



# Canada Inbound Beer, Wine and Spirits Trade Mission

**C**anada is the top destination for U.S. exports of high-value agricultural products, with a total of \$16.2 billion exported to Canada. Some of the top export categories include: fresh and processed fruits and vegetables, meats, prepared food, snack food, wine and beer, and pet food. In 2017, wine and beer exports to Canada summed up to \$1.8 billion CAD.

The federal Importation of Intoxicating Liquors Act gives the provinces and territories full control over the importation of intoxicating liquor into their jurisdictions. Provincial liquor commissions control the sale of alcoholic beverages in Canada and the market structure can vary considerably from province to province. Alcoholic beverages can only be imported through the liquor commissions in the province where the product will be consumed. In general terms, U.S. exporters are required to have their products “listed” by the provincial liquor control agency. In many provinces, U.S. exporters must have a registered agent who provides the necessary marketing support within the province to obtain a provincial liquor board listing.

This Canada Inbound Beer, Wine and Spirits Trade Mission is ideal for renowned or award-winning wineries, brewers and distillers in Kentucky, Tennessee and Georgia that have a proven track record in the U.S. market along with strong packaging and marketing support. This mission will include one-on-one meetings and/or facility visits by agents.



## Activity Managers

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**Kentucky, Tennessee & Georgia**  
**March 31-April 5, 2019**

### Participation Fee

- \$25** - One-on-one meetings/facility visit  
 Louisville, Kentucky | March 31 - April 1
- \$25** - One-on-one meetings/facility visit  
 Nashville, Tennessee | April 1 - 3
- \$25** - One-on-one meetings/facility visit  
 Atlanta, Georgia | April 4 - 5

### Fee Includes

- Pre-arranged matched one-on-one meetings and/or facility visits with Canadian agents

### Registration Deadline

**December 31, 2018**

*No refunds for cancellation after this date*

### Product Description

Wine, Distilled Spirits and Craft Beer  
 (ex. still red and white wines and whiskey)