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IMPORT ANALYSIS

CORN SEED FOR SOWING

JANUARY TO DECEMBER 1984



Government
of Canada

Gouvernement
du Canada

Regional Industrial
Expansion

Expansion industrielle
régionale

Canada 

Pub. No. 85020 - PM
I.D. 2519
April 2, 1986

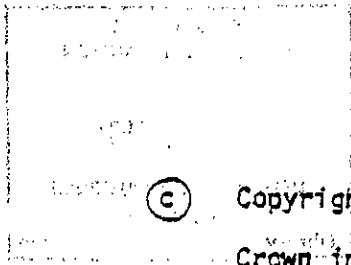
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SECTION I - INTRODUCTION

Scope of Analysis

This analysis of corn seed for sowing is based on a detailed examination of Revenue Canada customs import documents for the period January to December 1984.

The following Canadian International Trade Classification (C.I.T.C.) import commodity code was analyzed:

06127-10 Corn, Maize, Seed

Method

The data shown in this analysis were extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers and exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

Please note that dollar values shown are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts when applicable are also deducted from the selling price.

References

- (1) Customs Tariffs: Items 5500-01 and 5501-01
- (2) Canadian International Trade Classification
(Cat. #65-502E, Statistics Canada)
- (3) Imports by Commodities
(Cat. #65-007, Statistics Canada)
Commodity Code 06127-10

SECTION II - ANALYSIS AND OBSERVATIONS

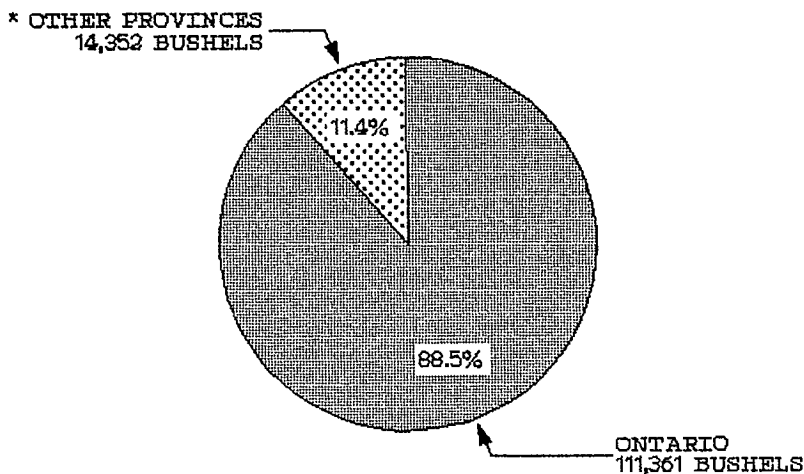
Analysis of Imports

Imports of corn seed for sowing during the period January to December 1984, as reported on documents examined, amounted to a total quantity of 125,713 bushels or 7,029,005 net pounds for a value of \$9,228,014 (selling price).

The United States was the major country of origin accounting for approximately 99 per cent of the total dollar value.

GRAPH I - REGION OF CLEARANCE

Ontario was the province through which most corn seed for sowing entered Canada, accounting for 89 per cent of the total quantity (bushels) and 90 per cent of the total dollar value. All other provinces accounted for 11 per cent of the total quantity (bushels) and 10 per cent of the total dollar value. (Graph I refers)



PERCENTAGE OF QUANTITY (BUSHELS) 100% = 125,713

* INCLUDES: NOVA SCOTIA, QUEBEC, MANITOBA,
SASKATCHEWAN, ALBERTA & BRITISH COLUMBIA

SUMMARY OF IMPORTS

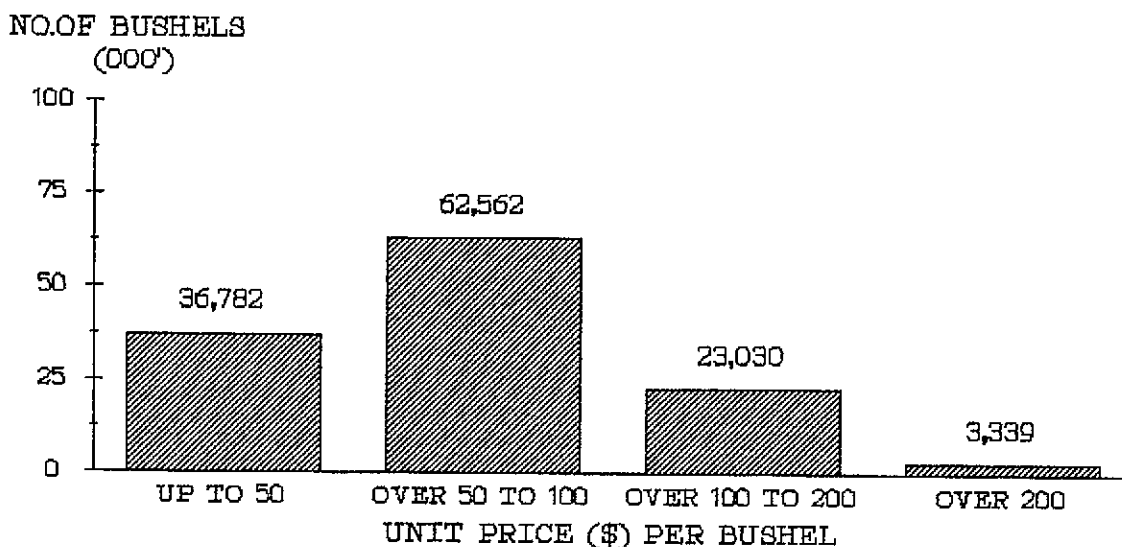
IMPORTS OF CORN SEED FOR SOWING BY UNIT PRICE

JANUARY TO DECEMBER 1984

Imports of corn seed for sowing during the period analyzed having a unit price of over \$50.00 to \$100.00 per bushel accounted for 50 per cent of the total quantity and 46 per cent of the total dollar value, as indicated in the following table.

<u>Unit Price</u> (<u>\$</u>)	<u>Quantity</u> (<u>Bushels</u>)	<u>% of</u> <u>Total</u>	<u>Value</u> (<u>\$</u>)	<u>% of</u> <u>Total</u>
Up to 50.00	36,782	29	1,248,547	14
Over 50.00 to 100.00	62,562	50	4,249,671	46
Over 100.00 to 200.00	23,030	18	2,888,437	31
Over 200.00	<u>3,339</u>	<u>3</u>	<u>841,359</u>	<u>9</u>
TOTAL	125,713	100	9,228,014	100

GRAPH II



PERCENTAGE OF QUANTITY (BUSHEL) 100% = 125,713

A further detailed breakdown by unit price and region of entry is shown in Table 1.

Market Overview

The commercial seed industry registered sales of around \$360 million in 1984 representing about 3 per cent of total farm operating expenses. It encompasses many different activities including research and breeding, multiplication, processing, distribution and retailing. Firms may be involved in one or several of these activities with one or more types of crops such as cereals, forages, corn, special crops and garden vegetable seeds. There are approximately 6,000 seed growers/sellers and 120 seed companies operating in Canada. With the exception of seed potatoes there is an unfavourable trade balance for seeds and other plant propagating materials which is in part due to Canadian climatic conditions. In 1984 exports were only \$29.6 million compared to \$57.2 million imports for all types of seed.

In the case of seed corn, the domestic market consists of two major elements. The largest is corn seed planted by farmers to produce field corn for animal feed or industrial purposes; the other is sweet corn planted by farmers, market gardeners and hobbyists for human consumption. Field corn production (particularly grain corn) has increased dramatically in Canada over the last ten years as a result of the development of short season varieties. In both 1984 and 1985 more than 1.5 million hectares of field corn were planted for both grain corn and silage purposes. Most of this planting occurs in southern Ontario and southern Quebec. Ontario, the major producing province, has an estimated 25,000 - 30,000 corn producers. Corn is purchased by these producers in bags normally holding 80,000 kernels each from local farm supply dealers or directly from seed companies involved in retail operations. Prices range widely depending upon the variety but can reach as much as \$100 a bag.

Domestic requirements for sweet corn seed must be imported since there is little production in Canada. It would probably be climatically feasible to produce some varieties of sweet corn seed in southwestern Ontario but some areas of the U.S. seem more ideally suited. The Canadian market is fairly geographically dispersed. Sweet corn seed is generally sold in the domestic market packaged in 1 kg., 2 kg., 10 kg. and 25 kg. units. Prices range widely from \$50 to \$140 for 10 kg. of sweet corn seed. Seed is sold by mail order companies and numerous local garden supply and consumer retail outlets across the country. Farmers producing sweet corn under contract for major food producers will frequently obtain their seed directly from those firms.

Total corn seed imports were valued at \$9.2 million in 1984. Subdivisions of foreign companies in Canada are significant participants in the domestic corn seed market. Due to plentiful supplies and current low North America prices for grain corn, no increases in production or imports can be expected in the near future.

Source - Food and Consumer Products Industries Branch
Department of Regional Industrial Expansion

SECTION III - RESULTS

Canadian Importers

Importers of corn seed for sowing during the period January to December 1984, as analyzed in this report are listed below in alphabetical order. A number of importers (144) were not included due to confidentiality restrictions.

<u>Name</u>	<u>Address</u>
AE McKenzie Co. Ltd.	Brandon, Manitoba
Agri Seed	Chatham, Ontario
Alberta Nurseries & Seeds	Bowden, Alberta
Asgrow Seed Co.	Bradford, Ontario
Backerfields Ltd.	Burnaby, British Columbia
Berryland Canning Co. Ltd.	Maple Ridge, British Columbia
Canadian Cannors Ltd.	Exeter, Ontario
Cardinal Seed Co. of (CA) Ltd.	Walkerton, Ontario
Centre Horticole J.B. Charbonneau Ltée	St-Rémi, Québec
Ciba Geigy Seeds Co.	Cottam, Ontario
Coast-Agrifertilizers Ltd.	Abbotsford, British Columbia
David Lord Ltd.	St. Jean, Québec
Dekalb (CA) Ltd.	Chatham, Ontario
Eastern Ontario Vegetable Growers	Trenton, Ontario
Empress Foods Ltd.	Vancouver, British Columbia
Erie James Ltd.	Leamington, Ontario
Ernest Carrière Inc.	St. Denis sur Richelieu, Québec
Essex Hybrid Seed Co.	Emeryville, Ontario
Ferguson Seeds	Essex, Ontario
First Line Seed Ltd.	Guelph, Ontario
Fraser Valley Frosted Foods	Chilliwack, British Columbia
Glenn Seed Ltd.	Blenheim, Ontario
Government of Saskatchewan	Regina, Saskatchewan
H. Dubois & Fils Ltée	St. Rémi, Québec
Halifax Seed Co. Ltd.	Halifax, Nova Scotia
Hardee Farms Int'l Ltd.	Lambeth, Ontario
Harris Seed (CA) Ltd.	Hamilton, Ontario
Harrison Foods Ltd.	Picton, Ontario
Hostess Foods Products Ltd.	Cambridge, Ontario
J.A. Ferland & Fils (1972) Ltée	Berthierville, Québec
John McInerney Holding Ltd.	Chatham, Ontario
Joseph Labonté & Fils Inc.	Longueuil, Québec
Ke-Pak Inc.	St. Amable, Québec
King Grain Ltd.	Chatham, Ontario
Laval Seeds Inc.	Laval, Québec
Les Semences Laval	Chomedey, Québec
Libby, McNeill & Libby (CA)	Wallaceburg, Ontario

Canadian Importers (Cont'd)

Lindenberg Seeds Ltd.	Brandon, Manitoba
Maple Leaf Mills Ltd.	Wallaceburg, Ontario
N.M. Rothwell Seeds Ltd.	Ajax, Ontario
Nacan Products Ltd.	Toronto, Ontario
	Collingwood, Ontario
Northrup King Seeds Ltd.	Cambridge, Ontario
Ontario Seed Co. Ltd.	Waterloo, Ontario
Oseco Inc.	Brampton, Ontario
Otto Pick Seed Co.	Richmond Hill, Ontario
Pag Seed/Cargill Grain Co. Ltd.	Princeton, Ontario
Pick Seed Otto Co.	Blenheim, Ontario
Pierre Foods Ltd.	St. Hyacinthe, Québec
Pillsbury/Green Giant of (CA) Ltd.	London, Ontario
	Tecumseh, Ontario
Pioneer Hi-Bred Ltd.	Chatham, Ontario
Produits Ronald Ltée	St. Damase, Québec
Renk Seed Co. of (CA) Ltd.	Blenheim, Ontario
Royal City Foods Ltd.	Burnaby, British Columbia
Semico Inc.	St. Hyacinthe, Québec
Snowcrest Packers Ltd.	Abbotsford, British Columbia
Solis Foods Inc.	Aylmer, Ontario
Speare Seeds Ltd.	Harriston, Ontario
Stokely Van Camp	Whitby, Ontario
Stokes Seeds Ltd.	St. Catharines, Ontario
Strathroy Foods Ltd.	Strathroy, Ontario
Sun Valley Seeds	Winkler, Manitoba
T & T Seeds	Winnipeg, Manitoba
Tregunno Seeds Ltd.	Hamilton, Ontario
United Co-op of Ontario	Mississauga, Ontario
W. Osborne Int'l Seed Co.	Abbotsford, British Columbia
W.G. Thompson & Sons Ltd.	Blenheim, Ontario
W.H. Perron & Co. Inc.	Laval (Chomedey), Québec

Foreign Exporters to Canada

Exporters to Canada of corn seed for sowing as analyzed in this report are listed below in descending order of dollar value. Only those exporters having a total dollar value of \$25,000 and over are listed. These exporters accounted for 98 per cent of the total dollar value (selling price) of imports.

<u>Name</u>	<u>Address</u>	
Jacques Seed Co.	Prescott, WI	United States
Asgrow Seed Co.	Desmoines, IO	United States
Rogers Bros. Seed Co.	Idsho Falls, IO	United States
Crookham Co.	Caldwell, IO	United States
Northrup King Co.	Minneapolis, MN	United States
Pioneer Hi-Bred Int'l Inc.	Reinbeck, IO	United States
	Tipton, IN	United States
Payco Seed Inc.	Dassel, MN	United States
Dekalb-Pfizer Genetics	Dekalb, IL	United States
Pillsburg/Green Giant Co.	Minneapolis, MN	United States
Holden's Foundation Seed Inc.	Williamsburg, IO	United States
Robson Seed Farms Corp.	Hall, N.Y.	United States
Illinois Found Seed Ind.	Champaign, IL	United States
Top Farm Hybrids Inc.	Cokato, MN	United States
Agrigenetics Corp.	Eden Prairie, MN	United States
Custom Farm Seed-Div. of Nat. Starch & Chem. Corp.	Momence, IL	United States
Clyde Black and Son Inc.	Ames, IO	United States
Joseph Harris Co. Inc.	Rochester, NY	United States
Renk Int'l Ltd.	Sunprairie, WI	United States
Sica LG Services	Chappes	France
Pay Master Seed Co.	Belmond, IO	United States
Mike Brayton Seed Inc.	Ames, IO	United States
PAG Seeds/Cargill Inc.	Aurora, IL	United States
Del Monte Corp.	San Francisco, CA	United States
Société Limagrain	Gerzat	France
Musser Seed Co. Inc.	Caldwell, IO	United States
Sommer Bros. Seed Co.	Pekin, IL	United States
Seedway Inc.	Hall, NY	United States
Bo-Jac Hybrid Corn Co.	Mt. Pulaski, IL	United States
Crows Hybrid Corn Co.	Millford, IL	United States
Funk Seed Int.	Bloomington, IL	United States
Lando' Lakes Inc.	Fort Dodge, IO	United States
Agway Inc. Seed Div.	Elizabethtown, PA	United States
Ferry-Morse Seed Co.	Orchard Park, NY	United States

TABLE 1

IMPORTS OF CORN SEED FOR SOWING - BY UNIT PRICE AND REGION OF ENTRY

JANUARY TO DECEMBER 1984

Unit Price Per Bushel (\$)	Quantity			Value (\$)	Region of Entry	
	Bags (No.)	Bushels (No.)	Lbs. (Net)		Ontario (Bushels)	Other (1) (No.)
Under 15.00	2,334	2,077	116,299	20,322	113	1,964
Over 20.00 to 30.00	14,195	13,182	730,797	323,875	9,746	3,436
Over 30.00 to 40.00	6,238	5,621	311,885	209,046	5,621	-
Over 40.00 to 50.00	17,560	15,902	886,830	695,304	13,670	2,232
Over 50.00 to 60.00	26,047	23,058	1,287,030	1,270,046	22,686	372
Over 60.00 to 70.00	21,450	18,625	1,037,260	1,194,741	18,451	174
Over 70.00 to 80.00	6,043	5,000	279,774	374,998	4,050	950
Over 80.00 to 90.00	14,691	11,185	626,343	954,013	11,018	167
Over 90.00 to 100.00	6,369	4,694	272,213	455,873	4,542	152
Over 100.00 to 110.00	5,286	3,902	218,104	410,130	3,343	559
Over 110.00 to 120.00	7,862	7,114	397,810	813,471	6,194	920
Over 120.00 to 130.00	4,326	4,450	248,645	554,470	3,267	1,183
Over 130.00 to 140.00	3,090	3,180	178,092	422,615	1,743	1,437
Over 140.00 to 150.00	2,246	2,684	150,250	391,105	2,439	245
Over 150.00 to 160.00	438	317	17,701	48,843	224	93
Over 160.00 to 170.00	398	299	16,663	49,393	154	145
Over 170.00 to 180.00	323	299	16,764	52,513	90	209
Over 180.00 to 200.00	618	785	43,952	145,897	712	73
Over 200.00 to 210.00	117	116	6,474	24,137	94	22
Over 210.00 to 220.00	750	726	40,626	155,757	716	10
Over 220.00 to 240.00	742	516	34,544	120,975	*	*
Over 240.00 to 260.00	1,344	1,078	60,407	272,904	*	*
Over 260.00 to 300.00	597	521	29,161	147,397	*	*
Over 300.00 to 320.00	440	382	21,381	120,189	*	*
Total	143,504	125,713	7,029,005	9,228,014	111,361	14,352

(1) Includes: Nova Scotia, Quebec, Manitoba, Saskatchewan, Alberta and British Columbia

* Confidential - Included in Total

TABLE 2

IMPORTS OF CORN SEED FOR SOWING - IMPORT MARKET CONCENTRATION

JANUARY TO DECEMBER 1984

The top ten importers of corn seed for sowing accounted for 68 per cent of the total quantity of bushels and 67 per cent of the total dollar value. All ten importers are shown in the alphabetical listing of importers on page 7.

<u>Quantity</u> Bushels (No.)	<u>MARKET SHARES</u>		
	<u>Top 3</u> <u>Importers</u>	<u>Top 6</u> <u>Importers</u>	<u>Top 10</u> <u>Importers</u>
	(- % of Total Quantity -)		
125,713	33	57	68
<u>Value</u> (\$)	(- % of Total Value -)		
9,228,014	35	54	67

Canadian and Foreign Tariffs

Canada

Corn seed for sowing included in this analysis was dutiable under the following most commonly applied tariff items.

<u>Tariff Item</u>	<u>Description</u>	<u>British Preferential Tariff</u>	<u>U.K. & Ireland</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>
5500-01	Indian corn - per bushel	Free	8 cts.	8 cts.	20 cts.	-
5501-01	Yellow dent corn - per bushel	Free	5 cts.	6.1 cts	20 cts.	-

Tariff Arrangements and Foreign Countries of Export:

Most Favoured Nation: France and United States

Tariff items and rates of duty are subject to change and need to be verified by direct reference to:

Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario
K1A 0L5
Tel: (613) 996-9474

Foreign Countries

Inquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

Trade Information Centre
International Bureaux
External Affairs Canada
Ottawa, Ontario
K1A 0G2
Tel: (613) 993-6435

