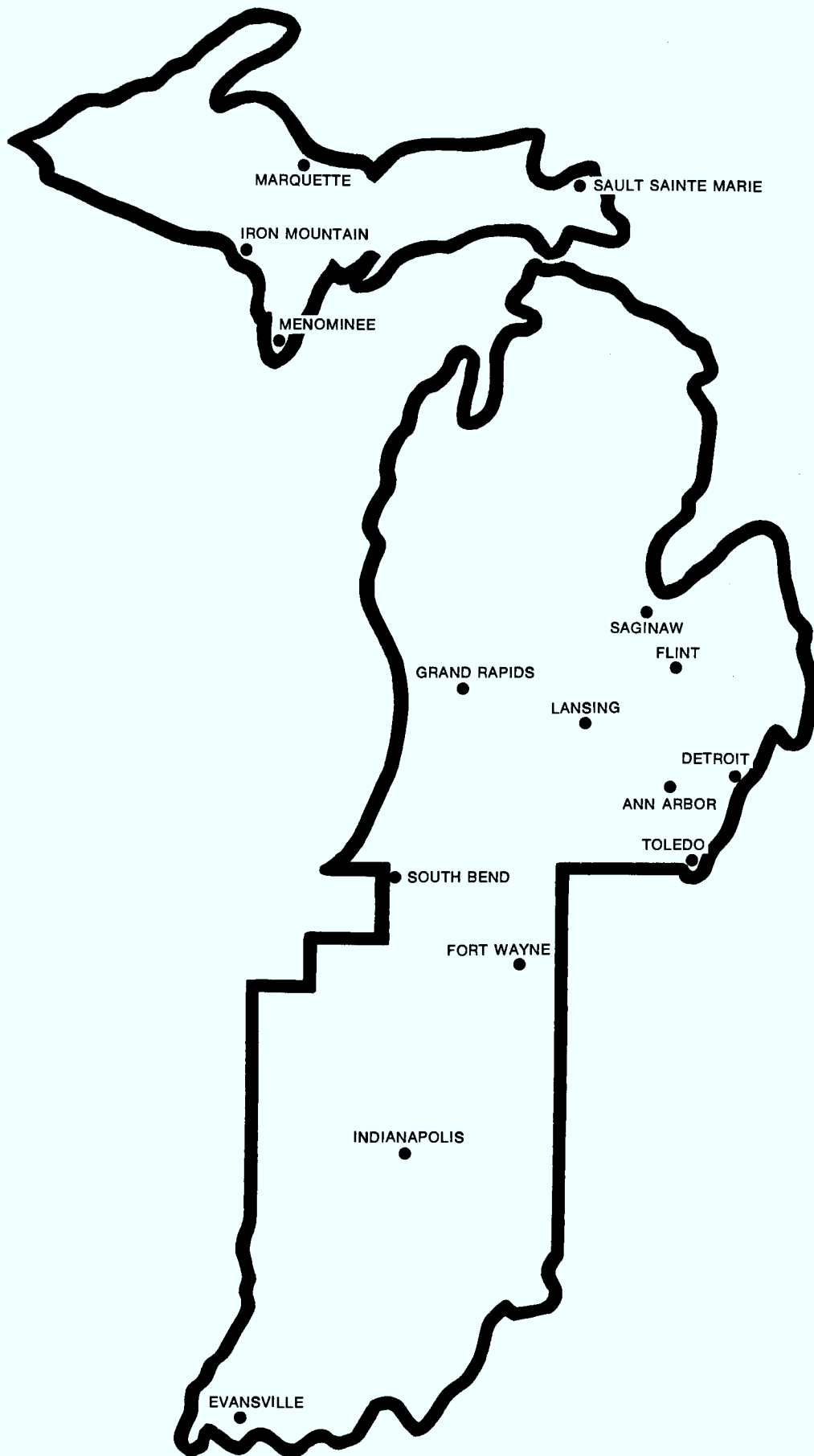


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markets  
for canadian  
exporters

**DETROIT**



MARQUETTE

SAULT SAINTE MARIE

IRON MOUNTAIN

MENOMINEE

SAGINAW

FLINT

GRAND RAPIDS

LANSING

DETROIT

ANN ARBOR

TOLEDO

SOUTH BEND

FORT WAYNE

INDIANAPOLIS

EVANSVILLE

# MARKETS FOR CANADIAN EXPORTERS DETROIT

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Canadian Consulate  
1920 First Federal Building  
1001 Woodward Avenue  
Detroit, Michigan 48226  
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## THE MARKET

- Michigan**
- 8.9 million population (1970)
  - total personal income of \$43 billion
  - ranks sixth as a state in value added by manufacture
  - metal products and automotive transport equipment are the chief industries
  - if a nation, would rank as Canada's second largest customer, following only the rest of the United States
- Detroit**
- potential market of five million highly paid consumers situated alongside the Canadian border
  - ideal test market
  - closer than many of your Canadian customers
- Indiana**
- 6.2 million population (1970)
  - ranks eighth as a state in value added by manufacture
  - total personal income of \$23 billion
  - leading industries include electrical machinery, transportation equipment and mobile homes

## I. GENERAL

### Area and Population

The trade territory covered by the Canadian Consulate in Detroit includes the State of Michigan (57,022 square miles), Metropolitan Toledo, Ohio and the State of Indiana (36,291 square miles) with the exception of the five northwestern Indiana counties. The official population figures based on the 1970 Census are:

	<b>Population</b>
Michigan	8,875,083
Indiana	5,193,669
Metropolitan Toledo	692,571
	<hr/>
	<b>14,761,323</b>

### Population of Principal Metropolitan Areas (1970 Census)

	<b>Population</b>
Michigan:	
Detroit	4,199,931
Grand Rapids	539,225
Flint	496,658
Lansing (Capital)	378,423
Ann Arbor	234,103
Saginaw	219,743

		<b>Population</b>
Indiana:	Indianapolis (Capital)	1,109,882
	Fort Wayne	280,455
	South Bend	280,031
	Evansville	232,415

## **Climate**

The climate is typical of the northern United States—varied and changeable with moderately heavy snowfalls in winter and some days of great heat and humidity, with thunderstorms, in summer. In Detroit wide seasonal swings are tempered by proximity to the Great Lakes.

## **Local Time**

Eastern Standard and Daylight Saving Time as in Ontario and Quebec.

## **Weights and Measures — Electricity**

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

1 U.S. pint	16 fluid ounces
1 U.S. quart	32 fluid ounces
1 U.S. gallon	128 fluid ounces
1 Imperial proof gallon	1.36 U.S. proof gallons

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

## **Public Holidays**

The following public holidays are observed:

New Year's Day	January 1
Lincoln's Birthday	February 12
Washington's Birthday	February (third Monday)
Good Friday	
Memorial Day	May (last Monday)
Independence Day	July 4
Labor Day	September (first Monday)
Columbus Day	October (second Monday)
Veterans Day	October (last Monday)
Election Day	November
Thanksgiving	November (fourth Thursday)
Christmas Day	December 25

The Canadian Consulate observes the more important U.S. holidays together with Canada Day (July 1), Canadian Thanksgiving (October, second Monday), and Queen Victoria's Birthday (May).

## **Historical Background**

### **Michigan**

Detroit was founded in 1701 by Antoine de la Mothe Cadillac as a fur trade post strategically located on the Great Lakes water route. In 1760 it was occupied by the British and held until 1796, the last significant place in the United States occupied by Britain. Michigan was admitted as a state in 1837.

### **Indiana**

The "Hoosier" State was first visited by the French explorer Robert Cavalier de La Salle, who established numerous trading posts. England won control of the territory in 1763 following the French and Indian war and left in 1779. Indiana was admitted as a state to the Union in 1816.

## **II. ECONOMY AND INDUSTRY**

### **Industry**

#### **Michigan**

This state ranks sixth in the nation in terms of value added by manufacture with a total of \$17.5 billion in 1970. Being the automotive capital of the world, transportation equipment accounts for about 40 per cent of this total. One of the prime resources of Michigan is its pool of technological skills.

Michigan industry is highly diversified with 87 per cent of all manufacturing categories represented. Other major industries are machine tools, foundry products, metal stampings, drugs and chemicals.

The Detroit area represents roughly half the State of Michigan in population and production. It is a major banking centre and its port ranks second in collection of all United States customs districts.

#### **Indiana**

In 1970 Indiana ranked eighth in value added by manufacture at \$11.5 billion. Machinery, particularly electrical and transportation equipment, accounted for about 40 per cent of this total. Important steel mills are concentrated in the northern region; major electronic firms and vehicle manufacturers are also established in this state. Other major industries are mobile homes and fabricated metal products.

#### **Toledo**

One of the ten largest ports in the United States, Toledo ranks number one among shippers of soft coal. It is conveniently located on Lake Erie, 60 miles from Detroit. In 1967 its value added by manufacture amounted to \$1.2 billion. Its major industries are auto parts, transportation equipment and plate glass. It is also an important distribution centre for farm produce.

### **Agriculture**

#### **Michigan**

In 1969 the number of farms totalled 77,946 with a value of products sold estimated at \$829 million. The state is a leading producer of dry beans, wheat, cherries and apples.

#### **Indiana**

Hogs and corn are the two major farm income producers. In 1969 the 101,479 Indiana farms reported \$1.4 billion of products sold. The state is known as the number one popcorn producer in the nation. Other major crops are soya beans, winter wheat and burley tobacco.



## Natural Resources

### Michigan

Michigan has the most abundant water resource of any state with four Great Lakes plus 11,000 inland lakes and 36,000 miles of rivers and streams. Mineral production was estimated at \$668 million in 1969. The southern part of the peninsula is connected to the world's largest salt deposit which extends to southern Ontario. Michigan is also an important producer of iron ore, cement, copper and magnesium.

Oil and gas reserves are modest, hydro potential nil. Once bountiful, timber reserves have diminished drastically in the south due to industrial development and are now chiefly concentrated in the northern area of the state.

### Indiana

The state leads the nation in production of building stone, supplying approximately 80 per cent of the building limestone used in the United States. Coal production is also substantial. Important deposits of sand, gravel, sandstone and clay are among Indiana's major natural resources. In 1969 the value of mineral production was \$242 million with coal, petroleum and natural gas responsible for about 45 per cent of this total.

## Trade with Canada

Basically Michigan and Indiana use raw materials and components and ship finished products. Forest products, automobiles and automotive parts represent the major Canadian exports to these two states. For 1971, Canadian exports through the ports of Michigan were estimated at \$4.5 billion, whereas total U.S. exports through Michigan to Canada were reported at \$4.3 billion. More than half of Michigan's foreign commerce is with Canada and in 1971 it consumed roughly 10 per cent of Canada's exports. If Michigan was a nation, it would be Canada's second largest foreign customer—led only by the rest of the United States. Canadian trade with Indiana is substantially less than with Michigan and lumber is the major Canadian export.

## Transportation Services

### Rail

There are 6,635 miles of mainland track in Michigan and six rail ferries across Lake Michigan bypassing Chicago, whereas Indiana has a total of 6,582 miles.

Canadian National Railways and the Canadian Pacific Railway have connecting services with affiliated lines in the two states together with terminal facilities and pool arrangements with other lines.

The names and addresses of the major railroad companies operating in Michigan and Indiana are as follows:

### Michigan

Ann Arbor Railroad Co.	1 Parkland Boulevard Dearborn, Michigan	(313) 336-9600
Baltimore & Ohio Railroad	One Northland Plaza Southfield, Michigan	(313) 444-5290
Canadian Pacific Railway Co.	2243 First National Building Detroit, Michigan	(313) 963-7820

Chesapeake & Ohio Railway Co.	10110 Dearborn Detroit, Michigan	(313) 843-6333
Detroit, Toledo & Ironton Railroad Company	1 Parklane Boulevard Dearborn, Michigan	(313) 336-9600
Grand Trunk Western Railroad	131 West Lafayette Avenue Detroit, Michigan	(313) 962-2260
New York Central System	5448 Twelfth Detroit, Michigan	(313) 895-0550
Norfolk and Western Railway	115 Twelfth Detroit, Michigan	(313) 259-1850
Penn Central	2405 West Vernon Detroit, Michigan	(313) 825-7000

**Indiana**

Algers, Winslow & Western Railway Company	3919 Meadows Drive Indianapolis, Indiana	(317) 546-9061
Central Indiana Railroad	Vine and seventh Nobelsville, Indiana	(317) 773-1880
Chicago, Milwaukee, St. Paul & Pacific Railroad Company	421 Board of Trade Building Indianapolis, Indiana	(317) 632-1369
Chicago South Shore & South Bend	Michigan City, Indiana	(219) 874-4221
Erie-Lackawanna Railroad Co.	4165 Millersville Road Indianapolis, Indiana	(317) 545-9433
Ferdinand Railroad Company	Ferdinand, Indiana	(812) 367-0211
Illinois Central Railroad	428 Merchants Bank Building Indianapolis, Indiana	(317) 632-5361
Louisville & Nashville Railroad Company	603 Merchants Bank Building Indianapolis, Indiana	(317) 639-3348
Louisville, New Albany & Corydon	Walnut and Water Streets Corydon, Indiana	(812) 738-3171
Monon Railroad	1103 East 28th Indianapolis, Indiana	(317) 923-2511
Southern Indiana Railway Inc.	C of C Building Indianapolis, Indiana	(317) 634-2515
Southern Railroad System	505 Merchants Bank Building Indianapolis, Indiana	(317) 639-1424

**Road**

Michigan and Indiana have respectively 1,100 and 1,150 miles of designated interstate freeways. Additionally, Michigan maintains 9,200 miles of state highways and Indiana 11,300 miles.

Commercial Canadian vehicles operating on United States highways are subject to local regulations which may vary according to state as well as province of vehicle registration. For example, Michigan and Ontario have only limited reciprocity arrangements regarding commercial vehicles; but Michigan extends complete reciprocity to trailers and semi-trailers operated within and no more than eight miles beyond

the city limits of Detroit, Port Huron and Sault Ste. Marie if the trailer or semi-trailer is drawn by a commercial vehicle registered in Michigan. Ontario trailers and semi-trailers which operate beyond the eight-mile limit must be fully registered in Michigan.

Where no reciprocity arrangements exist between a Canadian province and the State of Michigan (such as Quebec, the Maritimes and British Columbia), commercial vehicles entering Michigan are required to register fully with the Michigan Department of State and carry Michigan registration plates. In lieu of registration plates, both private and for-hire vehicle operators may purchase a ten-day permit for \$20 authorizing ten consecutive days of interstate travel into or through Michigan.

For detailed information or to obtain a permit, Canadian commercial vehicle operators are requested to contact one of the following:

Title and Registration Division	Road Information and Permits	Department of Taxation
Department of State	Division of Maintenance	Division of Highway Use Tax
Lansing, Michigan	Highway Commission State Office Building Indianapolis, Indiana	68 East Gay Street Columbus, Ohio

### **Waterways**

Michigan relies more heavily on water transport than most states. The Detroit River is one of the world's busiest waterways and in 1971, the Port of Detroit handled 30 million short tons, 2.6 million of which constituted general cargo. Other Michigan ports are Muskegon, Port Huron, Sault Ste. Marie and Bay City.

Indiana has only a limited waterfront on the shore of Lake Michigan. The Port of Indiana, Burns Waterway Harbor, was completed in 1969 and provides berth for the largest ships engaged in Great Lakes and overseas shipping. Transit from the Port of Indiana to the inland waterways is facilitated by barges operating on the Ohio and Mississippi Rivers.

Toledo is a major port specializing in the loading of bulk commodities.

### **Airways**

Major airline companies such as American, Delta, Trans World, United, North Central and Eastern service the larger cities located in Michigan and Indiana together with the City of Toledo. They operate from Detroit's Metro Airport while regional airlines tend to use the more central Detroit Civic Airport.

Air Canada and Nordair have excellent daily Canadian connections from nearby Windsor, Ontario.

## **III. SELLING TO DETROIT TERRITORY**

### **Opportunities for Canadian Products**

Despite already substantial sales of Canadian goods, tremendous potential exists for new Canadian exporters and new Canadian products. 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 Canadian ones.

Michigan is the heart of the Great Lakes megalopolis, the heartland of North America. Detroit, fifth largest metropolitan area in the U.S., is far above average in income and below average in unemployment. It is one of the most logical markets for new Canadian exporters.

## **An Ideal Test Market**

Personal income in Michigan averages 50 per cent above Canadian levels. Consumption patterns are generally similar. Canadian goods will not sell merely because they are Canadian; they must compete in all respects with U.S. goods and require similar merchandising techniques.

## **The Canadian Image**

Many American businessmen are not aware of the high level of development of Canadian industry and have misconceptions about Canadian design and quality. U.S. firms often do not regard Canada as "foreign" and Canadian merchandise consequently is bought and invoiced through domestic purchasing departments—which can work to your advantage. Proximity to Canada and personal and corporate connections result in receptivity and a willingness to buy on the same basis as from domestic U.S. sources.

## **Positive Sales Psychology**

Canadian exporters may face a double challenge: to sell as an American vendor does and overcome misconceptions about Canadian capabilities. The buyer must be assured that there is nothing risky about doing business with Canada or with a new supplier.

Before selling in the United States, Canadian companies should commit themselves to:

1. going after business on a continuing basis
2. making the first impression a positive one—to a degree they might not consider in Canada
3. Quoting, delivering and following up aggressively in competition with U.S. suppliers.

## **The Initial Approach**

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

In planning the first sales trip, selection of calls and routing are important and the Commercial Division of the Consulate can provide guidance and introductions. Almost half of the purchasing locations in Michigan are outside of Detroit. If a number of calls are planned it is usually most practical to make them by car.

Appointments often aren't necessary with individual buyers, but as a matter of good form it is usually advisable to start with the Director of Purchasing, or his equivalent, and through him meet the proper buyer. An advance notification in this case is suggested.

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

- vendor's name, address and telephone number
- name, address and telephone of local representative  
(if applicable)

- date established
- size of plant
- number of employees
- principal products
- location of plants
- description of production facilities and equipment
- description of quality-control facilities and procedures  
(becoming increasingly important to automotive buyers)
- transportation facilities
- approximate yearly sales volume
- list of three representative customers
- financial and credit rating.

### **Reciprocal Visits**

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

### **Following Up the Initial Call**

Buyers, particularly in the motor vehicle field, expect to be called upon more frequently than their Canadian counterparts. This may be as often as every two weeks at some periods of the buying year. Most Canadian firms lack the sales force to accomplish this; however the problem can be solved by appointing a manufacturers' representative or selling through brokers, jobbers or distributors as the situation warrants.

### **Price Quotations**

Quotations should be submitted on both a laid-down basis, buyer's warehouse or factory, and f.o.b. Canadian plant basis exclusive of Canadian sales or excise tax. Always quote in United States funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. customs duties if applicable, brokerage fees and insurance. The quotation should be comparable in format to quotations from U.S. sources. Buyers can't be expected to understand or be sympathetic to customs duties or other matters peculiar to international transactions. This is solely the 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. Because U.S. buyers are often able to work to tighter purchasing deadlines and target prices, they may have to accept the first bid as final.

### **The Manufacturers' Representative**

The commission agent or salesman is more commonly used as a sales channel in the United States than in Canada, and in the Detroit area this is especially true in the automotive industry. The better "reps" are highly qualified by education, training and experience. They know their customers and call regularly—not only on the buying level, but on engineering, design and quality control levels as well; thus they work in advance of model year buys and follow up on use of their principal's product.

Potential advantages of the rep include economy, closer contact with buyers—sometimes social—and nearness to the scene of possible problems. The Detroit office maintains information on the majority of manufacturers' representatives operating in Michigan, Indiana and Toledo, Ohio and can make suitable suggestions for Canadian manufacturers.

## **Delivery**

Delivery must be exactly to customers' specifications and these 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 not being asked to quote again.

## **IV. SERVICES FOR EXPORTERS**

### **Banking**

There are no Canadian banks with representatives in Michigan, Indiana or Metropolitan Toledo, Ohio, but the branches of Canadian banks in Windsor, Ontario are in constant contact with their counterparts on the American side of the border. In addition, the international divisions of the Canadian banks in Montreal and Toronto are in a position to assist exporters.

Please refer to Part VII of this booklet, "Useful Addresses," for a listing of prominent banks and customs brokers serving this market territory.

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

#### **General**

An informative 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 20 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.

U.S. patent laws make no discrimination with respect to the citizenship of the inventor. However, it is the inventor who must make application for patent and sign related papers (with certain exceptions).

Most inventors employ the services of 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 and lists them by states, cities and foreign countries.

#### **Trademarks**

A trademark relates to the name or symbol used in trade to indicate the source or origin of goods. Trademark rights will prevent others from using the same trademark 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 can 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 goes to the form of expression rather than the subject matter.

*Note:* copyrights are registered in the Copyright Office in the Library of Congress and the *Patent Office has nothing whatever 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 or 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 in Detroit can help in choosing such firms.

### **The Canadian-American Commercial Arbitration Commission**

Reference to the above Commission is often made in standard commercial contracts between Canadian and American companies. In the event of disputes the Canadian firm simply refers to the Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Montreal, Quebec and the American firm refers to the American Arbitration Commission, 140 West 51st Street, New York, New York 10020.

## **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, Montreal, Quebec, Saint John, Halifax or St. John's.

### **Canadian Export Documents**

All Canadian exports to the United States, even when accompanying returned American merchandise, must be accompanied by Canada customs export form B-13. Canada customs requires three copies at the time of exportation, but it is wise to prepare at least five. Two numbered copies will then be returned to the exporter unless otherwise specified on the B-13. By doing this the exporter avoids having to submit a form C-6 for additional certified copies of the B-13 should the goods be returned to Canada for any reason. Two numbered copies of the B-13 must always accompany the Canada customs entry as proof of export. B-13s may be obtained from Canada customs.

### **U.S. Customs Regulations and Documentation**

Further details on any of the U.S. customs laws or regulations dealt with in the following section may be obtained by contacting the United States Division, Western Hemisphere Branch, Department of Industry, Trade and Commerce, Ottawa. On questions of tariff classification valuation or other customs laws and regulations, assistance may also be obtained by securing official rulings from the Bureau of Customs, Washington, D.C.

## **Entry at Customs**

Goods may be "entered for consumption" at the port of arrival in the United States whether at seaboard or on a land border; or the goods may be transported in bond to an inland port of entry and there entered for consumption.

For such transportation in bond to an interior port, an Immediate Transportation (I.T.) Entry must be filled out at the port of arrival by either the consignee, the carrier, the customs 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 is advantage 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 customs at that port.

Where the U.S. purchaser intends making his own entries, however, 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 customhouse brokers. They prepare and file the necessary customs entries, arrange for payments of duties and release of goods.

The railway express companies or other transport companies may be prepared in certain cases to enter packages through customs for the account of the exporter. If there is some difficulty or special problem connected with a shipment, the carriers may turn the matter over to a customs broker at the exporter's expense.

Goods may be entered by the consignee named on the bill of lading under which they are shipped or by the holder of the bill of lading duly endorsed by the consignee. When the goods are consigned "to order" they may be entered by the holder of the bill of lading, duly endorsed by the consignor. In most instances entry is made by a person or firm certified by the carrier to be 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.

A non-resident of the United States may make entry of his own goods as may a non-resident partnership or a foreign corporation. But the surety on any customs bond required from a non-resident individual, partnership or corporation must be incorporated in the United States. When merchandise is entered in the name of a Canadian corporation, that corporation must have a resident agent in the state of entry who is authorized to accept service of process in the corporation's behalf.

In general, to facilitate clearance of customs it is advisable to contact a licensed U.S. customs broker who will outline the services which 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 and an invoice. The use of a typewriter in preparing documents is preferred; in any case, they should be legible. Red ink must not be used.



## **Bill of Lading**

Normally a bill of lading for Canadian shipments is required by customs authorities. In lieu of the bill of lading the shipping receipt may be accepted if customs is satisfied that no bill of lading has been issued.

Entry and release of merchandise may be permitted without the bill of lading if satisfactory bond is given in a sum equal to one and one-half times the invoice value of the merchandise. A carrier's certificate or duplicate bill of lading may in certain circumstances be acceptable.

## **Invoice**

Shipments in excess of \$500 and subject to an ad valorem rate or duty, conditionally free of duty or subject to duty depending in some manner upon its value should be accompanied at entry by a special customs invoice form 5515. However copies of the commercial invoice are sufficient for shipments with an Aggregate value of less than \$500, duty-free shipments or shipments of articles subject to specific rates of duty.

## **Completion of Form 5515**

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 customs, it is usual to forward three; one for the use of customs when the goods are examined, one to accompany the entry papers and one for the customs broker's file.

District directors of 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 a classification, appraisalment and liquidation can properly be made without the production of such an invoice.

In these cases the importer must file the following with the entry:

- 1) any invoice received from the seller or shipper
- 2) a statement pointing out in exact detail any inaccuracies or omissions in such invoice
- 3) an executed pro forma invoice
- 4) any other information required for classification or appraisalment.

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**

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 customs 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 (either for consumption or warehouse) is filed with 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.

## Customs Tariff Classification

The United States tariff trade agreement rates are expressed in two columns for goods of Canadian origin. Where there is no rate shown in column one, the higher column two rate will sometimes be applied.

If the rate is higher than anticipated by the importer, he may file a written protest—both for classification and value—with the district director of customs within 90 days of liquidation of entry. If the district director does not agree with the protest, a summons must be filed within 180 days to have the transaction sent to the United States Customs Court.

The importer in matters of classification is under a twofold burden. He must prove not only that the customs classification is in error, but that his own claimed classification is the proper one. Upon request the U.S. Division of the Western Hemisphere Branch, Department of Industry, Trade and Commerce will assist Canadian exporters in having the matter reviewed by the appropriate United States officials in Washington.

## Customs Valuation

Goods subject to “ad valorem” (percentage) duties are required to be valued for customs purposes by a U.S. import specialist. (It is estimated that 12 per cent of Canadian shipments to the United States are subject to ad valorem duties and comprise mainly manufactured and processed goods.)

## Section 402 of the Tariff Act

Section 402 of the Tariff Act sets forth the procedure for appraisal. As a general rule the basis for appraisal shall be the *export value* of the commodity in question, the *United States value*, the *constructed value* or the *American selling price* of such domestic article—whichever can be determined most satisfactorily.

**Export Value:** (applicable in more than 90 per cent of all cases) The price, at the time of exportation to the U.S., at which such or similar merchandise is freely sold or offered for sale in principal markets of Canada in the usual wholesale quantities and in the ordinary course of trade for export to the U.S., plus costs of packaging and preparation for shipment to the U.S.

**United States Value:** The price, at the time of exportation to the U.S., at which such or similar merchandise is freely sold or offered for sale in the principal markets of the United States for domestic consumption, packed ready for delivery in the usual wholesale quantities and in the ordinary course of trade with allowances made for commissions, profit and general expenses, costs of transportation and insurance, customs duties and other federal taxes payable.

If such or similar merchandise is not being offered for sale at the time of exportation, the U.S. value shall be determined from the sale or offer-of-sale price at the earliest date within a 90-day period after exportation of the merchandise undergoing appraisal.

**Constructed Value:** The sum of the cost of materials (exclusive of any Canadian taxes paid and refundable upon exportation); fabrication costs before exportation; allowances for general expenses and profit; and packaging and costs relative to preparation for shipment.

**American Selling Price:** The price, including packaging and preparation, at which the article is freely sold or offered for sale for domestic consumption in principal U.S. markets in the usual wholesale quantities and in the ordinary course of trade (American selling price applies mainly to benzenoid chemicals, certain types of rubber or plastic footwear, canned clams and certain types of wool knit gloves.)

## **(b) Section 402a of the Tariff Act**

The value shall be determined, for the designated articles, on the basis of the highest of the following determinable values: *foreign value, export value, U.S. value, cost of production*, or in certain cases, the *American selling price* (in that order).

**Foreign Value:** The market value or price, at the time of exportation, at which such or similar merchandise is freely offered for sale for home consumption in the principal markets of Canada in the usual wholesale quantities and in the ordinary course of trade, including packaging and preparation for shipment.

**Export Value:** The market value or price, at the time of exportation, at which such or similar merchandise is freely offered for sale in the principal markets in Canada in the usual wholesale quantities and in the ordinary course of trade for export to the U.S., plus packaging and preparation for shipment.

**United States Value:** The price at which such or similar merchandise, packed ready for delivery, is freely offered for sale for domestic consumption in the principal markets of the United States, at the time of exportation, in the usual wholesale quantities and in the ordinary course of trade, with allowance made for duty, cost of transportation and insurance and other necessary expenses from the place of shipment to the place of delivery, a commission not exceeding six per cent, if applicable, or profits not to exceed eight per cent and a reasonable allowance for general expenses not to exceed eight per cent.

**Cost of Production:** The sum of the cost of materials and process of manufacture of such or similar merchandise at a time preceding the date of exportation which would permit the manufacture of such merchandise; plus the usual general expenses, not less than ten per cent of such cost; the cost of packaging and preparation for shipment; plus an addition for profit, not less than eight per cent of the sum of general and manufacturing costs above, as would be normal in the trade.

**American Selling Price:** The price, including packaging and preparation for shipment, at which the article is freely offered for sale for domestic consumption in the principal markets of the United States in the ordinary course of trade and in the usual wholesale quantities; or the price that the manufacturer, producer or owner would have been willing to receive in the event of sale.

## **Transactions Between Related Persons or Entities**

Transactions between related persons or entities may be disregarded if the value amount does not represent the amount usually reflected in sales in the market of goods of a similar classification. In such cases the amount to be considered may be the comparable amount as in a transaction between persons or entities not related.

## **Review of Import Specialist's Decision**

A decision of the import specialist that the proper value, as outlined above, cannot be satisfactorily ascertained shall be subject to review. In such case an affidavit executed outside of the United States shall be permitted as evidence only if executed by a person willing to permit a treasury attaché to inspect his appropriate business records.

## **Anti-Dumping Duties**

Dumping duties are not necessarily imposed where the price of the goods to the United States purchaser is less than their selling price in Canada.

Where an anti-dumping complaint is filed with U.S. customs, and the secretary of the treasury is satisfied that there is sufficient evidence of both injury and sales at less than "fair value," an investigation is instituted to determine whether the goods are actually being sold in the United States at less than their "fair value." The basis of comparison in most cases is the f.o.b. plant price in Canada with the selling price to the United States adjusted to obtain a Canadian f.o.b. plant price. If a "less-than-fair-value" judgment is made the investigation must be referred to the U.S. Tariff Commission to determine whether, by reason of such sales at less than fair value, an industry in the United States is likely to be injured or prevented from being established. If the finding is affirmative anti-dumping duties are levied.

Under U.S. law anti-dumping may be assessed retroactively on unappraised entries at the time of a dumping determination as far back as 120 days before receipt of the complaint by the secretary of Treasury. However under the International Anti-Dumping Code of which the United States is a signatory, retroactive assessment is normally limited to the date of the application of provisional measures (withholding of appraisement) where an industry is found to be injured. This will mean retroactive assessment will be normally limited to 90 days in cases where injury is found. In cases where there has been no injury finding but only threat of injury or the material retardation of an industry the code provides that there be no retroactive assessment.

The Code provides for a more extensive period of retroactive assessment:

- (1) where appraisement has been suspended for reasons which arose before the initiation of the dumping case and which are unrelated to the question of dumping
- (2) where there is a history of dumping which has caused material injury or where the importer was or should have been aware that the exporter practises dumping and that such dumping would cause material injury
- (3) where sporadic dumping had caused material injury to such an extent that such measures are considered necessary to preclude its recurring.

In the foregoing instances under the code retroactive assessment can be applied to unappraised entries in the period of (for 1) 120 days before submission of the complaint and (for 2 and 3) 90 days before the withholding of appraisement notice.

## **Countervailing Duties**

An additional duty may be imposed upon dutiable articles imported into the United States if any bounty or grant upon their manufacture, production or export has been made. A countervailing duty becomes effective 30 days after the order imposing it is published in the federal register.

## **Duty Drawback**

U.S. importers are allowed to claim up to 99 per cent duty drawback on merchandise imported for incorporation into products subsequently exported. The exported product does not need to actually contain the imported merchandise as long as it contains duty-free or domestic merchandise of the same kind and quality, providing it is incorporated within three years of the importation.

## Temporary Free Importation

Certain articles not imported for sale may be admitted into the United States without the payment of duty, under bond.

Such articles must in most cases be exported within one year of the date of importation. Upon application to the district director this period may be extended 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, not for sale
- samples for order-taking (not to include photoengraved printing plates for reproduction)
- motion picture advertising films
- articles for testing, experimental or review purposes (plans, 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
- containers for merchandise during transportation
- models imported by illustrators and photographers for use solely in illustrating
- professional equipment, tools of trade, repair components for equipment or tools admitted under this item and camping equipment; all the foregoing 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
- works of art, photographs, philosophical and scientific apparatus brought into the U.S. by professional artists, lecturers or scientists for use in exhibition and promotion of art, science and industry
- 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 Traveller's Samples

Samples *accompanying* a commercial traveller may be admitted and entered on the importer's baggage declaration instead of by formal entry. In such case an adequate descriptive list or special customs invoice must be provided. The personal bond of the commercial traveller is then accepted to guarantee the timely exportation of the samples under customs supervision. No surety or cash deposit is required on this bond. Penalty for failure to export the samples entails loss of the privilege on future trips.

## Marking of Goods

### Country of Origin Marking

All goods must be legibly and conspicuously marked in English to show country of origin.

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 final purchaser.

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

The Bureau of Customs may exempt certain articles from this marking. In such cases, the container must be suitably marked.

### **Composition Marking**

Any product containing *woollen fibre* (excepting carpets, rugs, mats and upholsteries, or articles made more than 20 years before importation) must be clearly marked with the name of the manufacturer or the person marketing the product together with a statement of the fibre content of the product. If not suitably marked, an opportunity to mark under customs supervision is 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 name; in addition, if used, bleached or artificially coloured, composed substantially of paws, tails, bellies or waste, this must be marked as well.

### **Food Labelling**

All imported foods, drugs and cosmetics are subject to inspection by the Food and Drug Administration of the United States at the time of entry.

The Food and Drug Administration is not authorized to pass upon the legality of specific consignments before they arrive and are offered for entry. However the Administration may offer comment on proposed labels or answer other enquiries from importers and exporters.

### **Import Prohibitions and Restrictions**

In addition to goods prohibited entry by most countries in the world, such as obscene 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 Bureau of Customs.

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, or products thereof, are prohibited if captured, taken, shipped, possessed or exported contrary to laws of the country of origin. In addition the purchase, sale or possession of such animals is prohibited if contrary to the laws of any part of the United States.

### **Arms and Ammunition**

Arms, ammunition and implements of war are prohibited except when a licence is issued by the Department of State.

### **Chemical Products**

Caustic or corrosive substances are governed by the Federal Hazardous Substances Labelling Act.

Import is prohibited of white or yellow phosphorus matches. The Flammable Fabrics Act prohibits the importation of highly flammable fabrics or apparel for wear or use.

Insecticides, Paris Green, lead arsenates and fungicides are governed by the Insecticide, Fungicide and Rodenticide Act.

### **Drug Products**

Viruses, serums, toxins and related products for human use are prohibited unless such products have been prepared at an establishment licensed by the Department of Health, Education and Welfare. Special labelling is required. Samples accompanying each shipment must be submitted to the Division of Biologies Standards, Public Health Services, U.S. Department of Health, Education and Welfare, Bethesda, Maryland 20014.

Similarly such products for the treatment of domestic animals are prohibited unless the importer holds a permit from the Department of Agriculture for the specific product. Special labelling requirements pertain.

### **Food Products**

Food, drugs and cosmetics are governed by the Federal Food, Drug and Cosmetic Act.

Quantitative restrictions may apply on certain agricultural and dairy products such as wheat, wheat flour, rye, cotton wastes, butter, dried buttermilk, dried cream, dried skimmed milk, dried whole milk, cheddar cheese and butter substitutes.

Milk and cream are subject to the Import Milk Act and may be imported only under permit after certain sanitary and other regulations have been fulfilled.

Meat and meat-food products are subject to regulations of the Secretary of Agriculture, and inspection by the Meat Inspection Branch, Agricultural Research Service at Customs or when authorized, at the importer's premises or other place not under customs' supervision.

### **Gold, Silver and Alloys Thereof**

Generally the importation of gold is prohibited. Importation of gold is also prohibited if the content is one-half carat below the indicated fineness. If such articles include a solder and alloy of inferior fineness, a one carat divergence is permitted.

Articles marked "sterling" or "sterling silver" must assay at least 0.925 pure silver. A divergence of 0.004 is allowed. Other articles of silver or alloys must assay not more than 0.004 parts below the indicated fineness. Articles marked "coin" or "coin silver" must contain at least 0.900 parts pure silver with an allowable divergence of 0.004 parts.

Articles bearing the words "United States Assay" are prohibited importation. Articles which are made wholly or in part of inferior metal and are plated or filled with gold or silver or alloys thereof and marked with the degree of fineness must also be marked to indicate the plated or filled content. In such cases the use of the words "sterling" or "coin" are prohibited.

### **Imports from Certain Countries**

The Foreign Assets Control Regulations of the Treasury Department prohibit the unlicensed importation of merchandise of North Korean or North Vietnamese origin, however processed, as well as merchandise of types which historically were imported into the U.S. from China. Imports of Cuban merchandise are prohibited entry into the United States under the Cuban Assets Control Regulations.

### **Plants and Plant Products**

Permits issued by the 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 and are governed by the regulations of the Federal Seed Act.

## Postal Shipments

Parcels of aggregate value *not exceeding one dollar* (U.S. value) may be passed free of duty.

Commercial shipments *of more than one dollar value* 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 special customs invoice (form 5515) and any additional invoice information required.

A shipment under \$250 aggregate value will be delivered to the addressee. Duties and a 70 cent delivery fee 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 \$10. 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 returned *without any evidence of advanced value or improved condition* may be entered duty free.

Articles exported from the United States for *repair or alteration* 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 further processing* is subject to a duty upon the value of processing outside the United States provided the material which has been processed in Canada is returned to the original exporter for the further processing of the goods.

The cost or value of U.S. origin component parts used in the production of goods imported into the U.S. may be deducted from the value for duty provided the parts have not been subject to any change except operations incidental to the assembly process such as cleaning, lubricating and painting.

Special 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 U.S. Division, Western Hemisphere Branch, Department of Industry, Trade and Commerce, 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 thereon, if any, paid



- 3) containers of a type specified by the Secretary of the Treasury as instruments of international traffic.

One trip containers are included in the dutiable value of goods.

## **The Canada-United States Automotive Trade Pact**

### **DESCRIPTION**

The Canada-U.S. Automotive Products Trade Agreement, effective as of January 16, 1965, permits U.S. individuals or corporations to import free of customs duty:

- 1) passenger cars, buses and specified commercial vehicles
- 2) original equipment parts (excluding tires and tubes) for incorporation into vehicles assembled by bona fide U.S. motor vehicle manufacturers

if the Canadian and/or U.S. value of the vehicle or part is 50 per cent.

A bona fide U.S. motor vehicle manufacturer is one who has produced at least 15 complete motor vehicles during the previous 12 months and has installed capacity in the U.S. to produce 10 or more complete motor vehicles per 40-hour week. There are currently about 170 bona fide manufacturers recognized by the U.S. Bureau of Customs. About 18 have their headquarters in Michigan, the rest throughout the country. A list is available from the Consulate.

Exempted from the pact are certain off-road vehicles and trailers as well as OEM parts for them, tires and tubes and all aftermarket (including warranty) parts.

Canadian vehicle manufacturers and suppliers to them may import the same articles free of duty from any country to the extent that they meet three conditions:

- 1) that the manufacturers maintain the production in Canada to sales in Canada ratio of model year 1964
- 2) that the manufacturers maintain the level of Canadian value added (C.V.A.) in model year 1964
- 3) that for any increase in sales volume in Canada over model year 1964, the manufacturers must increase the C.V.A. by at least 60 per cent (50 per cent for commercial vehicles).

In addition, Canadian vehicle manufacturers had undertaken to increase annual production value in Canada, by the end of the 1968 model year, by a total of \$260 million.

Objectives of the Pact are:

- 1) to foster increased specialization and larger scale production
- 2) to permit the industries in both countries to participate equitably in the expanding market
- 3) to create conditions for the most economic pattern of investment, production and trade.

Designing, engineering and tooling assists supplied from the U.S. are part of the dutiable value of imported articles. Duty is charged only once, usually on the initial shipment.

**Special Documentation**

To qualify as "automotive parts," articles must be fabricated to the extent that they are identifiable as such. The importer must present for customs clearance a purchase order, purchase order number, letter of intent or contract from a bona fide U.S. motor vehicle manufacturer or producer to identify that the articles are for use as original equipment. Any parts diverted for aftermarket use are dutiable.

Canadian exporters of vehicles or parts to the U.S. seeking duty-free entry under the pact should accompany the normal documentation with one copy of whichever of the following certificates is applicable, preferably on company letterhead:

**DECLARATION OF SHIPPER FOR ARTICLES FREE OF DUTY UNDER THE AUTOMOTIVE PRODUCTS TRADE ACT OF 1965 SECTION 10.84 C.R.**

I the undersigned do hereby declare that the product covered by the invoice annexed or appended to this certificate of Canadian origin at the time it was subscribed is the product of Canada. There were used in its production in Canada \_\_\_\_\_

of foreign materials (other than those which are the growth, product, or manufacture of the United States) having an actual purchase price (or if not purchased, an export value) \_\_\_\_\_

per unit of quantity plus, is not included in such unit values, \_\_\_\_\_

the cost per unit of bringing such foreign material to Canada.

Signature \_\_\_\_\_

Title \_\_\_\_\_

**DECLARATION OF SHIPPER FOR ARTICLES FREE OF DUTY UNDER THE AUTOMOTIVE PRODUCTS TRADE ACT OF 1965 SECTION 10.84 C.R.**

I the undersigned do hereby declare that the products covered by the invoice annexed or appended to this certificate of Canadian origin at the time it was subscribed is the growth, product, or manufacture of Canada. No foreign materials (other than those which are the growth, product, or manufacture of the United States) were used at any stage of any intermediate product used at any state in the chain of production in Canada which resulted in this product.

Signature \_\_\_\_\_

Title \_\_\_\_\_

**DECLARATION OF SHIPPER FOR ARTICLES FREE OF DUTY UNDER THE AUTOMOTIVE PRODUCTS TRADE ACT OF 1965 SECTION 10.84 C.R.**

I the undersigned do hereby declare that the product covered by the invoice annexed or appended to this certificate of Canadian origin at the time it was subscribed is the product of Canada. There were or may have been used in its production in Canada, foreign materials (other than those which are the growth, product, or manufacture of the United States).

It is impracticable to ascertain the exact number of units of foreign material, if any, used in its production or the purchase price and cost of transportation to Canada of such material, but to the best of our knowledge and belief the purchase price and cost of transportation to Canada of such foreign materials as were or may have been used would not exceed 50 per cent of the final appraised value in the United States determined in accordance with section 402 or 402a, Tariff Act of 1930, as applicable of the product brought into the United States covered by this certificate.

Signature \_\_\_\_\_

Title \_\_\_\_\_

## VI. YOUR BUSINESS VISIT TO THIS TERRITORY

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.*

### When to Go

The best time to visit Detroit and Indianapolis is during spring and fall. Avoid the Christmas-New Year holiday period when most automotive offices are closed and the July-August vacation period.

### How to Get There

#### Air

North Central has direct non-stop flights from Toronto to Detroit. Air Canada has several daily flights to Windsor from a number of Canadian cities. Nordair flies Montreal-Hamilton-Windsor twice daily.

The Windsor Airport is conveniently located to downtown Detroit and limousine service is available between the Windsor Airport and the Detroit side of the Detroit-Windsor Tunnel at a cost of \$2.50.

#### Railways

Canadian National offers passenger service from Montreal and Toronto to Windsor, Ontario.

#### Buses

Greyhound Bus Lines maintains routes to the major cities in Michigan and Indiana.

### Where to Stay

The Consulate will be pleased to suggest suitable hotels or motels in the territory. Please refer to Part VII, "Useful Addresses," for the names and addresses of some of the better known hotels and motels.

### Routing of Business Calls

At least half of the buying locations in Michigan are outside the greater Detroit area and buyers are receptive to Canadian callers. In Michigan calls generally lie along the following three routes with miles from Detroit indicated:

<b>I-94</b>	<b>Miles from Detroit</b>	<b>I-96</b>	<b>Miles from Detroit</b>	<b>I-75</b>	<b>Miles from Detroit</b>
Ann Arbor	40	Lansing	83	Pontiac	33
Jackson	76	Grand Rapids	156	Flint	69
Battle Creek	118	Muskegon	187	Saginaw	99
Kalamazoo	140			Bay City	113
Benton Harbor	185			Toledo	60
Chicago	287				

<b>Indiana</b>	<b>Miles from Detroit</b>
Fort Wayne	158
South Bend	240
Elkhart	225
Indianapolis	276

## VII. USEFUL ADDRESSES

Canadian Consulate  
1920 First Federal Building  
1001 Woodward Avenue  
Detroit, Michigan 48226  
Tel: (313) 965-2811  
Telex: 23-0715

Canadian Government Travel Bureau  
1257 Washington Boulevard  
Book Building  
Detroit, Michigan 48226  
Tel: (313) 963-8686

International Defence Programs Branch  
Attention: CDDPL-DT  
Michigan Army Missile Plant  
38111 VanDyke Avenue  
Warren, Michigan 48090  
Tel: (313) 264-1100 Ext. 2527 or 2528

## Banks With International Departments

### Michigan

Bank of the Commonwealth  
719 Griswold Street  
Detroit, Michigan 48231  
Tel: (313) 965-8800 Ext. 8166

City National Bank  
P.O. Box 2659  
Penobscot Building  
Detroit, Michigan 48226  
Tel: (313) 965-1900 Ext. 310 and 613

Detroit Bank & Trust  
P.O. Box 858  
Fort at Washington  
Detroit, Michigan 48231  
Tel: (313) 222-6206

Manufacturers National Bank of  
Detroit  
411 West Lafayette  
Detroit, Michigan 48226  
Tel: (313) 222-4000

Michigan National Bank of Detroit  
500 Griswold Street  
Detroit, Michigan 48226  
Tel: (313) 961-5300

National Bank of Detroit  
611 Woodward Avenue  
P.O. Box 116-A  
Detroit, Michigan 48232  
Tel: (313) 225-1000

## Indiana

American Fletcher National Bank & Trust Co.  
101 Monument Circle  
10 East Market Street  
Indianapolis, Indiana 46204  
Tel: (317) 633-5000

Indiana National Bank  
1 Indiana Square  
Indianapolis, Indiana 46204  
Tel: (317) 263-6000

## Toledo, Ohio

Toledo Trust Company  
245 Summit  
Toledo, Ohio 43603  
Tel: (419) 248-6771

First National Bank of Toledo  
Madison at Huron  
Toledo, Ohio 43603  
Tel: (419) 259-7890

## Customs Brokers

### Michigan

Air Express International	29300 Goddard Road, Romulus	(313) 291-5800
A. F. Burstrom & Son Inc.	550 West Fort Street, Detroit	(313) 963-4033
John V. Carr & Son Inc.	409 Griswold Street, Detroit	(313) 965-1540
F. X. Coughlin Company	28451 Wick Road, Romulus	(313) 946-9510
Dorf International Inc.	1150 Griswold Street, Detroit	(313) 961-6524
Export-Import Service Co. Inc.	28265 Beverly Road, Romulus	(313) 292-3440
W. R. Filbin & Co. Inc.	Filbin Building, 2211 Cass, Detroit	(313) 964-1144
I. C. Harris & Company	1950 David Stott Building Griswold Street, Detroit	(313) 961-4130
F. W. Myers & Co. Inc.	1300 West Fort Street, Detroit	(313) 964-5665
V. G. Nahrgang Company	155 West Congress, Detroit	(313) 962-4681
Wm. R. Neal Inc.	510 Marquette Building, Detroit	(313) 961-7121
Railway Express Agency Inc.	2500 Newark, Detroit	(313) 962-2345
J. D. Richardson Company	1225 Lafayette Building, Detroit	(313) 962-0694
Gerry Schmitt & Company	1522 Guardian Building, Detroit	(313) 963-7181
C. J. Tower & Sons	510 Marquette Building 243 Congress Street, Detroit	(313) 961-1124
F. S. Whelan & Sons	409 Griswold, Detroit	(313) 962-1690

### Indianapolis

American Fletcher National  
Bank and Trust Company

Weir Cook Airport  
P.O. Box 41594  
Indianapolis, Indiana 46241

(317) 633-1300

## Toledo

R. G. Hobelmann & Co. Inc.	Board of Trade Building Toledo, Ohio	(419) 243-3247
Sheldon Judson International Corp. Seaway Forwarding Corp.	515½ Jefferson, Toledo, Ohio National Bank Building, Room 725 Toledo, Ohio	(419) 241-4284 (419) 242-7318
Trans-World Shipping Service Inc.	Board of Trade Building Toledo, Ohio	(419) 243-7227

Names of customs brokers in other cities will be supplied on request.

## Bonded Warehouses

### Michigan

Ammex Warehouse Co. Inc. 214 Randolph Street Detroit, Michigan Tel: (313) 961-8450	Bekins Moving & Storage 23000 West Eight Mile Road Southfield, Michigan Tel: (313) 353-1600
Central Detroit Warehouse Co. 18765 Seaway Drive Melvindale, Michigan Tel: (313) 388-3200	J. Lewis Cooper Co. 2545 Conner Detroit, Michigan Tel: (313) 823-3900
Corrigan Moving & Storage Co. 2000 Westwood Dearborn, Michigan Tel: (313) 274-4100	Coughlin Services Inc. 28451 Wick Road Romulus, Michigan Tel: (313) 946-9510
Detroit Harbor Terminals Inc. 4461 West Jefferson Avenue Detroit, Michigan Tel: (313) 825-3200	Detroit Marine Terminals Inc. 9401 West Jefferson Avenue Detroit, Michigan Tel: (313) 843-7575
International Great Lakes Shipping 4485 West Jefferson Avenue Detroit, Michigan Tel: (313) 825-5090	Detroit Storage Company 7060 West Fort Street Detroit, Michigan Tel: (313) 843-1000
Export Liquor Sales Inc. 10221 Michigan Avenue Dearborn, Michigan Tel: (313) 582-2459	O. H. Frisbie Moving & Storage Co. 14225 Schaefer Detroit, Michigan Tel: (313) 837-0808
Grand Trunk Warehouse & Cold Storage Co. 1921 East Ferry Detroit, Michigan Tel: (313) 921-8380	John F. Ivory Storage Co. Inc. 8035 Woodward Avenue Detroit, Michigan Tel: (313) 873-5000

P. Leiner & Sons America Inc.  
20101 Nine Mile Road  
St. Clair Shores, Michigan  
Tel: (313) 772-2600

Michigan Liquor Control Commission  
2251 Dix Highway  
Lincoln Park, Michigan  
Tel: (313) 383-4000

Nicholson Terminal & Dock Co.  
Foot of Great Lakes Avenue  
River Rouge, Michigan  
Tel: (313) 842-4300

Wolverine Storage  
11850 East Jefferson Avenue  
Detroit, Michigan  
Tel: (313) 822-4540

Palmer Moving & Storage Co.  
7740 Gratiot  
Detroit, Michigan  
Tel: (313) 921-1035

Three Ivory Brothers Moving Co.  
21703 Mound Road  
Warren, Michigan  
Tel: (313) 536-1060

Viviano Wine Importers Inc.  
15100 Second Boulevard  
Highland Park, Michigan  
Tel: (313) 883-1600

Mercier Corporation  
22963 West Outer Drive  
Dearborn, Michigan  
Tel: (313) 274-7700

Mohawk Liqueur Corp.  
1965 Porter Street  
Detroit, Michigan  
Tel: (313) 962-4545

Nor-Les Sales  
3915 Greenspan Street  
Detroit, Michigan  
Tel: (313) 826-7180

O'Donnell Importing Co.  
18700 Meginnituy  
Melvindale, Michigan  
Tel: (313) 386-7600

Riverside Storage & Cartage Co.  
547 Cass Avenue  
Detroit, Michigan  
Tel: (313) 961-0606

U.S. Equipment Co.  
6540 East Palmer  
Detroit, Michigan  
Tel: (313) 925-1910

Walker International  
2101 West Lafayette  
Detroit, Michigan  
Tel: (313) 259-1171

## **Toledo, Ohio**

Great Lakes Terminal Warehouse Co.  
355 Morris  
Toledo, Ohio  
Tel: (419) 241-4231

Toledo Foreign Trade Zone  
Operators Inc.  
3332 Saint Lawrence  
Toledo, Ohio  
Tel: (419) 729-3704

## **Hotels**

In the Detroit area most Canadian businessmen stay at one of the following motels or better class hotels:

Pontchartrain Hotel  
2 Washington Boulevard  
Corner of Jefferson Avenue  
Detroit, Michigan 48226  
Tel: (313) 965-0200

Sheraton-Cadillac Hotel  
Washington Boulevard and Michigan Avenue  
Detroit, Michigan 48226  
Tel: (313) 961-8000

Detroit Hilton  
Washington Boulevard and Park  
Detroit, Michigan 48226  
Tel: (313) 965-7800

Howard Johnson's  
Washington Boulevard and Michigan Avenue  
Detroit, Michigan 48226  
Tel: (313) 965-1050

Dearborn Inn & Motor House  
20301 Oakwood  
Dearborn, Michigan 48124  
Tel: (313) 271-2700

**Windsor**

Norton Palmer Hotel  
130 Park Street West  
Windsor, Ontario N9A 5T5  
Tel: (519) 254-2521

Seaway Inn  
430 Ouellette Avenue  
Windsor, Ontario N9A 1B2  
Tel: (519) 253-7281



## REGIONAL OFFICES

IF YOU HAVE NOT PREVIOUSLY MARKETED ABROAD, CONTACT THE NEAREST REGIONAL OFFICE OF THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE IN YOUR AREA....

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LABRADOR

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Halifax, Nova Scotia

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Telex: 019-21829

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PRINCE EDWARD ISLAND

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QUEBEC

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ONTARIO

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Tel: (604) 666-6531  
Telex: 04-51191

....FOR GUIDANCE AS TO THE MOST APPROPRIATE MARKETS FOR YOUR PRODUCTS AND HOW BEST TO APPROACH THEM.