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markets
for canadian
exporters

UNITED STATES

MID-ATLANTIC STATES

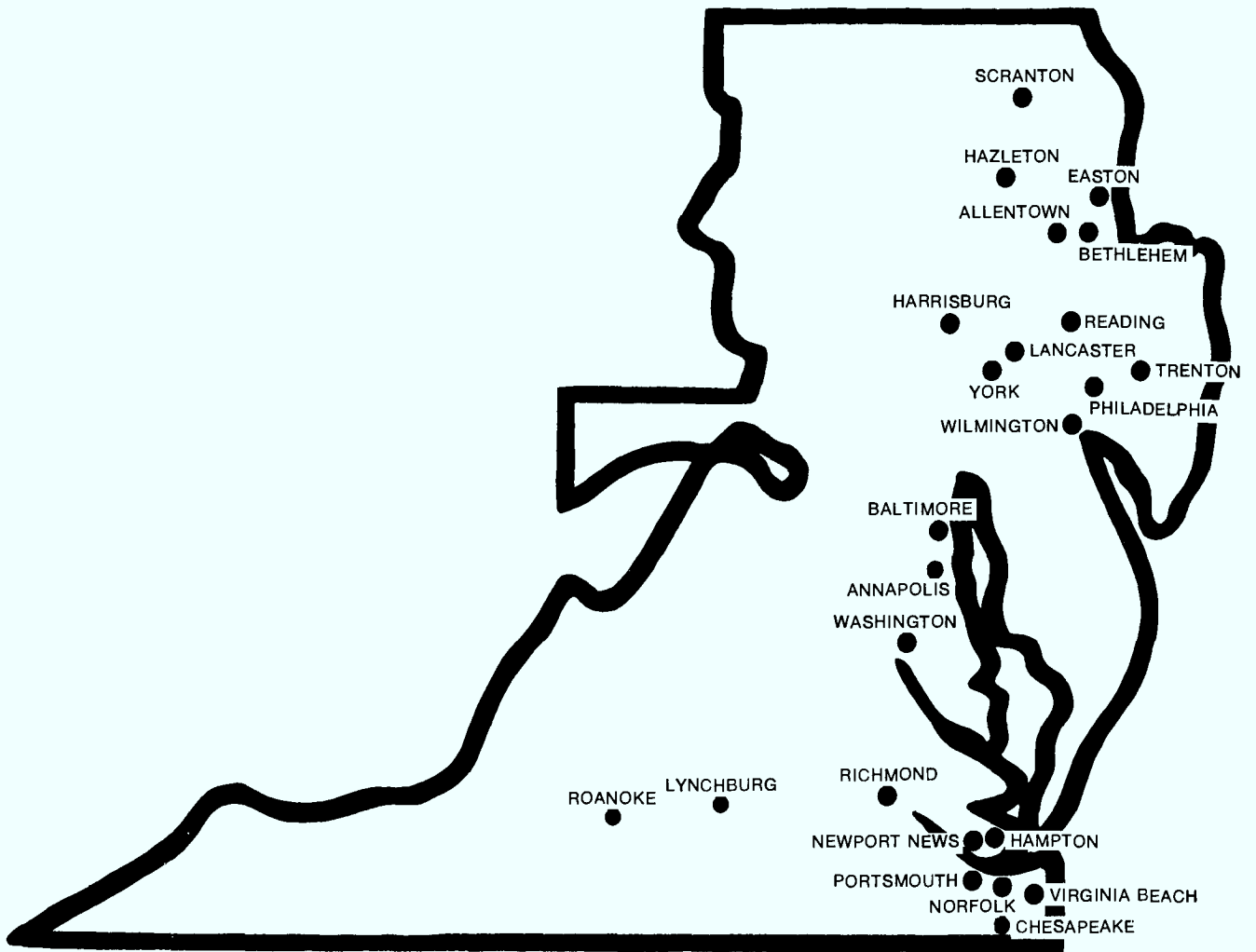


Government
of Canada

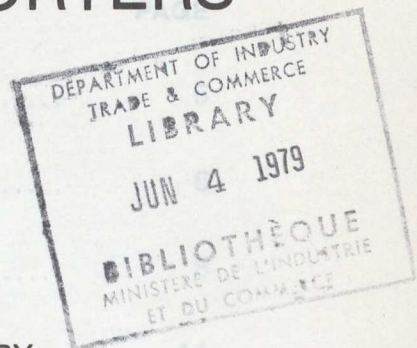
Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce



MARKETS FOR CANADIAN EXPORTERS MID-ATLANTIC STATES



THE MARKET 11

I GENERAL 11

II ECONOMY AND INDUSTRY 11

III TRADE OFFICE RESPONSIBLE: C STATE TOTAL TRADE TERRITORY: 11

IV SERVICES FOR EXPORTERS 11

V CUSTOMS REGULATIONS AND DOCUMENTATION 14

VI YOUR BUSINESS VISIT TO THE MID-ATLANTIC STATES 22

VII USEFUL ADDRESSES 23

APPENDIX I 27

PHILADELPHIA

States of Delaware, Maryland, New Jersey (nine southern counties), eastern Pennsylvania, Virginia, District of Columbia

FOR FURTHER INFORMATION:

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Canadian Consulate
3 Parkway Building, Suite 1310
Philadelphia, PA 19102
Tel: (215) 561-1750
Telex: 00845266 (DOMCAN PHA)

United States Division
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Department of Industry, Trade and Commerce
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Ottawa, Ontario K1A 0H5
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CONTENTS

PAGE

THE MARKET	5
Area: 276,319 square kilometres (106,687 square miles)	
I GENERAL	6
Value Added by Manufacturers: \$37 billion	
II ECONOMY AND INDUSTRY	8
Heart of North America's largest urban industrial complex	
III SELLING TO THE MID-ATLANTIC STATES	11
Eastern Pennsylvania	
IV SERVICES FOR EXPORTERS	13
Population (1975): 7,116,000	
V CUSTOMS REGULATIONS AND DOCUMENTATION	14
Main Commercial Centre: Philadelphia	
VI YOUR BUSINESS VISIT TO THE MID-ATLANTIC STATES	22
Leading industries: textiles, machinery, electrical and electronic products, chemicals, fabricated metals and transportation equipment	
VII USEFUL ADDRESSES	23
Population (1975): \$29,556 million (All Pa.)	
APPENDIX I	27

Southern New Jersey

Area: 10,135 square kilometres (3,913 square miles)

Population (1975): 1,466,000

Per Capita Income (1976): \$7,289 U.S. rank #6

Main Commercial Centres: Trenton and Camden

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

Value Added by Manufacturers (1975): \$ 3,573 million (Southern N.J.)
\$17,876 million (All N.J.)

Delaware

Area: 5,228 square kilometres (2,017 square miles)

Population (1975): 575,000

Per Capita Income (1976): \$7,280 U.S. rank #6

Main Commercial Centre: Wilmington

Leading Industries: Chemicals, synthetic fibres, food and rubber

Value Added by Manufacturers (1975): \$1,247 million

THE MARKET

Mid-Atlantic Area Serviced by the Philadelphia Consulate

Area: 276,319 square kilometres (106,687 square miles)

Population: 19,000,000

Value Added by Manufacturers: \$37 billion

Heart of North America's largest urban-industrial complex

Eastern Pennsylvania

Area: 117,412 square kilometres (45,333 square miles)

Population (1975): 7,116,000

Per Capita Income (1975): \$6,466 U.S. rank #18

Main Commercial Centre: Philadelphia

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

Value Added by Manufacturers (1975): \$17,728 million (Eastern Pa.)
\$29,547 million (All Pa.)

Southern New Jersey

Area: 10,135 square kilometres (3,913 square miles)

Population (1975): 1,466,000

Per Capita Income (1976): \$7,269 U.S. rank #6

Main Commercial Centres: Trenton and Camden

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

Value Added by Manufacturers (1975): \$ 3,573 million (Southern N.J.)
\$17,878 million (All N.J.)

Delaware

Area: 5,328 square kilometres (2,057 square miles)

Population (1975): 579,000

Per Capita Income (1976): \$7,290 U.S. rank #5

Main Commercial Centre: Wilmington

Leading Industries: Chemicals, synthetic fibres, food and rubber

Value Added by Manufacturers (1975): \$1,247 million

Maryland

Area: 27,394 square kilometres (10,577 square miles)

Population (1975): 4,122,000

Per Capita Income (1976): \$7,036 U.S. rank #9

Main Commercial Centre: Baltimore

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

Value Added by Manufacturers (1975): \$5,583 million

District of Columbia

Area: 173 square kilometres (67 square miles)

Population (1975): 712,000

Per Capita Income (1976): \$8,648

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

Value Added by Manufacturers (1976): \$503 million

Virginia

Area: 105,716 kilometres (40,817 square miles)

Population (1975): 4,981,000

Per Capita Income (1976): \$6,276 U.S. rank #23

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

Value Added by Manufacturers (1975): \$8,355 million

MID-ATLANTIC STATES

I. GENERAL

Area and Geography

The Commercial Division of the Canadian Consulate in Philadelphia covers Eastern Pennsylvania, Southern New Jersey, Delaware, Maryland, Virginia and the District of Columbia, an area of 276,319 square kilometres (106,687 square miles). Names of the counties covered in Pennsylvania and New Jersey 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 4th and 5th 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 is used throughout the territory.

Weights and Measures; Electricity

The United States has an increasing campaign for metric acceptance but still officially and in practice uses the American Standard measurement which is the same as the premetric British and Canadian standard of feet, pounds, and degrees fahrenheit with the following exceptions in capacity measurements:

- 1 U.S. pint = 16 fluid ounces = 473.12 millilitres
- 1 U.S. quart = 32 fluid ounces = 946.24 millilitres
- 1 U.S. gallon = 128 fluid ounces = 3,784.96 millilitres
- 1 Imperial proof gallon = 1.36 U.S. proof gallons = 5.15 litres

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

Public Holidays

The following public holidays are observed:

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

Population (1975):

Eastern Pennsylvania	7,116,000
Virginia	4,981,000
Maryland	4,122,000
Southern New Jersey	1,466,000
District of Columbia	712,000
Delaware	579,000
Total	<u>18,976,000</u>

Principal Cities and Towns

	Population	U.S. Rank
Metropolitan Philadelphia	4,807,000	4
Metropolitan Washington	3,022,000	7
Metropolitan Baltimore	2,148,000	14
Norfolk, Virginia Beach, Hampton Roads, Newport News and Portsmouth, Virginia	1,120,000	33
Northeast Pennsylvania (Scranton, Wilkes-Barre to Hazleton, Pa.)	635,000	58
Allentown, Bethlehem and Easton, Pennsylvania	624,000	59
Richmond, Virginia	585,000	63
Wilmington, Delaware	518,000	72
Harrisburg, Pennsylvania	427,000	82
York, Pennsylvania	348,000	105
Lancaster, Pennsylvania	343,000	107
Trenton, New Jersey	318,000	111
Reading, Pennsylvania	305,000	113
Roanoke, Virginia	212,000	155

II. ECONOMY AND INDUSTRY**Industry****Eastern Pennsylvania**

Value added by manufacturers (1975): \$17,728 million

Eastern Pennsylvania, with the Philadelphia metropolitan area as its focus, is the fourth largest urban and industrial concentration 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:

- clothing and textile manufacturers
- oil refining
- petrochemicals
- missile and space industries
- metalworking
- sugar refining
- electronics
- chemicals
- printing

Southern New Jersey

Value added by manufacturers (1975): \$3,573 million

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 chemicals.

In recent years, South 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 and Princeton University.

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

Delaware

Value added by manufacturers (1975): \$1,247 million.

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

Value added by manufacturers (1975): \$5,583 million.

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 Centre, 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

District of Columbia

Value added by manufacturers (1975): \$503 million.

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, sightseers and conventioners support a vast service industry and retail trade.

Virginia

Value added by manufacturers (1975): \$8,355 million.

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.

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.

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.

Transportation

Air

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

Allegheny Airlines, Eastern Airlines and Air Jamaica provide daily service to Toronto while Delta Airlines and Eastern Airlines provide 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, Wallace-Red Star, 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. Major imports include crude petroleum, residual fuel, oils, iron ore, gypsum, non-ferrous ores and sugar.

HIGHWAY DISTANCE CHART

	Philadelphia	Baltimore	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.)

The Defence Market

	Philadelphia	Baltimore	Washington
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

The Canadian Image

Many American businessmen are not aware of the high level of Canadian industrial development and have misconceptions about Canadian design and quality. United States 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 to 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 the following:

1. going after business on a continuing basis
2. making the first impression a positive one to an extent not always considered in Canada
3. quoting, delivering and following up aggressively in competition with U.S. suppliers.

The Initial Approach

The best introduction is by personal visit. Some type of representative or distributor may be appointed later but large volume buyers usually want to meet their prospective suppliers personally. For some products, comparison shopping is advisable to evaluate market potential and competition before initial calls.

Appointments often are not 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 letter form is suggested in this case.

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

- vendor's name, address and telephone number
- name, address and telephone of local representative, if applicable
- date established
- size of plant
- number of employees
- principal products

- location of plant
- description of production facilities and equipment
- description of quality-control facilities and procedures
- transportation facilities
- approximate yearly sales volume
- list of three representative customers
- financial and credit rating

Reciprocal Visits

Many buying organizations check out new suppliers' 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

United States buyers 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. Although Canadian companies lack the sales force to accomplish this, the problem can be overcome by appointing a manufacturers' representative or selling through brokers, jobbers or distributors as the situation warrants.

Price Quotations

Quotations should be submitted both on a laid-down basis, buyer's warehouse or factory, and an f.o.b. Canadian plant basis exclusive of Canadian sales and excise taxes. Always quote in U.S. funds unless specifically requested otherwise. The landed price should include transportation charges, U.S. customs duties if applicable, brokerage fees and insurance. The quotation should be comparable in format to quotations from United States sources. Buyers 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. This is because U.S. buyers must often work to tighter purchasing deadlines and target prices. Thus they may have to accept the first bid as final.

The Manufacturers' Representative

The commission agent or salesman is more commonly used as a sales technique in the U.S. than in Canada. 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 offices as well. The advantages of the rep include economy, closer contacts with buyers — sometimes social — and closeness to the scene when problems arise. The Canadian Consulate in Philadelphia maintains information on the majority of manufacturers' representatives operating in its market territory and can often 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 to 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. Delivery means in the plant or warehouse, therefore shipping time should be taken into consideration.

The Defence Market

In 1959 the United States-Canada Development and Production Sharing Program was established with a view to assuring the maintenance and development of a defence-oriented industrial base to serve the interests of both countries.

This arrangement allows Canadian industry to participate in most Department of Defense procurement on a duty-free basis and without being subject to "Buy America Act" restrictions. The most notable exceptions are food, clothing and construction projects.

The defence market within the geographic area covered by the Consulate is quite extensive. This large market may be approached directly by bidding on prime contracts or indirectly by selling to U.S. companies awarded prime contracts. The Trade Commissioner responsible for defence can provide information on bidding procedures, assistance in identifying potential customers, data on the market and introductions to specific companies.

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 part VII of this booklet, Useful Addresses, for a listing of local banks and customs brokers serving this market.

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 75 cents.

Patents

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

United States patent laws make no discrimination with respect to the citizenship of the inventor. However application 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 will 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 whatever to do with copyrights.* Information concerning copyrights may be obtained from Register of Copyrights, Library of Congress, Washington DC 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 in Philadelphia can help in choosing such firms. Commerce America, a bi-weekly publication distributor, nationally publishes licensing announcements. Domestic Investment Services Staff, Bureau of International Commerce, Rm 4020 U.S. Department of Commerce, Washington, DC 20230.

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 should refer to the Canadian Chamber of Commerce, 1080 Beaver Hall Hill, Rm. 712, Montreal, Quebec H2Z 1T2 and the American firm should refer to the American Arbitration Commission, 140 West 51st Street, New York, NY 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 same 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-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 which falls into two basic categories: customs and non-customs. The former covers subjects such as documentation, tariff classification, value for duty and rates of duty, while the

latter relates to the many other U.S. laws affecting imports such as food and drugs, consumer product safety, environmental protection and so on. Exporters are strongly urged to obtain all market access information on new products to be marketed in the U.S. from the U.S. Division of the Department of Industry, Trade and Commerce, in Ottawa. The Division is constantly liaising with 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 regulations governing access for imports into the U.S. market.

The address is:

United States Division
 Western Hemisphere Bureau
 Department of Industry, Trade and Commerce
 235 Queen Street
 Ottawa, Ontario
 K1A 0H5
 Tel: (613) 996-5471

U.S. Customs Regulations and Documentation Tariff Classification and Value for Duty

Request for Prospective Rulings

The U.S. Division can obtain a PROSPECTIVE CUSTOMS RULING from Washington on behalf of a Canadian exporter for articles which have not yet been exported and are not at present under consideration by the U.S. Customs Service, provided that the following information is supplied. Failure to supply all of this information will only result in delays and confusion for the exporter.

General

- a) We require a written request signed by a person who has a direct and demonstrable interest in the question, also indicating that the merchandise or subject of the request has not previously, or is not now, under consideration by any U.S. Customs Service field office.
- b) Also, include a statement of all facts relating to the transaction such as names and addresses and other identifying information of all interested parties (if known), the probable port of arrival in the United States and a description of the transaction appropriate in detail to the ruling requested.

Tariff Classification Ruling

In addition to A and B above, the following information is required for a tariff classification ruling:

- 1) A full and complete description of the article.
- 2) The chief use of the article in the United States.
- 3) The commercial, common or technical description.
- 4) Metal, wood and mineral objects and combinations thereof should include a statement of the relative quantity (by weight and volume) and the value of each in order to determine the material in chief value and weight.
- 5) Textile materials and articles should be identified as in (4) and include the method of construction such as knit or woven, the fibres present in percentage by value and if wearing apparel, for whom it is designed to be worn.
- 6) Chemical products should be identified by their specifications and chemical analysis including a sample for U.S. customs use. Particular reference should be made if any part of the formula consists of a benzenoid chemical or its derivative stating the function of such chemical in the product.
- 7) Photographs, drawings or other pictorial representations of the articles should be submitted when samples are not sent.

Valuation Ruling

In addition to A and B above, the following information is required for a Valuation Ruling:

- 1) All information required on a U.S. special customs invoice form 5515.
- 2) The nature of the transaction, whether f.o.b./c.i.f., ex factory or some other arrangement.
- 3) Relationship of parties (if any), whether the transaction is at arms-length (i.e. between unrelated parties) and whether there have been other sales of the same or similar merchandise in the country of exportation, whether an agency situation exists and an explanation or copy of any agreement, contract or other relevant document.
- 4) A full description of the merchandise in order to determine if section 402 or 402(a) of the Tariff Act of 1930 applies and other relevant information required under the appropriate section.

Note: Privileged or confidential information should be clearly marked with an explanation as to why it is considered confidential.

Request for Internal Advice Rulings

Part 177.1(a)(2) of the Customs Regulations of the United States requires 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. The request for an internal advice ruling can be filed by either the importer or his customs broker. The field office personnel will review the request and notify the importer of any points with which they do not agree.

The U.S. Division can provide valuable assistance and suggestions regarding points of law and previous customs practice which may support the importer's case.

Requests for advice from the U.S. 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 from a commercial point of view such as domestic and foreign billing practices, price-list terms, end use of the goods, literature, drawings, pictures, method of shipment and all other pertinent facts.
- 3) A statement generally following the outline under "Request for Prospective Ruling". The U.S. Customs Service may, at its discretion refuse to consider a request for internal advice if, in its opinion, there is a clear and definitive precedent that supports its position. If the importer is not in agreement with this position, he may request a "Protest Review Decision".

Request for Protest Review

When an importer does not agree with a decision of the U.S. Customs Service, he may request a PROTEST REVIEW within 90 days from the date of liquidation. The U.S. Division can assist the importer and his broker by providing advice and suggestions on what information can be used to support the importer's case.

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 entry (I.T.) must be filled out at the port of arrival by either the consignee, the carrier, the U.S. 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 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.

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 U.S. 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 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.

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 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 as well as a special U.S. customs invoice 5515 and/or commercial invoice (preferably both). 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

Normally a bill of lading for Canadian shipments is required by U.S. 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 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. 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

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. custom 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 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

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. 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 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 may be admitted into the United States under bond without the payment of duty.

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 for a period 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 photo-engraved 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 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 U.S. Division of the Department of Industry, Trade and Commerce for answers to any specific questions.

American Goods Returned

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. Treasury 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 30 days of receipt of an anti-dumping petition, the Secretary of the Treasury must decide whether or not to initiate an investigation.
2. Within six months (nine months in complicated cases) of the initiation of an investigation, the Secretary of the Treasury must issue a preliminary determination on whether or not there are sales at less than fair value, i.e. dumped prices.
3. If sales were made at less than fair value, the matter would be referred to the U.S. International Trade Commission (ITC) for an injury determination which must be made within three months of the date of referral to the commission.
4. If the International Trade Commission (ITC) finds injury to a U.S. industry, an anti-dumping finding would be issued.

Countervail

Under the U.S. Countervailing Duty Statute, 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. The U.S. Trade Act of 1974 enlarged the scope of the U.S. Countervailing Duty Statute to include duty-free goods. This amendment brings within the purview of the law the 70 per cent of Canadian exports to the U.S. which were previously exempt.

Application of countervailing duty against free merchandise will in most cases be subject to an injury determination by the U.S. International Trade Commission.

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 this article.

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 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 U.S. 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 they must be marked if they are used, bleached or artificially coloured, composed substantially of paws, tails, bellies or waste.

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.

Advice on prospective food labels may also be obtained from the U.S. Division of the Department of Industry, Trade and Commerce in Ottawa.

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 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, 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.

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 U.S. Federal Seed Act.

Postal Shipments

Parcels of aggregate value not exceeding one dollar (U.S. value) may be entered 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 U.S. 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 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 \$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 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 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 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 U.S. Division, Western Hemisphere Bureau, 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 paid if any
- 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.

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 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 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 business visit to Philadelphia, advise the consulate 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.

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.

Western Canadian businessmen may wish to make connections through Chicago rather than Toronto, and Maritime businessmen may wish to connect through Boston.

Railways

Amtrack 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
Suite 1310
Three Parkway
Philadelphia, PA 19102
Tel: (215) 561-1750
Telex: 86-5266

Canadian Government Office of Tourism
Suite 1810
Three Parkway
Philadelphia, PA 19102
Tel: (215) 563-1708
Telex: 86-5266

Transportation Companies Offering Service 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) 873-7700

Branch Motor Express Co.
620 Tiffit Street
Buffalo, N.Y.
Tel: (716) 822-8200

Hall's Motor Transit Co.
850 Aero Drive
Cheettowaga, NY 14225
Tel: (716) 633-7620

Truck Service — Montreal

Maislin Transport Limited
7401 Newman Street
Montreal, Quebec
Tel: (514) 366-0150

Hall's Motor Transit Co.
Rte. 9-A Lacolle
Montreal, Quebec
Tel: (514) 878-1851

Red Star Express Lines of
Quebec Ltd.
10755 Cte. de Liesse
Dorval, Quebec
Tel: (514) 636-6741

Yellow Freight System Inc.
10755 Cte. de Liesse
Dorval, Quebec
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 Yonge Street
Toronto, Ontario
Tel: (416) 364-8173

Rail Service — Montreal

Canadian National Railways
Domestic and U.S. Traffic
935 La Gauchetiere West
Montreal, Quebec
Tel: (514) 877-5750

CP Rail
Marketing and Sales
Board of Trade Building
Montreal, Quebec
Tel: (514) 861-6811

Penn Central Transportation Co.
Place du Canada
Montreal, Quebec
Tel: (514) 878-1717

Principal Banks

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

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

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

Philadelphia

First Pennsylvania Banking and Trust Co.
6th and Chestnut Streets
Philadelphia, Pa.
Tel: (215) 923-6614

Philadelphia National Bank
Broad and Chestnut Streets
Philadelphia, Pa.
Tel: (215) 629-3100

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

Baltimore

American Bank of Maryland
Charles Center
21 W. Fayette Street
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. Vandegrift
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

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

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

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

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

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

Marriott Motor Hotel
City Line and Monument Road
Bala Cynwyd, Pa.
Tel: (215) 667-0200

Valley Forge Hilton
251 West DeKalb Pike
King of Prussia, Pa.
Tel: (215) 337-1200

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

Washington

Washington Hilton Hotel
1919 Connecticut Avenue Northwest
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

APPENDIX I**Counties Covered by the Canadian Consulate at Philadelphia****Eastern Pennsylvania**

Adams
Berks
Bradford
Bucks
Carbon
Centre
Chester
Clinton
Columbia
Cumberland
Dauphin
Delaware
Franklin
Juniata
Lancaster
Lebanon
Lehigh
Luzerne
Lycoming

Mifflin
Monroe
Montgomery
Montour
Northampton
Northumberland
Perry
Philadelphia
Pike
Potter
Schuylkill
Snyder
Sullivan
Susquehanna
Tioga
Wayne
Wyoming
Union
York

Southern New Jersey

Atlantic
Burlington
Camden
Cape May
Cumberland
Gloucester
Mercer
Ocean
Salem

REGIONAL OFFICES

IF YOU HAVE NOT PREVIOUSLY MARKETED ABROAD, CONTACT ANY REGIONAL OFFICER OF THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE AT THE ADDRESSES LISTED BELOW.

NEWFOUNDLAND
LABRADOR

P.O. Box 6148
127 Water Street (2nd Floor)
St. John's, Newfoundland
A1C 5X8

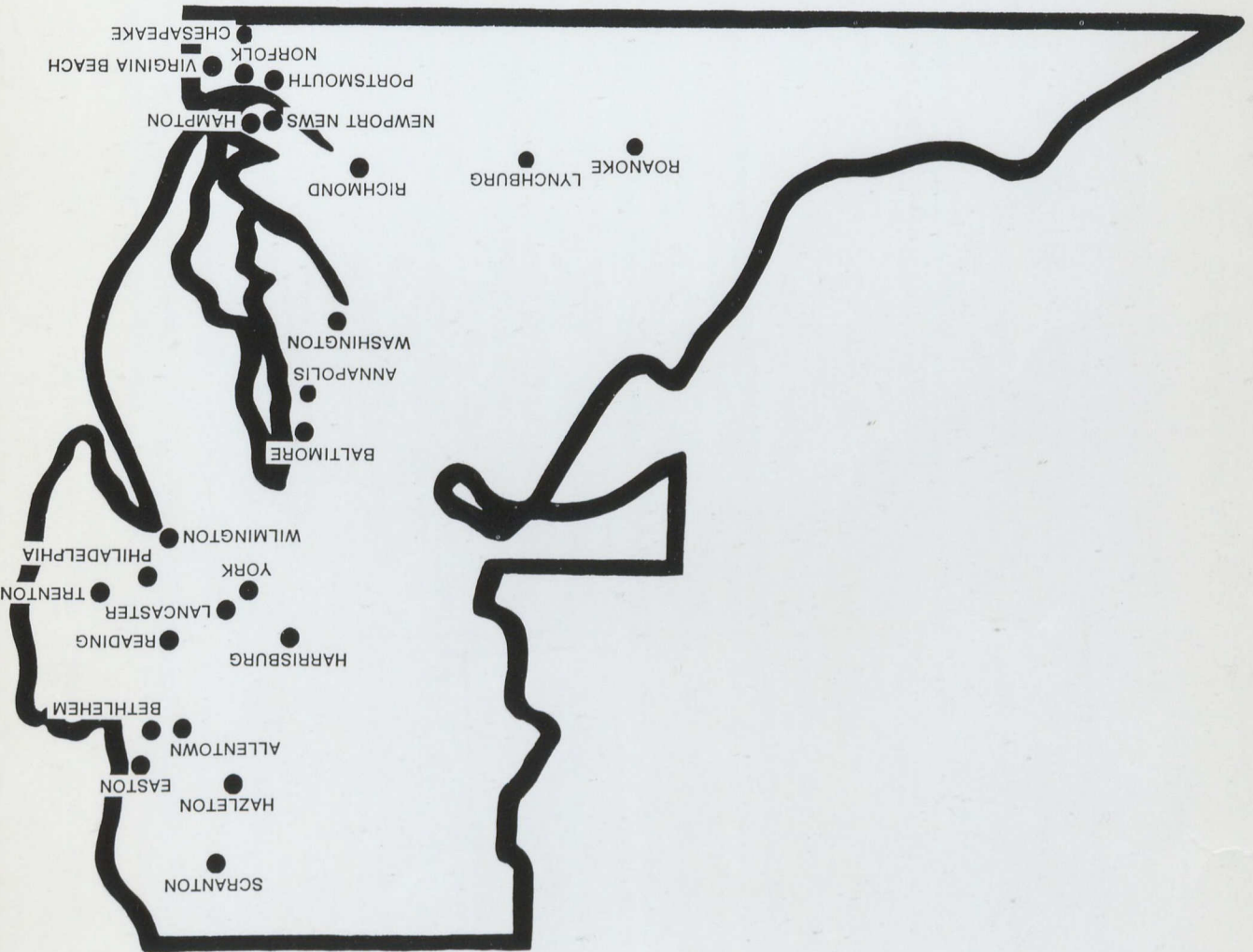
Tel: (709) 737-5511
Telex: 016-4749

NOVA SCOTIA

Suite 1124, Duke Tower
5251 Duke Street, Scotia Square
Halifax, Nova Scotia
B3J 1N9

Tel: (902) 426-7540
Telex: 019-21829

NEW BRUNSWICK	Suite 642, 440 King Street 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
QUEBEC	C.P. 1270, Station B Suite 600 685, rue Cathcart Montréal (Québec) H3B 3K9	Tél: (514) 283-6254 Télex: 012-0280
	Suite 620, 2, Place Québec Québec (Québec) G1R 2B5	Tél: (418) 694-4726 Télex: 051-3312
ONTARIO	Commerce Court West 51st Floor P.O. Box 325 Toronto, Ontario M5L 1G1	Tel: (416) 369-3711 Telex: 065-24378
MANITOBA	507 Manulife House 386 Broadway Avenue Winnipeg, Manitoba R3C 3R6	Tel: (204) 949-2381 Telex: 075-7624
SASKATCHEWAN	Room 980 2002 Victoria Avenue Regina, Saskatchewan S4P 0R7	Tel: (306) 569-5020 Telex: 071-2745
ALBERTA NORTHWEST TERRITORIES	500 Macdonald Place 9939 Jasper Avenue Edmonton, Alberta T5J 2W8	Tel: (403) 425-6330 Telex: 037-2762
BRITISH COLUMBIA YUKON	P.O. Box 49178 Suite 2743 Bentall Centre, Tower III 595 Burrard Street Vancouver, British Columbia V7X 1K8	Tel: (604) 666-1434 Telex: 04-51191



INDUSTRY CANADA / INDUSTRIE CANADA



222376

Industrie
et Commerce
du Canada
Government
of Canada
Industry, Trade
and Commerce



NOUVEAU-BRUNSWICK	Suite 602 440 King Street Fredericton (New Brunswick) E3B 5H6	0506-541-4614 Tél. (506) 452-9190 Télex 014-46140
NOUVELLE-ÉCOSSE	5271 Suite 100 Halifax (Nova Scotia) B3J 1N9	0902-426-7540 Tél. (902) 426-7540 Télex 019-21828
LABRADOR	200 Suite 100 St. John's (Newfoundland) A1B 1X7	0909-737-6511 Tél. (709) 737-6511 Télex 016-4749
TERRE-NEUVE	1811-40 Suite 100 St. John's (Newfoundland) A1B 1X7	0909-737-6511 Tél. (709) 737-6511 Télex 016-4749
BUREAUX REGIONAUX	1811-40 Suite 100 St. John's (Newfoundland) A1B 1X7	0909-737-6511 Tél. (709) 737-6511 Télex 016-4749
ALBERTA	000 Suite 100 Edmonton (Alberta) T6C 2L1	0000-250-1111 Tél. (780) 250-1111 Télex 010-1111
MANITOBA	000 Suite 100 Winnipeg (Manitoba) R3C 3P9	0000-250-1111 Tél. (204) 250-1111 Télex 010-1111
ONTARIO	000 Suite 100 Toronto (Ontario) M5T 1G1	0000-250-1111 Tél. (416) 250-1111 Télex 010-1111
QUÉBEC	000 Suite 100 Montréal (Québec) H3B 3K9	0000-250-1111 Tél. (514) 250-1111 Télex 010-1111
ÉDOUARD DU-PRINCE	000 Suite 100 Charlottetown (Prince-Édouard) C1A 8A1	0000-250-1111 Tél. (819) 250-1111 Télex 010-1111