



56 Sparks Street
Suite 300
Ottawa, ON, Canada
K1P 5A9

Tel: (613)233-3925
Fax: (613)233-7860
E-Mail: tfoc@tfoc.ca

INFORMATION SOURCING

- A. Canadian Importer Listings**
- B. Canadian Exporter/Manufacturer Listing**
- C. Tariff Information**
- D. Quotas**
- E. Trade Agreements**
- F. Trade Show Information**
- G. Canada-International Trade Statistic Research**
- H. Labelling Information**
- I. BARCODES**

A. Canadian Importer Listings

Direct Link:

strategis.ic.gc.ca/cgi-bin/sc_mrkti/cid/cid_e.cgi?func=start_search&search_type=by_product

OR Follow these steps:

1. On the internet, go to, www.canadainternational.gc.ca
2. Click: “Doing Business with Canada”
3. Scroll down and Click: “Selling to Canada”
4. Click “Canadian Importer Database”
5. Click: “Search by Product”
6. Conduct search using the product name or HS Code.

Note: This database provides only limited contact information (Company Name, City, and Postal Code). To find more information, copy the company names to search engines such as:

www.google.ca and www.mamma.com.

B. Canadian Exporter/Manufacturer Listings

Note: Depending on the type of product that the company wishes to export to company, it is often useful to source Canadian manufacturers that utilize these products in their production process (e.g. castings used for machinery) or as ingredients towards their finished products (e.g. guar gum for gum products).

Direct Link: strategis.ic.gc.ca/sc_coinf/ccc/engdoc/basicSearch.html

OR Follow these steps:

1. On the internet, go to, www.canadainternational.gc.ca
2. Click: “Doing Business with Canada”
3. Scroll down and Click: “Buying from Canada”
4. Click “Canadian Company Capabilities”
5. Fill in the blank space with the products that match yours (e.g. gum, machinery etc.) and click “Search”
6. Click on “Complete Profile” below company name in order to view full details about that company.

Other Canadian Manufacturing/Exporting Links:

- www.exportsource.ca
- www.edc.ca
- www.infoexport.gc.ca
- www.ttes.ic.gc.ca
- www.canadaexport.gc.ca
- www.export.ca

C. Tariff Information

Direct Link:

<http://www.cbsa-asfc.gc.ca/general/publications/tariff2004/tablewithamendments-e.html#table>

OR Follow these steps:

- 1) On internet, go to: www.cbsa-asfc.gc.ca (Canada Border Services Agency - CBSA)
- 2) Click: "Importing" (On left)
- 3) Click: "Technical Documents" (Scroll down the page)
- 4) Click "Customs Tariff"
- 5) Click: "Most recent Customs Tariff"
- 6) Scroll down the page to the products required.
- 7) View the tariff treatment (Note: to see where your country fits in, review the Code list at: <http://www.cbsa-asfc.gc.ca/general/publications/tariff2004/2004loc-e.pdf>).

D. Quotas

Direct Link:

www.dfait-maeci.gc.ca/eicb/menu-en.asp

Quotas still exist for some products. To identify the quota arrangement for your country of inquiry, proceed as follows:

1. On the internet, go to, www.canadainternational.gc.ca
2. Click: "Doing Business with Canada"
3. Scroll down and Click: "Selling to Canada"
4. Scroll down and click "Export & Import Controls Bureau"
5. Click on "**Textiles**" to the left (or other pertinent sector)
6. Scroll down to "2003 Restraint Utilization by country - Daily" and click on TXT Format (or PDF if preferred)
7. Scroll down to the country of inquiry and view.

E. Trade Agreements

Direct link:

www.canadainternational.gc.ca/view-en.asp?Grp=0003006D007D&ID=125&act=2&tbID=2

OR Follow these steps:

1. On the internet, go to: www.canadainternational.gc.ca
2. Scroll down and click on "Canada and the World"
3. Scroll down and click on "World Economy"
4. Click on: "Trade Negotiations and Agreements"
5. Scroll to Link related to your country/region.

F. Trade Show Information

Note: Trade Shows for various products/industries can be a great way to find useful market information and contacts. To locate websites for particular sector Events, go to one or all of the following:

- TSNN.COM (Trade Show News Network)
- FITA: www.fita.org/tshows.html
- Global Sources Trade Show Center - Information on Worldwide Events
www.globalsources.com/TRADESHW/TRDSHFRM.HTM

G. Canada-International Trade Statistic Research

I) Exports: To Canada

Direct Link: www.strategis.ic.gc.ca/sc_mrkti/tdst/engdoc/tr_homep.html

OR Follow these steps:

1. On the internet, go to www.strategis.gc.ca
2. Click on “Economic Analysis, Statistics”
3. Scroll down and Click on: “Trade data On-Line”
4. Click on “Canadian & US Trade by Product”
 - i. Under “Trade Type” select “Total Imports”;
 - ii. Under “Trading Partner” select your country of interest;
 - iii. Under “Product Search” select “Keyword Search”
 - a. In Key word space enter product or HS Code and click “Search”
 - b. If the product or sub product that you want is found click “Add Codes to selection List”. Keep adding as many codes (products) as you want via the last steps. When finished (i.e. complete list) click “Return to Main Panel”
5. Fill “Show Individually” hole to left
6. Click “Run Report”

II) Exports: From Canada

Same as I) except i) select “Total Exports”

H. Labelling Information

For information on Labelling, visit these sites

- <http://cb-bc.gc.ca/epic/internet/incb-bc.nsf/vwGeneratedInterE/cp01035e.html> (Labelling Assessment Tools)
 - <http://cb-bc.gc.ca/epic/internet/incb-bc.nsf/vwGeneratedInterE/cp01053e.html>

Consumer Packaging and Labelling Act
Laws.justice.gc.ca/en/c-38/index.html

Guide to Food Labelling and Advertising
<http://www.inspection.gc.ca/english/bureau/labeti/guide/guidee.shtml>

I. Bar Codes

Canada uses **UPC** (Universal Product Code UPN = Universal Product Number)

- **Electronic Commerce Council of Canada**
Room 301, 885 Don Mills Road, Don Mills, Ontario, M3C 1V9
Telephone: (416) 510- 8039
www.eccc.org
- www.cbsc.org/alberta/search/display.cfm?Code=2951&coll=FE_FEDSBIS_E