

# A Guide to Internet Resources for B.C. Agri-food and Seafood Businesses

## 2006





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**NOTES**

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## INTRODUCTION



The Marketing and Trade Officers at the British Columbia Regional Office of Agriculture and Agri-Food Canada (AAFC) assists B.C. agri-food, fish and seafood companies that are interested in exporting their products internationally. This collection of web sites was compiled by them to provide companies, associations and groups with the resources to determine their export status and preparedness and help them develop individual exporting plans. For ease of use, the web sites are organized into six categories and each listing includes a brief description of the information or services offered.

Begin your journey with the **Market Intelligence** sites to obtain valuable information on markets abroad. After exploring the first category, use the **Market Preparation** listings to assist you in developing your company's connection in a chosen market. The **Export Guides** section will help you begin your export planning and includes the steps, processes and considerations involved in exporting your agri-food, fish or seafood products. Listings in the **Financial Services** section provide information on the financial services and support available.

To prepare your company for exporting, the **Education and Training** section lists the sites of organizations and institutions that offer export education and training programs. Check the **Customs and Tariff Information** section for international tariff information and customs regulations.

The electronic version of this publication can be found on the AAFC Agri-Food Trade Service's B.C. Regional Office web site at [http://www.ats.agr.gc.ca/region/british\\_columbia\\_e.htm](http://www.ats.agr.gc.ca/region/british_columbia_e.htm). Agriculture and Agri-Food Canada welcomes any feedback and comments on this publication. Please send your suggestions to [atsbc@agr.gc.ca](mailto:atsbc@agr.gc.ca) or call 604-666-6344.



## CUSTOMS AND TARIFF INFORMATION

### Canada Border Services Agency

The Canada Border Services Agency site provides important information for companies doing business across the Canada/U.S. border.  
<http://www.cbsa-asfc.gc.ca/menu-e.html>

### Canada Business Service Centres

Search the Business Information System (BIS) database for business-related programs, services and selected regulations of the Government of Canada.  
<http://canadabusiness.gc.ca/goll/cbec/site.nsf/en/index.html>

### Export and Import Controls Bureau – International Trade Canada

The Export and Import Controls Bureau (EICB) is responsible for administering the Export and Import Permits Act (EIPA). The EICB site contains export and import information on restricted commodities.  
<http://www.dfait-maeci.gc.ca/~eicb/>

### Harmonized Tariff Schedule – U.S. International Trade Commission

This site contains tariff schedules related to exports entering the U.S.  
<http://www.usitc.gov/tata/hts/bychapter/index.htm>

### The Integrated Tariff of the Community (TARIC) Trade Negotiations and Agreements

TARIC contains a catalogue of tariff schedules in 11 official languages related to products entering the European Union.  
[http://europa.eu.int/comm/taxation\\_customs/dds/en/tarhome.htm](http://europa.eu.int/comm/taxation_customs/dds/en/tarhome.htm)

### Trade Negotiations and Agreements

This site contains information on existing and developing trade agreements. These include the World Trade Organization (WTO), North American Free Trade Agreement (NAFTA), Free Trade Area of the Americas (FTAA) and other regional and bilateral agreements  
<http://www.dfait-maeci.gc.ca/tna-nac/menu-en.asp>



Although every effort has been made to ensure that the information in this publication is correct, Agriculture and Agri-Food Canada assumes no responsibility for its accuracy, reliability or for any decisions arising from the information contained herein.



## EDUCATION AND TRAINING

### Canada Export Centre

The Canada Export Centre hosts regularly scheduled and special events to augment the skills and knowledge of Canadian exporters.  
<http://www.canadaexportcentre.com>

### Forum for International Trade Training

The Forum for International Trade Training (FITT) is a national, not-for-profit, professional organization, founded by industry and government to develop international trade training programs and services, establish country-wide standards and certification, and generally ensure continuing professional development in the practice of international trade.  
<http://www.fitt.ca>

### Small Business BC

Small Business BC's web site contains an online business workshop, links to web sites for small businesses and dates to upcoming seminars that are helpful for businesses that are looking to export worldwide.  
<http://www.smallbusinessbc.ca>

### Vancouver Board of Trade

The Vancouver Board of Trade is a business association that offers seminars, workshops and events that will help your company grow and prosper in the global economy.  
<http://www.boardoftrade.com/index.asp>



## MARKET INTELLIGENCE

### Agri-Food Trade Service – Agriculture and Agri-Food Canada

The Agri-Food Trade Service (ATS) web site is Agriculture and Agri-Food Canada's electronic service that provides international trade and market information for Canadian agri-food, fish and seafood exporters.  
<http://www.ats.agr.gc.ca>

### British Columbia Regional Office – Agri-Food Trade Service – Agriculture and Agri-Food Canada

Contact the British Columbia Regional Office to receive the Agri-Food Trade Service (ATS) Bulletin, a monthly source of timely market information and trade events. Also included on the web site: *Export Information for B.C. Agri-food and Seafood Businesses*; and *The International Business Etiquette Internet Sourcebook*.  
[http://www.ats.agr.gc.ca/region/british\\_columbia\\_e.htm](http://www.ats.agr.gc.ca/region/british_columbia_e.htm)

### British Columbia and Yukon Trade Events Calendar

This site contains a directory of events and shows taking place in British Columbia and the Yukon.  
<http://www.bctradeevents.com>

### Trade Events

The Agri-Food Trade Service contains a listing of trade events in Canada and around the world.  
<http://www.ats.agr.gc.ca/events/events-e.htm>

### Austrade: The Australian Trade Commission

The Australian Trade Commission (Austrade) contains useful market intelligence on international markets.  
<http://www.austrade.gov.au/>

### Canadian Trade Commissioner Service

The Canadian Trade Commissioner web site houses a large number of market reports organized by country and sector. The site is designed to help Canadian companies assess their export potential and identify key foreign contacts such as buyers and distributors. The site also provides market intelligence and advice on accessing foreign markets.  
<http://www.infoexport.gc.ca>

### Exportsource.ca – Team Canada Inc

Team Canada Inc provides informative market research such as sector and market reports, trade leads and trade statistics.  
<http://exportsource.gc.ca>

**International Maximum Residue Limit Database**

Exporters must ensure the products they are exporting meet the regulatory requirements for pesticide limits in their target markets. Website: <http://www.mrldatabase.com>. For information on the U.S. Label and Tolerance Databases, please visit: <http://cru66.cahe.wsu.edu/LabelTolerance.html>

**International Trade Data Network**

The International Trade Data Network (ITDN) provides easy access to comprehensive country, industry and market reports. <http://www.itdn.net>

**Market Report Guide**

The US government provides a step-by-step approach on how to evaluate the potential of export markets. <http://www.export.gov/marketresearch.html>

**Trade Data Online – Industry Canada**

Trade Data Online generates customized reports on Canadian and U.S. trade with more than 200 countries. Searches can be conducted for Canada and U.S. trade by product or Canadian trade by industry. [http://strategis.ic.gc.ca/sc\\_mrkti/tdst/engdoc/tr\\_homep.html](http://strategis.ic.gc.ca/sc_mrkti/tdst/engdoc/tr_homep.html)

**Trade Topics – World Trade Organization**

The World Trade Organization (WTO) Trade Topics site contains information on activities such as trade agreements and negotiations as they relate to goods, services, intellectual property and other topics. [http://www.wto.org/english/tratop\\_e/tratop\\_e.htm](http://www.wto.org/english/tratop_e/tratop_e.htm)

**U.S. Census Bureau – U.S. Department of Commerce**

The U.S. Census Bureau contains statistical information on people, business, geography and agriculture. <http://www.census.gov/>

**U.S. Department of Agriculture – Foreign Agricultural Service**

The Foreign Agricultural Service provides useful information and market reports on international markets. <http://www.fas.usda.gov>

**U.S. FDA Bioterrorism Act Information - U.S. Food and Drug Administration**

The U.S. Food and Drug Administration (USFDA) has issued regulations to protect the U.S. food and feed supply. [http://www.ats.agr.gc.ca/us/bioterrorism\\_e.htm](http://www.ats.agr.gc.ca/us/bioterrorism_e.htm)

**World Agricultural Information Centre (WAICENT) – Food and Agriculture Organization of the United Nations (FAO)**

World Agricultural Information Centre contains publications, statistical databases and multimedia resources on agriculture. <http://www.fao.org/waicent/>

**Exportsource.ca – Team Canada**

Team Canada provides helpful information on export financing that includes links to international agencies and federal financing programs. <http://www.exportsource.gc.ca>

**Industrial Research Assistance Program – National Research Council**

This program helps small and medium-sized companies with technical advice and information, contacts, sources of expertise or technology, literature or patent searches, and provides financial support for research and development on a cost-shared basis. [http://irap-pari.nrc-cnrc.gc.ca/main\\_e.html](http://irap-pari.nrc-cnrc.gc.ca/main_e.html)

**Scientific Research and Experimental Development Tax Incentive Program (SR&ED) – Canada Revenue Agency**

This program is designed to encourage Canadian businesses of all sizes and in all sectors (including horticulture, agriculture and agri-food industries) to do scientific research and experimental development that will lead to new or improved technologically advanced products or processes. <http://www.cra-adrc.gc.ca/taxcredit/sred/menu-e.html>

**Small Business BC**

Small Business BC can help you explore your financing options with an online business workshop, links to web sites for small businesses and an overview of government financing. <http://www.smallbusinessbc.ca>

**Sources of Financing – Industry Canada**

Industry Canada presents an extensive directory of Canadian financial providers. This site includes information on different types of financing, financial providers and tips to help you secure financing. [http://strategis.ic.gc.ca/sc\\_mangb/sources/engdoc/homepage.html](http://strategis.ic.gc.ca/sc_mangb/sources/engdoc/homepage.html)



## FINANCIAL SERVICES



### Angel Forum

Each spring and fall, the Angel Forum provides technology, service and manufacturing companies the opportunity to showcase their products and services to private investors.

<http://www.angelforum.org/>

### Business Development Bank of Canada

The Business Development Bank of Canada (BDC) offers export-specific solutions to help Canadian entrepreneurs boost sales and compete successfully in international trade.

<http://www.bdc.ca>

### Canadian Commercial Corporation (CCC)

The Canadian Commercial Corporation is a Crown Corporation mandated to facilitate international trade, particularly in government markets.

<http://www.ccc.ca>

### Commercial Finance Online

Commercial Finance Online is a database of more than 14,000 debt and equity financing companies worldwide.

<http://www.cfol.com>

### Currency Converter

Currency services for the business traveller that includes an online currency converter.

<http://www.xe.net>

### Equifax

Equifax members have access to financial tools to help manage risk.

<http://www.equifax.com>

### Export Development Canada

Export Development Canada is a Canadian financial institution that offers a variety of trade financial services that includes insurance and financing and offers future exporters the tools to assess their export-readiness.

<http://www.edc.ca>



## MARKET PREPARATION

### Agri-Food Trade Service – Agriculture and Agri-Food Canada

The Agri-Food Trade Service (ATS) web site is Agriculture and Agri-Food Canada's electronic service that provides international trade and market information to prepare Canadian agri-food, fish and seafood companies for export.

<http://www.ats.agr.gc.ca>

### Canada's Food and Beverage Industry in the European Union – Agriculture and Agri-Food Canada

The Agriculture and Agri-Food Canada in the European Union site contains market information on the European Union, newsletters that include a listing of opportunities for Canadian suppliers, a registry of European Union importers of Canadian agri-food products and a registry of Canadian exporters of agri-food products to the EU.

[http://www.ats.agr.gc.ca/eu/home\\_e.htm](http://www.ats.agr.gc.ca/eu/home_e.htm)

### CanadaEuropa

This site explores Canada's relations with the 53 countries of *Europa*. It includes current country statistics and profiles, advice about travel and trade, information about Canada's relations with each country, recent news and useful links.

<http://www.dfait-maeci.gc.ca/canadaeuropa/menu-en.asp>

### CanadExport Online

CanadExport Online is the International Trade Canada's trade and investment publication. This site provides valuable trade information on specific countries including the agriculture industry.

<http://webapps.dfait-maeci.gc.ca/canadexport>

### Canadian Food Inspection Agency (CFIA)

The Canadian Food Inspection Agency delivers all federal inspection services related to food; animal health; and plant protection. This site provides detailed information on biotechnology and science, imports and export, inspection manuals, labelling, and codes of practice. Guide to Food Labelling: <http://www.inspection.gc.ca/english/fssa/labeti/guide/toce.shtml>

General Website: <http://www.inspection.gc.ca/english/toce.shtml>

### Canadian Trade Commissioner Service

The Canadian Trade Commissioner Service site houses contact information for Canadian Embassies, Consulates and High Commissions in more than 140 cities throughout the world.

<http://www.infoexport.gc.ca/ie-en/EServices.jsp>

### Embassies and Consulates – International Trade Canada

This site lists Canadian Embassies and Consulates located around the world. This is a valuable tool for establishing contacts in target export markets.

<http://www.dfait-maeci.gc.ca/world/embassies/menu-en.asp>

**Eurostat: The Statistical Office of the European Union**

This site provides statistics by sector and structural indicators as well as information and reports.

<http://www.europa.eu.int/comm/eurostat/>

**Export your Services: Take a World View – Industry Canada**

Use the Subjects and Strategis Guides section to lead yourself through topics such as market entry strategies, direct and indirect exports, and entering a market through partnership and alliances.

<http://strategis.ic.gc.ca/engdoc/main.html>

**InfoBasket – British Columbia Ministry of Agriculture and Lands**

InfoBasket is the British Columbia Ministry of Agriculture and Lands' e-service portal that contains links to information related to exporting as well as information on various sectors.

<http://www.infobasket.gov.bc.ca/portal/server.pt?>

**InfoExport – Virtual Trade Commissioner**

Formerly WIN Export, the database of the Trade Commissioner Service is now integrated with the InfoExport web site. It provides data, information and services for various sectors and markets.

<http://www.infoexport.gc.ca>

**International Business Opportunities Centre - International Trade Canada**

The International Business Opportunities Centre provides Canadian companies with up-to-date export opportunities by email on a subscription basis.

<http://www.iboc.gc.ca>

**NuDeal Trade Leads**

Formerly the British Columbia Trade Network, NuDeal Trade Leads is designed to help you list and find quality trade leads.

<http://www.nudeal.com>

**Registry of Hong Kong Importers, Distributors and Wholesalers of Agri-food, Fish and Seafood – Agriculture and Agri-Food Canada**

This database allows you to search for importers, distributors and wholesalers in Hong Kong.

<http://www2.agr.ca/hongkong/search-e.asp>

**Trade Data Online – Industry Canada**

Search Canada and U.S. trade by product or Canadian trade by industry using the latest data available from Statistics Canada and the U.S. Census Bureau.

[http://strategis.ic.gc.ca/sc\\_mrkt/tdst/engdoc/tr\\_homep.html](http://strategis.ic.gc.ca/sc_mrkt/tdst/engdoc/tr_homep.html)

**U. S. Food and Drug Administration (FDA)**

The U. S. Food and Drug Administration site provides information on enforcement activities, products regulated by the FDA, major initiatives/activities, and as well as useful FDA publications (such as the Food Labeling Guide: <http://www.cfsan.fda.gov/label.html>). General website: <http://www.fda.gov/>



## EXPORT GUIDES

**Business Development Bank of Canada**

The Business Development Bank of Canada offers articles of interest on important export topics such as success factors, financing, logistics, laws and regulations. <http://www.bdc.ca>

**Canadian International Freight Forwarders Association**

The CIFFA is a membership-based association of freight forwarders that uses standardized conditions for shipping and trading goods. <http://www.ciffa.com>

**Exporting Goods from Canada, A Handy Customs Guide for Exporters****– Canada Border Services Agency**

This publication is a useful guide to documentation and reporting requirements for exports to the U.S. and other countries.

<http://www.cbsa-asfc.gc.ca/E/pub/cp/rc4116/>

**Exporting to the United States Guide**

Whether you're an aspiring, new or established exporter to the United States, this guide will provide you with practical information that will make your export business to the U.S. easier to start, maintain, and expand.

<http://exportsource.ca/gol/exportsource/site.nsf/en/es02631.html>

**Exportsource.ca – Team Canada Inc**

Through [Exportsource.ca](http://Exportsource.ca), Team Canada Inc provides helpful information on preparing to export to international markets that includes a *Step-by-Step Guide to Exporting*, an *Interactive Export Planner* and an *Export Diagnostic* to assess your export-readiness. <http://www.exportsource.gc.ca>

**International Trade Canada**

International Trade Canada's web site provides information on foreign policy, international trade and travel assistance for many countries and regions.

<http://www.dfait-maeci.gc.ca>

**Small Business BC**

Small Business BC offers information on exporting and provides helpful links to online resources such as an Interactive Export Planner and One-on-One Coaching. <http://www.smallbusinessbc.ca>

**Strategis – Industry Canada**

This site offers businesses information on trade and investment and a Strategis guide to exporting, a valuable resource when preparing to export. <http://strategis.gc.ca>

**Western Economic Diversification Canada**

Western Economic Diversification Canada (WD) provides a listing of export services and resources for small businesses. [http://www.wd.gc.ca/export/default\\_e.asp](http://www.wd.gc.ca/export/default_e.asp)