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**ALBERTA'S NON-NAFTA HEMISPHERIC
TARIFF REDUCTION AND ELIMINATION PRIORITIES**

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INTRODUCTION

The member states of the Organization of American States (OAS) will convene in Quebec City from April 20-22, 2001 for the *Summit of the Americas*. One of the priorities for this meeting is to begin negotiating the *Free Trade Area of the Americas (FTAA)* which is described as “the centre-piece of efforts to advance prosperity in the Hemisphere through economic growth and development”.¹

Alberta seeks to promote trade liberalization within the hemisphere, particularly with its largest trading partners and where tariffs are most restrictive. In an effort to assist in the identification of these priorities, this report has been compiled. It summarizes Alberta’s export relationships with the members of the Organization of American States¹ less the United States and Mexico. Cuba, although not an OAS member, is included because it belongs to the World Trade Organization and, relative to the hemisphere, is a strong importer of Alberta goods.

FORMAT & METHODOLOGY

A) TIME PERIOD

The export trade data used for this report covers the first nine months (September to January) of 2000. This period was chosen because only third quarter data was available for 2000 at the time this report was written.

B) CATEGORIZATION OF PRODUCTS

The Harmonized Tariff Coding System (“HS Code”), used to categorize the goods, are grouped first into two digit chapters and then into more specific categories at the six digit level. The data was derived from the “World Trade Atlas System”.

C) SIGNIFICANT EXPORT ITEMS

For the purposes of this study only significant export items are considered. This means that a country is importing at least **\$375,000** (Canadian Dollars) of an Alberta product at the six-digit level in the nine-month period of January – September 2000.² The report provides tabular details on each HS Chapter relevant to this trade group and the bound tariff rates that Alberta exports face in each country. The value of Alberta’s exports to each of these countries for 2000 (January to September) is also provided. The data was derived from the “World Trade Atlas System”. Please note that all monetary figures are in Canadian Dollars.

1 www.americascanada.org

2 These countries include: Antigua & Barbuda, Argentina, Bahamas, Barbados, Belize, Bolivia, Brazil, Canada, Chile, Columbia, Costa Rica, Dominican Republic, Dominica, Ecuador, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Nicaragua, Panama, Paraguay, Peru, St. Kitts & Nevis, Saint Lucia, St. Vincent & the Grenadines, Suriname, Trinidad & Tobago, United States, Uruguay, and Venezuela.

2 At the time of this report’s writing, only nine months of data (January-September) were available for 2000, therefore the annual significant export level hurdle rate of %\$500,00 was pro-rated to \$375,000.

D) BOUND TARIFF RATES

The report presents significant export products for each 6-digit code and by country. Accompanying this information, as available, is the figure for the bound tariff rate. The "bound rate" refers to the maximum tariff that can be imposed as a result of the concessions made during the Uruguay Round. The bound rates come from the World Trade Organization in a CD called "The Results of the Uruguay Round". Chile is an exception as some goods fall under specific tariff reduction categories of the Canada-Chile Free Trade Agreement. (See Section 3).

E) COUNTRIES INCLUDED IN THE STUDY

This study considered Alberta exports to thirty-two countries. The countries are the members of the Organization of the American States less the United States and Mexico. Cuba, not a member of the OAS, was included in this study. All countries examined are members of the World Trade Organization except for Bahamas and Grenada.

REGIONAL & BILATERAL TRADE AGREEMENTS RELEVANT TO THIS STUDY

A) CHILE-CANADA FREE TRADE AGREEMENT (CCFTA)

Based on the CCFTA, certain categories of goods are scheduled for accelerated tariff reduction and removal. Based on the schedule available through the Department of Foreign Affairs and International Trade, over 100 products at the 6-digit level have been allocated a specific category for tariff reduction. There are 16 different categories in Chile's schedule for tariff reduction and elimination (A+, A*, AB, E, B-, B, B+, F, BC, C-, C, C*, C-15, C-16, C-18, Y). Only four were relevant to Chile's significant imports and are described below. However, not all of the products imported at a significant level by Chile appeared in this schedule. In such cases, the bound rates from the Uruguay Round were used.

Table 1: Tariff Reduction Legend: Chile-Canada Free Trade Agreement

Tariff Category	Alberta Export to Chile (\$375,000 minimum from Jan-Sept.2000)	Tariff Removal Schedule
B+	Polyethylene (390110) Polymers of Ethylene (390190) Polyethylene Sheets, Film (392010)	Eliminated over 6 years 8.0% at entry to CCFTA 8.0% January 1, 1998 6.0% January 1, 1999 4.0% January 1, 2000 2.0% January 1, 2001 0% January 1, 2002
B	Bovine Livers/Offal, Frozen (020622) Durum Wheat (100110) Sulfur of all Kinds (250300)	Eliminated over 6 years 8.0% at entry to CCFTA 6.5% January 1, 1998 5.0% January 1, 1999 3.5% January 1, 2000 2.0% January 1, 2001 0% January 1, 2002
B-	Bituminous Coal (270112)	Eliminated over 6 years 5.5% at entry to CCFTA 4.4% January 1, 1998 3.3% January 1, 1999 2.2% January 1, 2000 1.1% January 1, 2001 0% January 1, 2002
C-18	Wheat, Nes, Meslin (100190)	The goods in the tariff headings in this category will be duty free as of January 1, 2014. The tariff reductions in this list will be reviewed prior to January 1, 2004

B) CANADA-CENTRAL AMERICA FOUR (EL SALVADOR, GUATEMALA, HONDURAS, NICARAGUA) FREE TRADE AGREEMENT (IN NEGOTIATION)

At the Canada-Central America Summit in Guatemala on September 28, 2000, Canada agreed to a request by the leaders of the Central American countries of El Salvador, Guatemala, Honduras and Nicaragua to begin free trade negotiations. On January 9, 2001, International Trade Minister Pierre Pettigrew announced that the Government would embark on a broad and comprehensive consultation process to define the scope of such an initiative with the Canadian public, the provinces and territories, businesses and NGOs.

Based on the parameters of this study, Guatemala was Alberta's sixth largest export market, with seven products at the significant export level. El Salvador, Honduras, and Nicaragua had no imports at the significant level.

Table 2: Alberta Exports to Guatemala, El Salvador, Nicaragua, and Honduras

Country	Total AB Imports (Jan-Sept 1998)	Total AB Imports (Jan-Sept 1999)	Total AB Imports (Jan-Sept 2000)	Top AB Import Categories & Amount
Guatemala	\$19.497 million	\$21.157 million	\$32.3417 million	Meslin Wheat (\$13.645 million) Electric Parts (\$11.859 million) Transmission App. (\$1.488 million) Canola Oil (\$1.335 million) Malt, Not Roasted (\$1.127 million) Polyethylene (\$0.940 million) Oats, Groats, Meal (\$0.634)
Nicaragua	\$0.806 million	\$0.548 million	\$0.556 million	Meslin Wheat (\$0.202 million)
El Salvador	\$2.171 million	\$0.407 million	\$0.500 million	Sulfur (\$0.223 million)
Honduras	\$0.138 million	\$0.264 million	\$0.090 million	Meslin Wheat (\$0.068 million)

C) CANADA-COSTA RICA FREE TRADE AGREEMENT (IN NEGOTIATION)

Free trade negotiations between Canada and Costa Rica were launched on June 30, 2000 and, to date, there have been several rounds of negotiations. A wide variety of topics are being discussed during these negotiations and are grouped as:

1. *Market Access*
2. *Government Procurement and Competition Policy*
 1. *Dispute Settlement and Institutional Provisions*

Recently, two other groups have been formed to hold separate discussions on labour and environmental issues, with a view to concluding side agreements at the same time as the free trade agreement.

According to the Department of Foreign Affairs and International Trade, discussions to date have been productive, with the text of the Canada-Chile Free Trade Agreement (CCFTA) being used as the basis for talks. Canada is optimistic that an agreement can be concluded as early as the spring of 2001.

D) CARIBBEAN COMMUNITY & COMMON MARKET (CARICOM)

The Caricom treaty (established 1973) covers the English speaking Caribbean territories of Antigua and Barbados, Bahamas, Barbados, Belize, Grenada, Haiti, Montserrat (not an OAS member), St. Lucia, Trinidad & Tobago, St. Vincent & the Grenadines, Suriname, St. Kitts & Nevis, Jamaica, Guyana, and Dominica. Caricom permits duty free imports of locally produced goods to member countries. Goods enter member countries duty-free, provided the value added in the country of origin is at least 40% for goods produced in the Less Developed Countries (Antigua, Belize, Dominica, Grenada, Montserrat, St. Kitts & Nevis, St. Lucia, and St. Vincent) and 50% for goods produced in the More Developed Countries (Jamaica, Guyana, Barbados, and Trinidad and Tobago).

Caricom is working towards the establishment of a Common External Tariff (CET) although different countries are at different stages of CET implementation. Earlier attempts to meet deadlines for establishing a common external tariff have not been successful.

E) CARIBBEAN – CANADA TRADE AGREEMENT (CARIBCAN)

Caribcan is a Canadian economic and trade development assistance program aimed at the Commonwealth Caribbean. Caribcan provides duty-free access to the Canadian market for many of the current exports to Canada. Duty-free access also covers a wide range of goods not currently exported from or manufactured in the Caribbean. Duty-free access applies to all goods unless it has been determined that their access would adversely affect certain sensitive economic sectors in Canada. These products include clothing, textiles, footwear, luggage, handbags, and leather garments, lubricating oils and methanol products.

F) MERCOSUR

MERCOSUR is a free trade pact among Brazil, Argentina, Paraguay, and Uruguay. There has been criticism that MERCOSUR's external trade barriers are too high.

Table 3: Summary of Alberta Exports to all Countries in Study

Country	Rank in Study	Rank Globally	Value of Exports (Jan – Sept 2000)	Number of Significant Export Products ³
Chile	1	14	\$83.290 million	17
Brazil	2	18	\$77.559 million	14
Venezuela	3	19	\$74.873 million	21
Argentina	4	22	\$51.281 million	12
Cuba	5	24	\$41.745 million	22
Guatemala	6	32	\$32.341 million	7
Columbia	7	34	\$30.308 million	6
Peru	8	36	\$26.383 million	4
Ecuador	9	39	\$21.374 million	4
Costa Rica	10	47	\$9.635 million	5
Jamaica	11	58	\$5.928 million	1
Dominican Republic	12	61	\$4.876 million	2
Bolivia	13	64	\$4.185 million	1
Barbados	14	81	\$1.838 million	1
Bahamas	15	84	\$1.690 million	2
Trinidad & Tobago	16	86	\$1.317 million	1
Haiti	17	91	\$1.018 million	1
Uruguay	18	99	\$0.737 million	0
Panama	19	100	\$0.704 million	0
Nicaragua	20	106	\$0.556 million	0
El Salvador	21	110	\$0.500 million	0
St. Vincent & the Grenadines	22	113	\$0.425 million	0
Honduras	23	123	\$0.090 million	0
Antigua & Barbuda	24	128	\$0.078 million	0
St. Lucia	25	129	\$0.070 million	0
Paraguay	26	141	\$0.026 million	0
Grenada	27	144	\$0.023 million	0
Suriname	28	153	\$0.008 million	0
Guyana	29	156	\$0.003 million	0
Belize	30	158	\$0.003 million	0
St. Kitts	31	177	\$0.000 million	0
Dominica	32	178	\$0.000 million	0
Total:			\$473.56 million	121

³ Significant Export Product – defined as \$375,000 (Canadian Dollars) in goods at the six-digit HS Code for the period January to September, 2000.

HS CHAPTERS (AT TWO-DIGIT HS LEVEL)

SECTION A. TARIFF PRIORITIES FOR AGRICULTURE (CHAPTERS 2, 7, 10, 11, 15)

HS CHAPTER 2: MEAT AND EDIBLE MEAT OFFAL

020622 - Bovine Livers/Offal, Frozen

020714 - Poultry Cuts & Offal, Frozen

HS	Description	Market	Bound Rate	2000 Exports (January – September)
020622	Bovine livers/ offal, frozen	Peru	30%	\$0.752 million
		Chile	B* (CCFTA)	\$0.394 million
020714	Poultry cuts & offal, frozen	Cuba	40%	\$0.803 million

*B indicates: 2% as of January 1, 2001 and 0% as of January 1, 2002.

HS CHAPTER 7: EDIBLE VEGETABLES AND CERTAIN ROOTS AND TUBERS

71310 - Peas, Dried, Shelled

71332 – Beans, Small, Red (Adzuki)

71333 – Kidney Beans & White Pea Beans, Dried, Shelled

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
71310	Peas, Dried, Shelled	Cuba	40%	\$2.084 million
71332	Beans, Small, Red (Adzuki)	Columbia	178%	\$3.634 million
71333	Kidney Beans & White Pea Beans, Dried, Shelled	Columbia	178%	\$0.377 million

HS CHAPTER 10: CEREALS

100110 – Durum Wheat

100190 – Wheat, Nes, and Meslin

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
100110	Durum Wheat	Chile	B* (CCFTA)	\$3.502 million
		Costa Rica	45%	\$0.390 million
		Peru	68%	\$2.794 million
		Venezuela	117%	\$12.483 million
100190	Wheat, Nes, and Meslin	Bolivia	4%	\$2.957 million
		Brazil	0-55%	\$4.042 million
		Chile	C-18** (CCFTA)	\$10.991 million
		Columbia	124%	\$22.568 million
		Costa Rica	100%	\$4.565 million
		Cuba	4%	\$3.646 million
		Dominican Republic	4%	\$2.612 million
		Ecuador	5-36%	\$15.624 million
		Guatemala	112%	\$13.645 million
		Haiti	16%	\$1.018 million
		Peru	30%	\$20.245 million
		Venezuela	117%	\$24.152 million

*B indicates: 2% as of January 1, 2001 and 0% as of January 1, 2002.

**C-18 indicates: goods will be duty free as of January 1, 2014. The tariff reductions in this list will be reviewed prior to January 1, 2004.

HS CHAPTER 11: MILLED PRODUCTS, MALT, STARCH

110312 – Oats, Groats, and Meal

110412 – Oats, Rolled, or Flaked

110710 – Malt, Not Roasted

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
110312	Oats, Groats, and Meal	Costa Rica	45%	\$0.491 million
		Dominican Republic	40%	\$1.105 million
		Peru	30%	\$0.882 million
		Guatemala	40%	\$0.634 million
		Venezuela	117%	\$0.902 million
110412	Oats, Rolled, or Flaked	Venezuela	117%	\$0.385 million
110710	Malt, Not Roasted	Brazil	9-35%	\$5.064 million
		Costa Rica	20%	\$1.142 million
		Guatemala	10%	\$1.127 million

HS CHAPTER 15: ANIMAL/VEGETABLE FATS AND OILS

151490 – Refined Canola, Rape, or Colza Oil

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
151490	Refined canola, rape, or colza oil	Guatemala	40%	\$1.335 million

SECTION B. TARIFF PRIORITIES FOR NON-AGRICULTURAL PRODUCTS
(CHAPTERS 25, 27, 28, 31, 32, 34, 38, 39, 73, 82, 84, 85, 87, 88, 90, 94, 98, 99)

HS CHAPTER 25: SULFUR AND MAGNESIUM

250300 - Sulfur of all kinds

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
250300	Sulfur of all Kinds	Brazil	0%	\$27.878 million
		Chile	B* (CCFTA)	\$2.845 million
		Cuba	n.a.	\$11.273 million

*B indicates: 2% as of January 1, 2001 and 0% as of January 1, 2002.

**HS CHAPTER 27: MINERAL FUELS, MINERAL OILS AND PRODUCTS OF THEIR DISTILLATION;
BITUMINOUS SUBSTANCES**

270112 - Bituminous Coal

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
270112	Bituminous Coal	Brazil	15%	\$25.159 million
		Chile	B- (CCFTA)	\$17.732 million

*B- indicates: 1.1% as of January 1, 2001 and 0% as of January 1, 2002.

**HS CHAPTER 28: INORGANIC CHEMICALS; ORGANIC OR INORGANIC COMPOUNDS
OF PRECIOUS METALS ETC.**

280300 - Carbon

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
280300	Carbon	Brazil	35%	\$0.499 million

HS CHAPTER 31: FERTILIZERS AND MISCELLANEOUS CHEMICAL PRODUCTS

310210 - Urea

310221 - Ammonium Sulfate

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
310210	Urea	Chile	35%*	\$6.232 million
310221	Ammonium Sulfate	Argentina	<i>n.a.</i>	\$1.841 million

* Denotes Consolidated Tariff.

HS CHAPTER 32: TANNING, DYE, PAINT, AND PUTTY

320890 - Other 3208

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
320890	Other 3208	Cuba	12%	\$0.445 million

HS CHAPTER 34: SOAP, WAX, AND DENTAL PREPARATION

340290 - Non-Retail Washing

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
340290	Non-Retail Washing	Cuba	<i>n.a.</i>	\$0.568 million

HS CHAPTER 38: MISCELLANEOUS CHEMICAL PRODUCTS

382490 - O Chem. Ind. Prod. + Re

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
382490	O Chem Ind. Prod. + RE	Cuba	6%	\$0.610 million

HS CHAPTER 39: PLASTICS AND ARTICLES THEREOF

390110 – Polyethylene (s.g. <0.94)
 390120 – Polyethylene (s.g. >= 0.94)
 390190 – Polymers of ethylene, nes
 391733 – N. Reinforced Fitting
 392010 – Polyethylene sheets, film etc.

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
390110	Polyethylene (s.g. <0.94)	Argentina	20%	\$1.536 million
		Brazil	35%*	\$1.607 million
		Chile	B+** (CCFTA)	\$3.728 million
		Costa Rica	45%	\$2.212 million
		Ecuador	10%	\$0.389 million
		Guatemala	45%	\$0.940 million
		Trinidad & Tobago	50%	\$0.602 million
390120	Polyethylene (s.g. >= 0.94)	Argentina	20%*	\$0.805 million
390190	Polymers of ethylene, nes	Argentina	20%*	\$1.238 million
		Brazil	35%	\$1.985 million
		Chile	B+** (CCFTA)	\$1.102 million
391733	N. Reinforced Fitting	Cuba	n.a.	\$0.601 million
392010	Polyethylene sheets, film etc.	Chile	B+** (CCFTA)	\$1.261 million

* Denotes Consolidated Tariff.

**B+ indicates: 2% as of January 1, 2001 and 0% as of January 1, 2002.

HS CHAPTER 73: ARTICLES OF IRON AND STEEL

730610 –Line Pipe for Oil/Gas Pipelines

730630 – Other, Welded of Circular Cross-section, Iron or Non-Alloy Steel

732690 - Articles of Iron or Steel, Nes

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
730610	Line Pipe for Oil/Gas Pipelines	Venezuela	40%	\$0.493 million
730630	Other, Welded of Circular Cross-section, iron etc.	Argentina	n.a.	\$0.488 million
732690	Articles of Iron or Steel, nes	Venezuela	40%	\$0.852 million

HS CHAPTER 82: TOOLS AND CUTLERY OF BASE METALS

820719 – Parts for Hand Tools for Drilling

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
820719	Parts for Hand Tools for Drilling	Cuba	n.a.	\$0.409 million

HS CHAPTER 84: MACHINERY & PARTS

- 841290 -- Hydraulic/Pneumatic Engine Parts
- 841381 -- Other Pumps for Liquids
- 841391 -- Parts of Pumps for Liquids
- 841480 -- Air or Vacuum Compressors, Nes
- 841940 -- Distilling/Rectification
- 841950 -- Heat Exchange Units, Non-domestic, Non-electric
- 841990 -- Parts of Temp. Treating Equipment
- 842129 -- Filtering and Purifying Machinery
- 842199 -- Parts of Filtering Machinery
- 842911 -- Bull, Angel Track
- 842959 -- Other Mechanical Shovel
- 843041 -- Boring Machinery, Self-propelled
- 843049 -- Boring Machinery, Not Self-propelled
- 843110 -- Pulley, Tackle etc.
- 843139 -- Parts of Lifting/Loading Machinery
- 843143 -- Parts of Boring/Sinking Machinery
- 843149 -- Parts of Cranes/Construction Equipment
- 847420 -- Crushing/Grinding
- 847720 -- Extruders
- 847780 -- O Work Rubber/Plastic
- 847910 -- Machinery for Public Works, Buildings
- 847982 -- Mixing or Crushing Machines
- 847989 -- Machines/Appliances Having Individual Functions
- 847990 -- Parts of Machines/Appliances
- 848120 -- Transmission Valve
- 848280 -- Other 8482

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
841290	Hydraulic/Pneumatic Engine Parts	Argentina	n.a.	\$0.376 million
		Brazil	35%	\$2.583 million
		Columbia	n.a.	\$0.409 million
		Venezuela	35%*	\$1.819 million
841381	Other Pumps for Liquids	Argentina	n.a.	\$1.168 million
		Chile	35%*	\$0.411 million
		Cuba	5%	\$0.735 million
		Venezuela	n.a.	\$1.512 million
841391	Parts of Pumps for Liquids	Venezuela	40%	\$1.988 million
841480	Air or Vacuum Compressors, Nes	Argentina	n.a.	\$1.287 million
841940	Distilling/Rectification	Venezuela	40%	\$0.480 million
841950	Heat Exchange Units Non-domestic, Non-electric	Venezuela	40%	\$1.710 million
841990	Parts of Temp. Treating Equipment	Venezuela	40%	\$0.408 million
842129	Filtering & Purifying Machinery	Venezuela	40%	\$0.648 million
842199	Parts of Filtering Machinery	Venezuela	40%	\$3.409 million
842911	Bull, Angel Track	Cuba	6%	\$0.973 million
842959	Other Mech. Shovel	Cuba	n.a.	\$0.721 million
843041	Boring Machinery, Self-propelled	Argentina	25%	\$0.570 million
843049	Boring Machinery, Not Self-propelled	Venezuela	40%	\$1.664 million
843110	Pulley, Tackle etc.	Venezuela	40%	\$0.771 million

HS Code	Description	Market	Bound Rate	2000 Exports (January - September)
843139	Parts of Lifting/Loading Machinery	Cuba	n.a.	\$0.421 million
843143	Parts of Boring/Sinking Machinery	Argentina	25%	\$0.398 million
		Chile	35%*	\$0.434 million
		Cuba	n.a.	\$1.784 million
		Ecuador	10%	\$0.744 million
		Venezuela	40%	\$3.070 million
843149	Parts of Cranes or Construction Equipment	Cuba	n.a.	\$1.916 million
847420	Crushing/Grinding	Chile	35%*	\$0.434 million
847720	Extruders	Chile	35%*	\$0.824 million
847780	O Work Rubber/Plstc	Chile	35%*	\$1.104 million
847910	Machinery for Public Works, Buildings	Cuba	n.a.	\$0.661 million
847982	Mixing or Crushing Machines	Cuba	n.a.	\$0.440 million
847989	Machines/Appliances with Individual Functions	Cuba	n.a.	\$1.834 million
		Ecuador	10 - 15%	\$1.549 million
		Venezuela	40%	\$3.805 million
847990	Parts for Machines/Appliances	Cuba	n.a.	\$1.419 million
		Venezuela	40%	\$5.974 million
848120	Transmission Valve	Cuba	n.a.	\$0.417 million
848280	Other 8482	Cuba	n.a.	\$1.172 million

* Denotes a Consolidated Tariff.

HS CHAPTER 85: ELECTRICAL MACHINERY, EQUIPMENT AND PARTS

850213 – GN Set Com. – IG>375KV
 851790 -- Parts for Line Telephony
 852520 -- Transmission Reception Apparatus
 852530 -- Television, Cameras
 853690 – Crc. Prtct. AP=<1000
 853710 -- Boards/ Control Panels, <1000V

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
850213	GN Set Com-IG>375KV	Venezuela	40%	\$1.176 million
851790	Parts for Line Telephony	Brazil	35%	\$1.840 million
		Chile	35%*	\$16.150 million
		Guatemala	145%	\$11.859 million
		Venezuela	35%	\$1.176 million
852520	Transmission Reception Apparatus	Brazil	35%	\$2.523 million
		Chile	35%*	\$12.614 million
		Guatemala	145%	\$1.488 million
852530	Television, Cameras	Columbia	135%	\$0.488 million
853690	Crc Prtct AP=<1000	Brazil	35%	\$0.618 million
853710	Boards/ Control Panels, <1000V	Venezuela	40%	\$0.489 million

*Denotes a consolidated tariff

HS CHAPTER 87: VEHICLES (NOT RAILWAY) AND PARTS THEREOF

870590 – Special Vehicles, Nes

870899 – Motor Vehicle Parts, Nes

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
870590	Special Vehicles, Nes	Chile	35% *	\$0.404 million
870899	Motor Vehicle Parts, Nes	Argentina	n.a.	\$0.425 million

HS CHAPTER 88: AIRCRAFT, SPACECRAFT, AND PARTS

880230 – Aircraft > 2000kg

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
880230	Aircraft > 2000kg	Argentina	n.a.	\$36.377 million
		Jamaica	50%	\$5.167 million

HS CHAPTER 90: OPTICAL, PHOTO AND PRECISION INSTRUMENTS, MEDICAL INSTRUMENTS

902130 - Artificial Body Parts

903290 - Parts for 9032

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
902130	Artificial Body Parts	Brazil	35% *	\$0.818 million
		Columbia	35% *	\$0.638 million
903290	Parts for 9032	Brazil	35% *	\$0.420 million

*Denotes a consolidated tariff

HS CHAPTER 94: FURNITURE, BEDDING, PRE-FABRICATED BUILDINGS

940310 –Metal Used in Office Furniture

940360 - Other Wood

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
940310	Metal Used in Office Furniture	Bahamas	n.a. (Not WTO Member)	\$0.894 million
940360	Other Wood	Bahamas	n.a. (Not WTO Member)	\$0.409 million

HS CHAPTER 98: SPECIAL CLASSIFICATION PROVISION

981000 - Arms, Military Stores, Munitions of War to Remain

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
981000	Arms, Military Stores, Munitions of War to Remain	Barbados	n.a.	\$1.740 million

HS CHAPTER 99: SPECIAL TRANSACTIONS - TRADE

990100 - Low Value Import Transactions

HS Code	Description	Market	Bound Rate	2000 Exports (January – September)
990100	Low Value Import Transactions	Brazil	35%	\$0.416 million
		Cuba	n.a.	\$0.478 million

TOP TEN COUNTRIES FOR ALBERTA EXPORTS (BASED ON STUDY GROUP)

Country	Rank in Study	Rank Globally	Value of Exports (Jan – Sept 2000)	Number of Significant Export Products
Chile	1	14	\$83.290 million	17
Brazil	2	18	\$77.559 million	14
Venezuela	3	19	\$74.873 million	21
Argentina	4	22	\$51.281 million	12
Cuba	5	24	\$41.745 million	22
Guatemala	6	32	\$32.341 million	7
Columbia	7	34	\$30.308 million	6
Peru	8	36	\$26.383 million	4
Ecuador	9	39	\$21.374 million	4
Costa Rica	10	47	\$9.635 million	5
Total			\$448.791 million (94.7% of total trade to region)	112

1. CHILE

- Chile is Alberta's top FTAA trading partner (based on this study) and 14th worldwide.
- During the first three-quarters of 2000, Alberta exported \$83.290 million worth of goods to Chile, up from \$61.479 million in 1999 and \$24.327 million in 1998.
- Seventeen HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- These 17 codes account for \$80.13 million in trade, or 96% of the total trade.
- Bituminous Coal is the product with the highest volume accounting for 21.3% of total trade.

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
270112	Bituminous Coal	\$17.732	B*	Down from \$31.570 in 1999 but up from \$5.105 in 1998
851790	Parts for Line Telephony	\$16.150	35%	Up from \$0.142 in 1999 and \$0.494 in 1998
100190	Wheat, Nes, and Meslin	\$10.991	C-18*	Up from \$4.611 in 1999 and \$4.000 in 1998
100110	Durum Wheat	\$3.501	B*	Down from \$4.340 in 1999 but up from \$2.310 in 1998
852520	Transmission Reception Apparatus	\$12.615	35%	Up from \$0 export value in 1999 and 1998
310210	Urea	\$6.233	35%	Up from \$5.550 in 1999 and \$0 in 1998
390110	Polyethylene (s.g. < 0.94)	\$3.729	B+*	Up from \$1.412 in 1999 and \$1.500 in 1998
390190	Polymers of Ethylene, Nes	\$1.102	B+*	Up from \$0 export value in 1999 and 1998
250300	Sulfur of all kinds	\$2.845	B*	Down from \$2.967 in 1999 but up from \$0.980 in 1998
847780	O Work Rubber/Plstc	\$1.104	35%	Up from \$0 export value in 1999 and 1998
847720	Extruders	\$0.824	35%	Up from \$0 export value in 1999 and 1998
392010	Polyethylene Sheets, Film etc.	\$1.261	B+*	Up from \$0.797 in 1999 and \$0.181 in 1998
843143	Parts of Boring/ Sinking Machinery	\$0.434	35%	Up from \$0.084 in 1999 and \$0.263 in 1998
847420	Crushing/Grinding	\$0.435	35%	Up from \$0 export value in 1999 and 1998
020622	Frozen Bovine Liver	\$0.394	B*	Up from \$0.165 in 1999 and \$0.318 in 1998
841381	Other Pumps for Liquid	\$0.411	35%	Up from \$0 export value in 1999 and 1998
870590	Special Vehicles	\$0.404	35%	Up from \$0 export value in 1999 and 1998

*See Table 1 for explanation of quota schedules.

2. BRAZIL

- Brazil is Alberta's 2nd largest trading partner (based on this study) and 18th worldwide.
- During the first three-quarters of 2000, Alberta exported \$77.559 million worth of goods to Brazil, up from \$68.510 million in 1999 but down from \$114.693 million in 1998.
- Fourteen HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- These 14 codes account for \$74.617 million in trade, or 96.2% of the total trade.
- The top 2 codes, sulfur and bituminous coal, account for \$53.04 million (68% of total exports) in 2000.

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
250300	Sulfur of all Kinds	\$27.878	0%	Up from \$20.975 in 1999 but down from \$40.440 in 1998
270112	Bituminous Coal	\$25.158	15%	Down from \$28.969 in 1999 but up from \$18.736 in 1998
110710	Malt, not Roasted	\$5.064	9-35%	Up from \$2.105 in 1999 but down from \$9.693 in 1998
100190	Wheat, Nes, and Meslin	\$4.042	0-55%	Down from \$6.788 in 1999 and \$18.910 in 1998
390190	Polymers of Ethylene, Nes	\$1.985	35%	Up from \$0 export value in 1999 and 1998
390110	Polyethylene (s.g. < 0.94)	\$1.606	35%*	Up from \$0 export value in 1999 and 1998
841290	Hydraulic/Pneumatic Engine Parts	\$2.583	35%	Up from \$0 export value in 1999 and 1998
852520	Transmission Reception Apparatus	\$2.523	35%	Down from \$3.339 in 1999 and up from \$0 in 1998
851790	Parts for Line Telephony	\$1.840	35%	Up from \$0.430 in 1999 and \$0.135 in 1998
902130	Artificial Body Parts	\$0.818	35%*	Up from \$0.510 in 1999 and \$0.500 in 1998
853690	Crc Prtct AP=<1000	\$0.618	35%	Up from \$0 export value in 1999 and 1998
280300	Carbon	\$0.499	35%	Up from \$0.258 in 1999 but down from \$0.696 in 1998
903290	Parts for 9032	\$0.420	35%*	Up from \$0 export value in 1999 and 1998
990100	Low Value Import Transactions	\$0.416	35%	Up from \$0.169 in 1999 and \$0.306 in 1998

*Denotes consolidated tariff.

3. VENEZUELA

- Venezuela is Alberta's 3rd largest trading partner (based on this study) and 19th worldwide.
- During the first three-quarters of 2000, Alberta exported \$74.87341million worth of goods to Venezuela, up from \$40.93205 million in 1999 and \$37.69522 million in 1998.
- Twenty-one HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- These 21 codes account for \$64.77 million of trade, 86.5% of the total trade.

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
100190	Wheat, Nes, Meslin	\$24.15222	117%	Up from \$22.051 in 1999 and \$16.683 in 1998
100110	Durum Wheat	\$12.48292	117%	Up from \$6.587 in 1999 and \$6.861 in 1998
847990	Parts for Machines/ Appliances	\$5.97454	35%*	Up from \$1.082 in 1999 and \$0.388 in 1998
847989	Machines/ Appliances w/ Individual Functions	\$3.805523	40%*	Up from \$0.754 in 1999 and \$0.933 in 1998
842199	Parts of Filtering Machinery	\$3.408851	40%	Up from \$0 in 1999 and \$1.340 in 1998
842129	Filtering & Purifying Machinery	\$0.648307	40%	Up from \$0 export value in 1999 and 1998
843143	Parts of Boring/Sinking Machinery	\$3.069613	n.a.	Up from \$1.067 in 1999 and \$0.169 in 1998
843110	Pulley, Tackle	\$0.771197	40%	Up from \$0 export value in 1999 and 1998
841391	Parts of Pumps for Liquids	\$1.987712	40%	Up from \$0.933 in 1999 and \$0.641 in 1998
841381	Other Pumps for Liquids	\$1.512117	n.a.	Up from \$1.256 in 1999 and \$0.472 in 1998
841950	Heat Exchange Units Non-electric	\$1.709312	40%	Up from \$0.0113 in 1999 and \$0 in 1998
841940	Distilling/Rectification	\$0.479515	40%	Up from \$0 export value in 1999 and 1998
841990	Parts of Temperature Treating Equipment	\$0.408095	40%	Up from \$0.102 in 1999 and \$0.082 in 1998
843049	Boring Machinery, Not Self-Propelled	\$1.663717	40%	Up from \$0 export value in 1999 and \$0.118 in 1998
841290	Hydraulic/Pneumatic Engine Parts	\$1.819105	35%*	Down from \$1.861 in 1999 but up from \$0.821 in 1998
850213	GN Set Com-IG > 375KV	\$1.176086	40%	Up from \$0 export value in 1999 and 1998
110312	Oats, Groats, Meal	\$0.902457	117%	Up from \$0.370 in 1999 and \$0.140 in 1998
732690	Articles of Iron or Steel, Nes	\$0.851926	40%	Up from \$0.385 in 1999 but down from \$0.884 in 1998
853710	Boards/ Control Panels, < 1000V	\$0.489491	40%	Up from \$0 export value in 1999 and 1998
730610	OT Pipe for Oil/ Gas	\$0.493445	40%	Up from \$0 export value in 1999 and 1998
110412	Oats, Rolled, or Flaked	\$0.384876	117%	Up from \$0.190 in 1999 and \$0.044 in 1998

*Indicates consolidated tariff.

4. ARGENTINA

- Argentina is Alberta's 4th largest trading partner (based on this study) and 22nd worldwide.
- During the first three-quarters of 2000, Alberta exported \$51.281 million worth of goods to Argentina, up from \$24.956 million in 1999 and \$15.810 million in 1998.
- Twelve HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- The twelve codes account for \$46.51 million in trade (90.7% of total trade).
- The top code, used aircraft, accounted for export sales of \$36.377 (78.2% of total trade).

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
880230	Aircraft > 2000kg	\$36.377	n.a.	Up from \$0 export value in 1999 and 1998
390110	Polyethylene (s.g. < 0.94)	\$1.536	20%	Up from \$0 in 1999 and \$0.018 in 1998
390190	Polymers of Ethylene, Nes	\$1.238	20%*	Up from \$0 export value in 1999 and 1998
390120	Polyethylene (s.g. > 0.94)	\$0.805	20%*	Up from \$0 export value in 1999 and 1998
310221	Ammonium Sulfate	\$1.841	n.a.	Up from \$0 export value in 1999 and 1998
841480	Air or Vacuum Compressors, Nes	\$1.287	n.a.	Up from \$0 export value in 1999 and 1998
841381	Other Pumps for Liquids	\$1.168	n.a.	Up from \$0.255 in 1999 and \$0 in 1998
843041	Boring Machinery, Self- Propelled	\$0.570	25%	Up from \$0.175 in 1999 and \$0 in 1998
843143	Parts of Boring/Sinking Machinery	\$0.398	25%	Up from \$0.032 in 1999 and \$0.004 in 1998
730630	O, Weld, Cir. Cr-Sectn	\$0.488	n.a.	Up from \$0 export value in 1999 and 1998
870899	Motor Vehicle Parts, Nes	\$0.425	n.a.	Up from \$0 export value in 1999 and 1998
841290	Hydraulic/Pneumatic Engine Parts	\$0.376	n.a.	Up from \$0 export value in 1999 and 1998

*Denotes Consolidated Tariff

5. CUBA

- Cuba is Alberta's 5th largest trading partner (based on this study) and 24th worldwide.
- During the first three-quarters of 2000, Alberta exported \$41.745 million worth of goods to Cuba, up from \$38.767 in 1999 but down from \$66.859 in 1998.
- Twenty-two HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- The 22 HS Codes accounted for \$31.78 million, or 76.11% of the total trade.
- Unfortunately, many bound quota rates are not available for Cuba.

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
250300	Sulfur of all kinds	\$11.273	n.a.	Up from \$10.202 in 1999 and \$10.928 in 1998
843149	Parts of Cranes/ Construction Equipmt	\$1.912	n.a.	Up from \$0.122 in 1999 and \$0.136 in 1998
843143	Parts of Boring/Sinking Machinery	\$1.784	n.a.	Up from \$0.746 in 1999 but down from \$1.981 in 1998
843139	Parts of Lifting/Loading Machinery	\$0.421	n.a.	Up from \$0.266 in 1999 and \$0.293 in 1998
847989	Machines/ Appliances w/ Individual Functions	\$1.834	n.a.	Up from \$0 in 1999 and \$0.355 in 1998
847990	Parts of Machines/ Appliances	\$1.142	n.a.	Up from \$0.929 in 1999 but down from \$6.051 in 1998
847910	Public Works Building	\$0.661	n.a.	Up from \$0 export value in 1999 and 1998
847982	Mixing or Crushing Machinery	\$0.440	n.a.	Up from \$0 value in 1999 and \$0.095 in 1998
100190	Wheat, Nes, Meslin	\$3.646	4%	Down from \$4.000 in 1999 but up from \$3.229 in 1998
071310	Peas, Dried, Shelled	\$2.084	40%	Down from \$7.038 in 1999 and \$13.42 0 in 1998
842911	Bull, Angel Track	\$0.973	6%	Up from \$0 value in 1999 and \$0.403 in 1998
842959	Other Mechanical Shovel	\$0.721	n.a.	Up from \$0 value in 1999 and \$0.083 in 1998
841381	Other Pumps for Liquids	\$0.735	5%	Up from \$0.009 in 1999 and \$0.070 in 1998
848280	Other 8482	\$1.172	n.a.	Down from \$1.255 in 1999 but up from \$0.013 in 1998
020714	Poultry Cuts & Offal, Frozen	\$0.803	40%	Up from \$0.406 in 1999
848120	Transmission Valve	\$0.417	n.a.	Up from \$0.165 in 1999 and \$0.120 in 1998
382490	O. Chem. Ind. Prod. RE	\$0.610	6%	Down from \$1.032 in 1999 and \$0.762 in 1998
391733	N. Reinforced Fitting	\$0.601	n.a.	Up from \$0 export value in 1999 and 1998
340290	Non-Retail Wash	\$0.568	n.a.	Up from \$0 export value in 1999 and 1998
990100	Low Value Import Transactions	\$0.478	n.a.	Down from \$1.010 in 1999 and \$0.868 in 1998
320890	Other 3208	\$0.446	12%	Up from \$0.332 in 1999 and \$0.015 in 1998
820719	Parts for Hand Tools for Drilling	\$0.409	n.a.	Down from \$0.614 in 1999 and \$1.008 in 1998

6. GUATEMALA

- Guatemala is Alberta's 6th largest trading partner (based on this study) and 32nd worldwide.
- During the first three-quarters of 2000, Alberta exported \$32.342 million worth of goods to Guatemala, up from \$21.157 million in 1999 and \$19.50 million in 1998.
- Seven HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
100190	Wheat, Nes, Meslin	\$13.645	112%	Down from \$17.16 in 1999 and \$17.837 in 1998
851790	Parts for Line Telephony	\$11.859	145%	Up from 0 export value in 1999 and 1998
852520	Transmission Reception Apparatus	\$1.488	145%	Up from 0 export value in 1999 and 1998
151490	Refined Canola, Rape, or Colza Oil	\$1.335	40%	Up from 0 export value in 1999 and 1998
110710	Malt, not Roasted	\$1.127	10%	Up from \$0.742 in 1999 and \$0 in 1998
390110	Polyethylene (s.g. < 0.94)	\$0.940	45%	Down from \$1.441 in 1999 and \$0.257 in 1998
110312	Oats, Groats, Meal	\$0.634	40%	Up from \$0.220 in 1999 and \$0 in 1998

7. COLUMBIA

- Columbia is Alberta's 7th largest trading partner (based on this study) and 34th worldwide.
- During the first three-quarters of 2000, Alberta exported \$30.408 million worth of goods to Columbia, up from \$21.750 million in 1999 but down from \$43.523 million in 1998.
- Six HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- The top six codes account for 92.5% of the total trade.
- The top code, wheat, accounted for \$22.567 million or 74.2% of the total trade.

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
100190	Wheat, Nes, and Meslin	\$22.567	124%	Up from \$15.046 in 1999 and down from \$31.909 in 1998
71332	Beans, Small, Red (Adzuki)	\$3.635	178%	Down from \$3.782 in 1999 and up from \$2.057 in 1998
902130	Artificial Body Parts	\$0.638	35%*	Up from \$0.361 in 1999 and up from \$0.326 in 1999
852530	Television, Cameras	\$0.488	135%	Up from \$0 export value in 1999 and 1998
841290	Hydraulic/Pneumatic Engine Parts	\$0.409	n.a.	Down from \$0.437 in 1999 and \$0.616 in 1998
71333	Kidney Beans & White Pea Beans	\$0.376	178%	Down from \$0.481 in 1999 and up from \$0 in 1998

*Denotes consolidated tariff

8. PERU

- Peru is Alberta's 8th largest trading partner (based on this study) and 36th worldwide.
- During the first three-quarters of 2000, Alberta exported \$26.384 million worth of goods to Peru, up from \$20.298 million in 1999 and up from \$22.395 million in 1998.
- Four HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- The four significant codes account for \$24.672 million or 93.5% of the total trade
- The top code, wheat, accounts for 76.7% of the total trade

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
100190	Wheat, Nes, Meslin	\$20.245	30%	Up from \$9.356 in 1999 and \$12.770 in 1998
100110	Durum Wheat	\$2.794	68%	Down from \$4.325 in 1999 and \$3.381 in 1998
020622	Bovine Livers/Offal, Frozen	\$0.752	30%	Down from 0.842 in 1999 and \$1.566 in 1998
110312	Oats, Groats, and Meal	\$0.882	30%	Up from \$0.158 in 1999 and \$0.482 in 1998

9. ECUADOR

- Ecuador is Alberta's 9th largest trading partner (based on this study) and 39th worldwide.
- During the first three-quarters of 2000, Alberta exported \$21.374million worth of goods to Ecuador, up from \$15.213 million in 1999 but down from \$28.390 million in 1998.
- Four HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- These four codes account for \$18.31 million, or 85.7% of the total trade.

HS Code (6 Digit)	Description	Amount (in millions)	Bound Quota	Comments (\$ figures in millions)
100190	Wheat, Nes, Meslin	\$15.624	5-36%	Up from \$6.362 in 1999 and \$11.686 in 1998
847989	Machines/ Appliances w/ Individual Function	\$1.549	10 - 15%	Down from \$1.837 in 1999 but up from \$0.368 in 1998
843143	Parts of Boring/Sinking Machinery	\$0.744	10%	Up from \$0.192 in 1999 and \$0.041 in 1998
390110	Polyethylene (s.g. < 0.94)	\$0.390	10%	Up from 0 export value in 1999 and 1998

10. COSTA RICA

- Costa Rica is Alberta's 10th largest trading partner (based on this study) and 47th worldwide.
- During the first three-quarters of 2000, Alberta exported \$9.635 million worth of goods to Costa Rica, up from \$5.709 million in 1999 and from \$3.538 million in 1998.
- Five HS Codes at the six-digit level were significant export products (at least \$375,000 over the first nine months of 2000).
- These five codes account for \$8.80 million, or 91.3% of the total trade.
- Four of the top five codes are in agriculture.

HS Code (6 Digit)	Description	Amount (\$ millions)	Bound Quota	Comments (\$ millions)
100190	Wheat, Nes, Meslin	\$4.565	100%	Up from \$1.22 in 1999 and \$0.186 in 1998
390110	Polyethylene (s.g. >=0.94)	\$2.212	45%	Up from \$1.482 in 1999 and \$1.250 in 1998
110710	Malt, Not Roasted	\$1.142	20%	Down from \$1.83 in 1999 and \$1.300 in 1998
110312	Oats, Groats, Meal	\$0.491	45%	No change from 1999 but up from \$0.322 in 1998
100110	Durum Wheat	\$0.390	45%	Up from \$0 export value in 1999 and 1998

TEN LARGEST ALBERTA EXPORTS PER HS-6 CATEGORY

6-Digit HS Code & Description	Total Amount of Exports (must reach SEP level)	Importing Countries
100190 Wheat, Nes, and Meslin	\$126.064 million	Bolivia, Brazil, Chile, Columbia, Costa Rica, Cuba, Dominican Republic, Ecuador, Guatemala, Haiti, Peru, Venezuela
270112 Bituminous Coal	\$42.891 million	Brazil, Chile
250300 Sulfur of All Kinds	\$41.997million	Brazil, Chile, Cuba
880230 Aircraft > 2000 kg	\$41.544 million	Argentina, Jamaica
851790 Parts for Line Telephony	\$31.025 million	Brazil, Chile, Guatemala, Venezuela
100110 Durum Wheat	\$19.168 million	Chile, Costa Rica, Peru, and Venezuela
852520 Transmission Reception Apparatus	\$16.626 million	Brazil, Chile, Guatemala
390110 Polyethylene (s.g. < 0.94)	\$11.0146 million	Argentina, Brazil, Chile, Costa Rica, Ecuador, Guatemala, Trinidad & Tobago
847990 Parts for Machines/Appliances	\$7.394 million	Cuba, Venezuela
110710 Malt, Not Roasted	\$7.333 million	Brazil, Costa Rica, Guatemala

CONCLUSION

This report confirms that Alberta enjoys vibrant export relationships with many countries of the Western Hemisphere. The intention to exclude the United States and Mexico from the analysis serves to underscore the importance of such markets as Chile, Brazil, Argentina, Venezuela, and Cuba. While there exists some homogeneity in the largest export categories across many of these markets, there are emerging categories of value-added exports upon which Alberta can capitalize.

It is hoped that this report helps Alberta trade officials prepare for the upcoming Summit of the Americas. The country profiles for the top ten export markets and the associated tariff rates should help Albertans better realize their export potential.