by Federal, Provincial and Territorial Ministers of Agriculture on July 22, 2016. It outlines the key priority areas that will guide the development of the next agricultural policy framework.



# Programs

For more information about a program, click on the title.

## Agricultural Youth Green Jobs Initiative

The Agricultural Youth Green Jobs Initiative will help fund internships for post-secondary graduates working in the agriculture industry. These internships would include activities or projects that benefit the environment. Please note that this is not a summer employment program. Funding is available through the following two streams:

1. **Green Farms Stream:** Farm operators could receive up to a maximum of \$10,000 per intern to implement projects that are environmentally beneficial.
2. **Green Internships Stream:** Employers in the agricultural sector but not directly on farm could receive up to a maximum of \$16,000 per intern to undertake environmental activities, services or research that will benefit the agriculture sector.

**Reminder** - The deadline to start a project is **December 1, 2016** as all projects must end by **March 31, 2017** and must be a minimum of 4 months. Applications will be accepted until all funds have been allocated and approved on a first-come, first-served basis.

## Career Focus Program

Agriculture and Agri-Food Canada (AAFC) is one of several federal departments participating in the Career Focus Program. At AAFC, the Career Focus Program will contribute \$864,000 annually to projects that employ recent graduates in agriculture, agri-food, agri-food science and veterinary medicine. Each project will be eligible to receive up to \$20,000 in matching funds. Each internship may last up to 12 months. The minimum duration is four months, but internships must last long enough to provide meaningful experience to the employee.

**Reminder** - The new intake period for Career Focus Projects for 2017 will start on **November 1, 2016 at 10 am. EST** and end at 24:00 EST on November 30, 2016. Applications are processed through rounds and on a first come, first served basis pending availability of funds. ment, and ARI-funded projects will benefit from private sector expertise and experience.

## AgriMarketing Program

The AgriMarketing Program can support Small and Medium Sized Enterprises (SMEs) in implementing their international market export plans by providing up to \$50,000 non-repayable contribution. A full program guide for The Small and Medium-sized Enterprise (SME) component of the AgriMarketing Program's Market Development is located on our website, and provides information on how to apply. Activities in Canada are not eligible under this program. *Now including market activities in the United States.* For additional information, please call **1-877-246-4682** or visit the program [website](#).

## AgriRisk Initiatives

The AgriRisk Initiatives (ARI) program supports the research and development as well as the implementation and administration of new risk management tools for use in the agriculture sector. ARI is a Growing Forward 2 (GF2) Business Risk Management (BRM) initiative. The ARI program will provide time-limited financial and technical assistance to approved projects. The assistance of the ARI program is designed to help establish relationships between agriculture industry stakeholder organizations (i.e., agriculture, agri-food and agri-products sectors), and private sector financial services agencies (such as actuaries, underwriters, brokers, insurance, and investment and legal advisors). As a result of these relationships, the private sector will be able to expand its role in agricultural risk management, and ARI-funded projects will benefit from private sector expertise and experience.

## AgriInnovation Program

The Enabling Commercialization and Adoption Stream of the AgriInnovation Program provides repayable contributions to approved industry-led pre-commercial demonstration, commercial or adoption projects and has an open system where applications can be submitted for review at any point until available support to accepted projects has been fully allocated.

For additional information, please call 1-877-246-4682 or visit the program [website](#).

# Order Form

If you wish to receive any of the trade documents featured in this issue, register another member for the ATS Bulletin, or unregister from the ATS Bulletin, please follow the appropriate email link or make general queries using the information provided below.

*\*Please include in the email your name, company, address, and phone number, as well as the details of your request.*

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