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Report Highlights:

Canada's food and beverage processing industry, the country's largest manufacturing sector by both GDP and employment, generated more than USD 125 billion in sales in 2025 and relies heavily on imported ingredients that are not available domestically at scale. Health Canada's new front-of-package nutrition labeling requirements, effective January 1, 2026, together with Canada's National Food Security Strategy, are reshaping ingredient demand by accelerating product reformulation and encouraging domestic sourcing. U.S. suppliers of produce for processing, cocoa products, dairy proteins, functional and high-fiber ingredients, and bakery inputs remain well positioned, provided they are price competitive and partner with capable Canadian brokers or distributors.

Executive Summary:
Canada's food and agriculture sector remains deeply integrated with the United States. In 2025, Canada was the second largest agricultural trading partner of the United States, accounting for USD 28.7 billion in U.S. agricultural exports. It is the leading market for U.S. consumer-oriented products at roughly 25 percent of total U.S. exports in that category. Roughly 70 percent of the processed food and beverage products consumed in Canada are made domestically, and those processors depend on imported ingredients Canada cannot supply at scale.

Consumer-Oriented Agricultural Imports

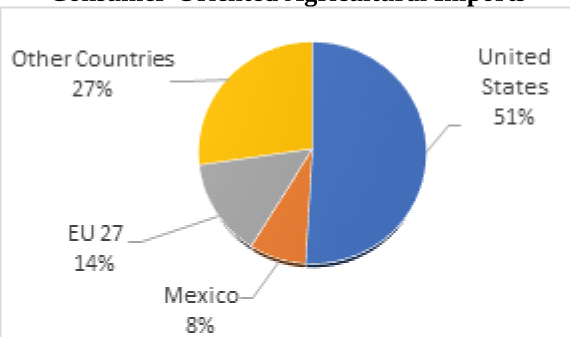


Chart 1: Top exporting countries to Canada, 2025.

Food Retail Industry:
Food retail sales, including food sold through mass merchants, grew to USD 125 billion in 2025. The market is mature and highly consolidated: five leading retailers, three traditional grocers and two general merchandisers, command over 75 percent of the grocery market. More than 6,900 independents and 27,000 convenience stores make up the remainder, and retailer private label programs are a practical entry route for U.S. ingredient suppliers.

Food Processing Industry:
Sales exceeded USD 125 billion in 2025, led by meat, dairy, grain and oilseed milling, and beverages. The sector is Canada's largest manufacturing industry, accounting for over 16 percent of manufacturing gross domestic product (GDP) and 17 percent of manufacturing jobs, and employing roughly 318,000 people across more than 11,000 businesses. Sales rose 1.7 percent while volumes fell 2.6 percent, and capital expenditure dropped to 3.3 percent of sales, the lowest since 2016.

Food Service Industry:
Foodservice and on-premise beverage sales reached USD 89 billion in 2025, with commercial foodservice up 5.9 percent. Quick-service restaurants remain the largest downstream channel for processed breads, buns, and prepared foods.

Quick Facts CY 2025

Imports of Consumer-Oriented Products
$39.4 billion

List of Top 10 Growth Products

1) Multicultural foods	2) Plant-based proteins
3) Non-alcoholic bev.	4) Ready to drink bev.
5) Premium baked goods	6) Prepared meals
7) Premium items	8) Low-alcohol bev.
9) Clean-label products	10) Frozen produce

Food Industry by Channels (Billion USD)

Retail Food Industry	$125
Food Service-HRI	$89
Food Processing	$125
Food and Ag Exports (U.S. to Canada)	$29

Top 10 Retailers (by sales)

1) Loblaws (28 percent)	2) Sobeys (19)
3) Metro (11)	4) Costco (9)
5) Walmart (8)	6) Overwaitea (4)
7) Co-ops (3)	8) Couch-tard (2)
9) North West Co. (1)	10) Dollarama (1)

GDP/Population
Population *(Million)*: 41.7
GDP *(Billion USD)*: ~$2,284
GDP per capita *(USD)*: ~$54,800

Sources: Statistics Canada; Restaurants Canada; Trade Data Monitor; Euromonitor International; International Monetary Fund; Bank of Canada.

Note: Canadian dollars converted to U.S. dollars using Bank of Canada annual average exchange rates (2023: 0.7409; 2024: 0.7300; 2025: 0.7154).

Strengths/Weaknesses/Opportunities/Threats

Strengths	***Weaknesses***
- Well-established market with modern distribution channels - Over 98 percent of U.S. products enter duty-free under USMCA	- Heightened consumer price sensitivity - Strengthened "buy Canadian" sentiment amid trade tensions
Opportunities	***Threats***
- Strong demand for value, high-quality U.S. products - Domestic-tourism surge redirecting spend to Canadian foodservice	- U.S.-Canada tariff disputes raising contractual costs - As of July 2026, eight of ten provinces restricted U.S. alcoholic beverages

Section I: Market Overview

Canada's food and beverage processing sector is mature, highly competitive, and closely integrated with the United States. Production is concentrated in Ontario, Quebec, Alberta, and British Columbia, which together account for more than 85 percent of manufacturing sales, with the densest clusters around Toronto, Mississauga, and Montreal. The sector is Canada's largest manufacturing industry by gross domestic product (GDP) and employment, supporting roughly 318,000 workers across more than 11,000 businesses. Roughly 70 percent of the processed food and beverage products available in Canada are supplied by domestic processors, and those processors depend on a wide range of imported ingredients that Canadian agriculture cannot supply at scale or year-round.

Trade friction and constrained household spending shaped 2025. Most food and beverage products continued to move tariff-free in both directions under the United States-Mexico-Canada Agreement (USMCA). However, Canadian retaliatory tariffs on U.S. products (in place from roughly March through August 2025), Chinese tariffs on Canadian canola, pork, and seafood, and steel and aluminum tariffs on packaging raised costs across the chain. Cost of production rose 2.0 percent, led by raw materials, and wages reached 7.1 percent of revenues. Sector sales grew 1.7 percent while inflation-adjusted volumes contracted 2.6 percent, so higher prices rather than higher consumption carried the year. Grocery prices rose 3.5 percent on average in 2025, up from 2.2 percent in 2024, keeping consumers focused on value. Capital expenditure fell 5.3 percent to 3.3 percent of sales, the lowest ratio since 2016. Farm Credit Canada (FCC) Economics forecasts sales growth of 0.8 percent in 2026, volumes down a further 0.7 percent, and a 4.3 percent rise in the gross margin index as input costs ease.

Several policy changes merit consideration from U.S. exporters. Health Canada's front-of-package nutrition labeling took effect January 1, 2026, requiring a symbol on prepackaged foods high in saturated fat, sugars, or sodium, and is driving reformulation across categories. In June 2026, the Government of Canada launched its first National Food Security Strategy, pledging more than USD 2 billion over ten years, including USD 900 million to expand domestic processing capacity, USD 700 million for food terminals and hubs, and nearly USD 550 million to support year-round Canadian produce. Its targets include raising the domestically produced share of processed food consumed in Canada from 70 to 80 percent and lifting food processing GDP growth from 1.6 to 2.8 percent annually between 2027 and 2035. The strategy also affirms that supply management remains fundamental to Canadian self-sufficiency in dairy, eggs, and poultry. Separately, Canada's first Grocery Code of Conduct took effect January 1, 2026, setting expectations for fairer and more transparent retailer-supplier dealings that will shape how processors and their ingredient suppliers negotiate listings and fees.

Domestic sourcing sentiment and the new strategy may encourage Canadian buyers to purchase locally wherever it is economical to do so. Processors nonetheless continue to rely on imported inputs, including fresh produce outside the domestic growing season, cocoa and cocoa preparations, tree nuts, edible oils, sweeteners, dairy proteins, and specialty ingredients. That structural reliance, more than the trade climate of any single year, remains the foundation of the opportunity for U.S. suppliers.

Advantages and Challenges

Advantages	Challenges
Canada relies on imports, primarily from the United States, for roughly 40 percent of its fruit and vegetable supply used by preserving and specialty food processors.	The 2025 retaliatory tariff period let domestic processors regain share; the import share of processed fruit and vegetable supply fell from 56 to 54 percent.
Reformulation driven by front-of-package labeling creates demand for U.S. functional, clean-label, and high-fiber ingredients.	"Buy Canadian" sentiment and the National Food Security Strategy actively promote substitution of imported processed food.
Weak Canadian capital investment (capex at its lowest sales ratio since 2016) limits domestic capacity growth, sustaining ingredient import demand.	Supply-managed dairy, chicken, turkey, and eggs remain protected by tariff rate quotas (TRQs) with prohibitive over-quota rates.
Proximity gives U.S. suppliers the lowest freight costs and shortest lead times of any competitor.	USMCA compliance documentation raises indirect costs, particularly for small and medium-sized exporters. USMCA related discussions continue.

Section II: Roadmap for Market Entry

Entry Strategy

Like other food sectors, Canada's food processing industry exists across a number of regional/subnational markets, including Ontario, Quebec, Atlantic Canada, the Prairies, and Western Canada. Ontario, Quebec, Alberta, and British Columbia hold over 85 percent of processing sales. Review the Foreign Agricultural Service (FAS) Canada Exporter Guide Annual (CA2026-0019) and the Food and Agricultural Import Regulations and Standards Country Report (FAIRS, CA2026-0010) in the Global Agricultural Information Network (GAIN) library for more specific details regarding market entry requirements. Small and medium-sized enterprises may qualify for cost-share promotion under the U.S. Department of Agriculture (USDA) Market Access Program administered by the State and Regional Trade Groups. Key upcoming shows offering direct interaction with potential customers in the market include: NEXT Foodservice and Hospitality Expo (Calgary, September 13-14, 2026), Grocery Innovations Canada (Toronto, October 27-28, 2026), the Restaurants Canada Show (Mississauga, March 7-9, 2027), and SIAL Canada (Toronto, April 27-29, 2027, hosting a USDA-endorsed U.S.A. Pavilion).

Import Procedure

The Canadian Food Inspection Agency (CFIA) administers food safety, labeling, and import requirements; consult the Automated Import Reference System before shipping. The importer must hold a valid Safe Food for Canadians license; U.S. exporters may instead register as non-resident importers, assuming the importer's compliance responsibilities. All importers must register in the Canada Border Services Agency's (CBSA) Assessment and Revenue Management (CARM) system. Supply-managed products require import permits under TRQs administered by Global Affairs Canada. Certain commodities - including dairy, meat, eggs, and plants/plant products - may require additional CFIA import permits or health certificates, and standard customs clearance requires a commercial invoice, packing list, and CBSA documentation. Exporters should confirm HS tariff classification and USMCA rules of origin, providing a certificate of origin where preferential duty treatment is claimed.

Food labels must generally appear in both English and French, and the Nutrition Facts table must follow Canada's prescribed format and metric units, as set out in the Consumer Packaging and Labelling Act and the Safe Food for Canadians Regulations. Exporters marketing products as "organic" should confirm their USDA certification is recognized under the U.S.-Canada Organic Equivalency Arrangement. Canada does not currently mandate GMO labeling federally, though voluntary non-GMO claims are regulated for accuracy.

Distribution Channels

Ingredients reach processors through national brokers and specialty ingredient distributors, directly from U.S. manufacturers to large processors, and through major wholesale produce markets and regional produce wholesalers for fresh inputs, such as the Ontario Food Terminal. Proximity to the U.S. border also supports direct truck shipments into key processing regions in Ontario, Quebec, and British Columbia. Redistributors such as Dot Foods Canada consolidate U.S. supplier brands and distribute them across Canada, supplying national and regional grocery chains, independent retailers, foodservice distributors, and processors. Beverage alcohol distribution runs through provincial liquor control boards and related agencies (such as the Liquor Control Board of Ontario, LCBO), which regulate import and sale at the provincial level. As this report's publication, eight of ten Canadian provinces currently restrict the sale of U.S. alcoholic beverages through their provincial liquor control boards.

Market Structure

Food manufacturing (North American Industry Classification System 311) counted 12,215 establishments in 2025: 6,905 with employees and 5,310 non-employer or indeterminate. Among employer establishments, 26.3 percent were micro (1-4 employees), 64.3 percent small (5-99), 8.3 percent medium (100-499), and 1.0 percent large (500 or more). Ontario led with 2,482 employer establishments, followed by Quebec (1,660), British Columbia (1,123), and Alberta (628). This fragmentation, with barely 8 percent of establishments medium-sized, is the capacity gap the National Food Security Strategy targets. Dairy counts more than 600 processors, nearly 70 percent in Quebec and Ontario; bakery over 3,700 manufacturers; beverages over 2,800 establishments, over 95 percent with fewer than 100 workers.

Share of Major Segments in the Food Processing Industry

Table 1: Canada food and beverage manufacturing sales by sub-sector, 2025.

Sub-sector	Sales (USD billion)	Growth 2025
Meat products (rendering and processing USD 10.2 billion)	33.3	+6.2%
Dairy products	14.2	+0.9%
Grain and oilseed milling	13.2	-2.5%
Bakery and tortilla products	12.4	-5.8%
Beverages	11.3	+0.6%
Fruit and vegetable preserving and specialty foods	8.5	+6.1%
Sugar and confectionery products	5.2	+7.6%
Seafood preparation	4.7	-2.2%

Source: FCC 2026 Food and Beverage Report (FCC Economics, Statistics Canada).

Company Profiles and Company Products

- Maple Leaf Foods - Prepared meats, poultry (bacon, deli). Buyer of pork/poultry inputs.
- Saputo - Global dairy: cheese, fluid milk, ingredients.
- McCain Foods - Frozen potato products, prepared foods. Buyer of oils, coatings, packaging.
- Agropur - Dairy cooperative: cheese, yogurt, ingredients.
- Olymel - Pork and poultry processor. Buyer of protein inputs, seasonings.
- Lassonde Industries - Juices, drinks, specialty foods (beverage). Buyer of concentrates, sweeteners.
- Premium Brands Holdings - Specialty foods such as sandwiches, charcuterie, seafood.
- Sofina Foods - Pork, poultry, beef, prepared foods (Lilydale, Janes).
- Kraft Heinz - U.S.-based CPG with Canadian operations: sauces, cheese, beverages.
- Mars - U.S.-based multinational: confectionery, pet food. Buyer of cocoa, sweeteners, grains.

Sector Trends

Health-driven demand is broadening beyond protein. Functional and gut-health formats - probiotics, prebiotics, and fermented products - are expanding alongside the fiber trend, and the uptake of GLP-1 weight-management drugs is tilting purchases toward high-protein, high-fiber, and portion-controlled products. Front-of-package warning labels are accelerating demand for sugar-reduction technologies (e.g. allulose, monk fruit, stevia) and potassium-based sodium replacers, while clean-label expectations continue to shorten ingredient lists. Protein diversification into pea, fava, and blended sources persists even as standalone plant-based products lose momentum.

Section III: Competition

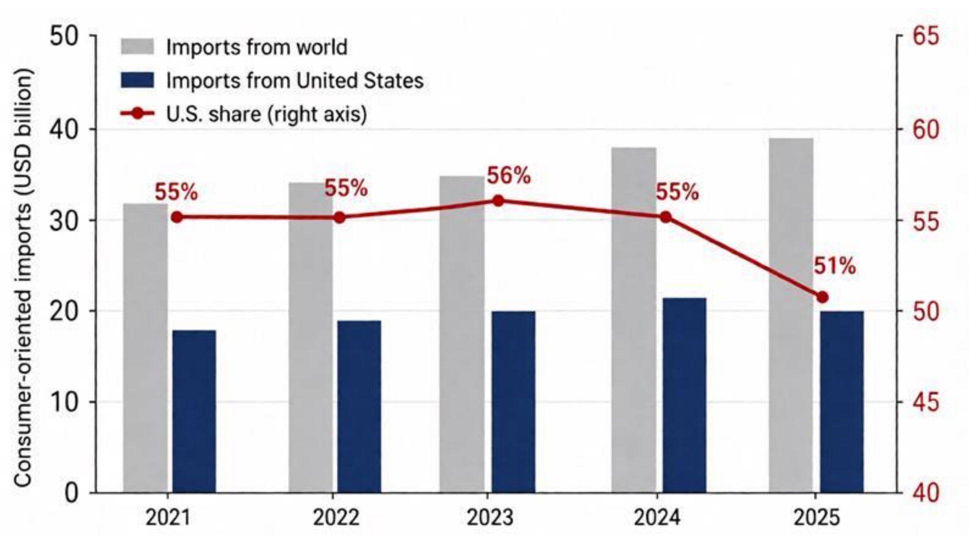
Competition for Canadian ingredient demand is largely between U.S. and Canadian products already established in the market, with EU suppliers gaining under the Comprehensive Economic and Trade Agreement (CETA) in premium dairy, chocolate, and processed foods, and Mexican and South American suppliers gaining in fresh produce. U.S. consumer-oriented exports to Canada fell about 4 percent in 2025 to about USD 20 billion, and the U.S. share of Canada's consumer-oriented imports fell to roughly 51 percent from 55 percent. Figures cited on a Canadian import basis (Statistics Canada) differ slightly from U.S. export data.

Table 2: Canadian imports of consumer-oriented (C.O.) products (USD million).

Year	C.O. Imports - Global	C.O. Imports - U.S. Value	U.S. Share
2021	$31,784	$17,585	55%
2022	$34,773	$19,195	55%
2023	$35,017	$19,672	56%
2024	$37,835	$20,964	55%
2025	$39,440	$20,085	51%

Source: Trade Data Monitor and Statistics Canada.

Chart 2: Canadian imports of consumer-oriented products and the U.S. share, 2021-2025.



Source: Trade Data Monitor and Statistics Canada.

Canada's own processing sector is also a growing competitor in the U.S. market: between 2019 and 2025, U.S. processed food exports to Canada rose nearly 30 percent to over USD 16 billion, while U.S. imports of processed food from Canada rose almost 70 percent to more than USD 24 billion in 2025.

Table 3: Canadian imports of food and beverage processing related products, 2025 (USD billion).

HS	Category	World	U.S.	U.S. Share	Top 3 Competitors
19	Preparations of cereals, flour, starch, milk; bakers' wares	4.57	3.16	69%	Italy, China, Mexico
21	Miscellaneous edible preparations	4.22	3.13	74%	China, Switzerland, Thailand
18	Cocoa and cocoa preparations	4.23	1.51	36%	Malaysia, Indonesia, Germany
22	Beverages, spirits and vinegar	6.15	2.81	46%	France, Italy, United Kingdom
08	Edible fruit and nuts	6.35	2.18	34%	Mexico, Peru, Guatemala
07	Edible vegetables	3.58	1.87	52%	Mexico, China, Guatemala
20	Preparations of vegetables, fruit, nuts	3.12	1.61	52%	China, Brazil, Mexico
02	Meat and edible meat offal	3.31	1.58	48%	Australia, New Zealand, Mexico (beef); Italy, Denmark, Brazil (pork)
16	Prepared meat, fish, seafood	1.77	0.99	56%	Thailand, Vietnam, Italy
17	Sugars and sugar confectionery	1.73	0.57	33%	Brazil, China, Guatemala
04	Dairy produce, eggs, honey	1.44	0.83	58%	Italy, New Zealand, France
35	Albuminoidal substances, modified starches, enzymes	1.37	0.95	69%	China, Germany, New Zealand
15	Animal and vegetable fats and oils	2.32	0.40	17%	Argentina, Malaysia, Italy
03	Fish, crustaceans, molluscs	2.72	0.77	28%	China, Chile, Norway
10	Cereals	1.10	0.72	65%	Thailand, India, Pakistan
11	Milling products, malt, starches	0.46	0.30	66%	India, Germany, Thailand

Source: Trade Data Monitor.

At retail, U.S.-owned brands hold established positions in the processed categories that anchor ingredient demand. Table 4 shows national company shares in processed fruit and vegetables, where three of the top eight companies are U.S.-owned.

Table 4: Processed fruit and vegetables, retail company shares, Canada (percent of retail value).

Company	2020	2021	2022	2023	2024	2025
McCain Foods Ltd	11.8	11.6	11.5	11.4	12.1	12.4
B & G Foods Inc (Green Giant)	11.6	11.6	11.9	11.9	11.5	11.3
Del Monte Pacific Ltd	11.6	11.7	11.5	11.3	11.1	11.1
Nature's Touch Frozen Foods Inc	6.0	6.1	6.2	6.2	6.2	6.1
Bonduelle Groupe SA (Arctic Gardens)	5.5	5.4	5.6	5.8	5.8	6.0

Itochu Corp (Dole)	4.8	4.8	4.8	4.7	4.6	4.6
Sun-Brite Foods Ltd	3.1	3.1	3.0	3.0	2.9	2.9
Kraft Heinz Co	2.5	2.5	2.5	2.4	2.4	2.3
Private label	25.4	25.3	25.2	25.3	25.5	25.6
Others	14.7	14.8	14.9	15.2	14.9	14.7

Source: Euromonitor International. Top companies shown; remaining shares omitted for brevity.

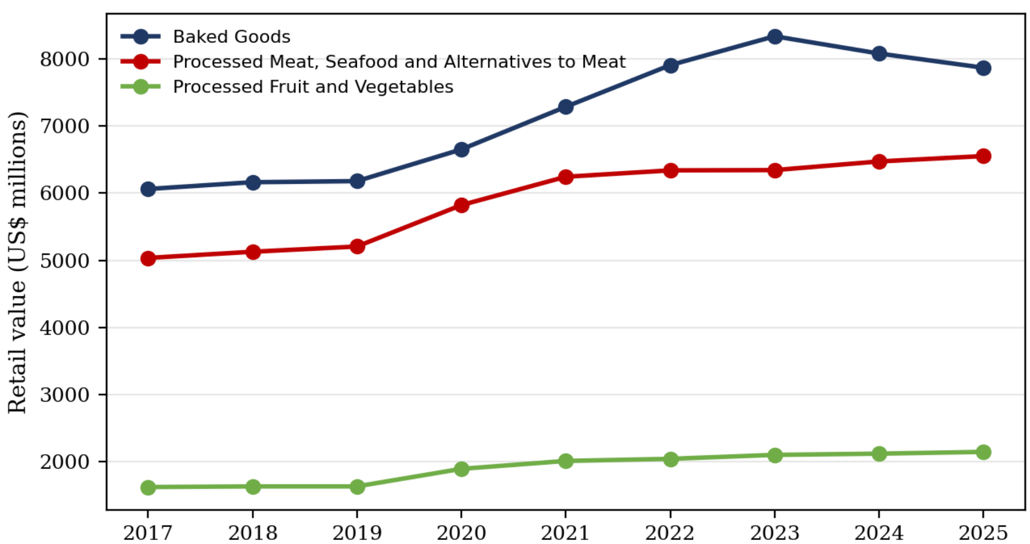
In processed meat, seafood, and alternatives to meat, Maple Leaf Foods leads with the Schneiders (13.5 percent) and Maple Leaf (11.8 percent) brands, ahead of private label (14.4 percent); U.S.-owned brands present include Yves Veggie Cuisine (Hain Celestial, 1.6 percent), Beyond Meat (0.8 percent), Gardein (Conagra, 0.2 percent), and Impossible (0.4 percent). In chilled processed poultry, Maple Leaf Foods' two brands hold a combined 33.2 percent, with Olymel's Flamingo at 14.6 percent; supply management keeps this category effectively domestic.

Source: Euromonitor International, Passport, brand shares 2025, retail value RSP.

Section IV: Best Product Prospects

Retail demand in the processed categories that drive ingredient purchases continues to grow in nominal terms, with baked goods roughly USD 2 billion larger than a decade ago and processed fruit and vegetables reaching a record USD 2.1 billion in 2025.

Chart 3: Retail value of key processed food categories in Canada, 2017-2025 (USD millions).



Source: Euromonitor International.

Table 5: Baked goods, retail value, Canada.

	2017	2018	2019	2020	2021	2022	2023	2024	2025
USD million	6,062	6,163	6,179	6,651	7,285	7,905	8,335	8,078	7,867

Source: Euromonitor International.

Retail value sales of baked goods fell 1 percent in 2025 to USD 7.9 billion and are forecast to reach about USD 9.0 billion by 2030 (converted at the 2025 average rate), a 3 percent current value compound annual growth rate. This domestic retail picture reconciles with the 5.8 percent manufacturing sales decline in Table 1: FCC measures manufacturer shipments including exports, 97 percent of which go to the United States, and which fell in 2025 for the first time since 2002, while Euromonitor measures Canadian retail demand, which held nearly flat.

Within retail, the pastries category was the best performer, up 1.5 percent, and flat bread posted the only positive value and volume growth in bread, driven by South Asian and Western Asian population growth and a healthier image. Euromonitor forecasts packaged flat bread constant value growth of 4.1 percent annually through 2030. The exporter opportunities sit in the inputs: frozen dough and par-baked products for the expanding in-store bakery channel, flat bread lines, sugar alternatives and high-fiber ingredients responding to the 2026 front-of-package warning labels, and gluten-free and allergen-free inputs.

Table 6: Baked goods retail sales by category, Canada, 2025.

Category	USD million	Value growth 2024/25
Bread (leavened USD 3,873; flat bread USD 758)	4,631	-0.9%
Pastries	1,510	+1.5%
Cakes	869	-2.1%
Dessert pies and tarts	525	0.0%
Frozen baked goods	255	-3.5%
Dessert mixes	76	-3.4%
Total baked goods	7,867	-0.6%

Source: Euromonitor International, Baked Goods in Canada, November 2025.

The competitive structure favors ingredient suppliers over brand entrants. Artisanal production holds 34 percent of retail value and private label roughly another fifth, so demand for U.S. flour blends, mixes, fillings, and inclusions is spread across thousands of small bakeries and retailer programs rather than a few national accounts. Canada Bread Co, owned by Mexico's Grupo Bimbo, leads branded sales. U.S.-owned players hold established but modest positions, including Kellanova Canada (Eggo, Pop-Tarts, 1.6 percent), General Mills Canada (Betty Crocker, Pillsbury, 0.7 percent), Mondelez Canada (0.3 percent), Kraft Heinz Canada (0.2 percent), and J.M. Smucker (0.1 percent), with Dave's Killer Bread (Flowers Foods) distributed through FGF Brands.

Table 7: Company shares of baked goods, Canada (percent of retail value, national brand owner basis).

Company	2021	2022	2023	2024	2025
Canada Bread Co (Grupo Bimbo)	11.6	11.9	11.6	11.5	11.5
FGF Brands Inc	11.3	11.0	10.6	10.5	10.5
Loblaw Cos Ltd (private label)	10.4	10.1	10.0	9.9	10.0
Sobeys Inc (private label)	6.1	5.9	5.8	5.7	5.7
Vachon Bakery Inc	3.1	2.9	2.8	2.8	2.8
Kellanova Canada Inc	-	-	1.6	1.6	1.6
General Mills Canada Corp	0.8	0.8	0.7	0.7	0.7
Artisanal	32.0	33.3	34.0	34.1	34.0
Other private label	4.1	3.9	3.8	3.9	3.9
Others	14.5	14.6	15.0	15.2	15.3

Source: Euromonitor International, retail value RSP. Selected companies shown.

Table 8: Processed fruit and vegetables, retail value, Canada.

	2017	2018	2019	2020	2021	2022	2023	2024	2025
USD million	1,626	1,636	1,636	1,897	2,015	2,046	2,105	2,123	2,150

Source: Euromonitor International.

Table 9: Processed meat, seafood and alternatives to meat, retail value, Canada.

	2017	2018	2019	2020	2021	2022	2023	2024	2025
USD million	5,036	5,128	5,206	5,822	6,244	6,339	6,343	6,472	6,552

Source: Euromonitor International.

Products Present in the Market with Good Sales Potential

Fresh fruits and vegetables for processing, particularly winter-season supply: Canada relies on imports for roughly 40 percent of fruit and vegetable inputs, and domestic fruit prices rose 18 percent in 2025. Specific prospects include fresh strawberries, processing tomatoes and leafy greens. For cocoa and cocoa preparations, import costs rose from USD 6.92 to USD 9.08 per kilogram between 2024 and 2025 (converted at each year's average rate), and confectioners source preparations rather than beans. Other established processing ingredients with continued potential include wheat germ and high-fiber bakery ingredients as well as milk protein concentrates and dairy proteins for further processing (Class 4a and Class 5 uses, priced on world markets). Condiments and sauces also show strong performance, where the United States holds a 71 percent import share, and soup and other food preparations, at 78 percent.

Products Not Present in Market with Good Sales Potential

Innovative non-alcoholic and functional beverage formats experienced strong domestic demand in 2025 with import volumes rising 12.5 percent. Alternative and lab-grown chocolate ingredient technologies are also an industry focus amid cocoa volatility. Stacked-functionality dairy ingredients (e.g. protein plus probiotics or creatine) not yet widely offered domestically are also a category to watch. Specialty and regional U.S. ingredients that compete on distinctiveness rather than price can enter through specialty distributors before approaching national accounts.

Products Not Present Due to Significant Barriers

Dairy beyond quota limits, along with supply-managed chicken, turkey, and eggs, face prohibitive over-quota tariffs under Canada's supply management system. U.S. alcoholic beverages face the most direct barrier with most provinces continuing to enforce restrictions first implemented in March 2025, with only Alberta and Saskatchewan having lifted theirs in June 2025. Exporters should confirm current tariff treatment with the Canada Border Services Agency, import requirements with CFIA, and alcohol distribution status with the relevant provincial liquor board before shipping.

Section V: Key Contacts and Further Information

Local Government and Regulatory Agencies

Canadian Food Inspection Agency (CFIA), food safety, labeling, import, and licensing requirements.
Agriculture and Agri-Food Canada (AAFC), agricultural policy, market access, and the National Food Security Strategy.
Health Canada, food safety and nutrition standards, including front-of-package labeling.
Canada Border Services Agency (CBSA), customs, tariff classification, and CARM registration.
Province of Ontario - Food and Beverage Processing Overview
Province of British Columbia - Food and Beverage Processing Overview
Province of Manitoba - Food and Beverage Processing Overview
Province of Alberta - Food and Beverage Processing Overview

Data Sources

Statistics Canada
USDA FAS GATS

Industry Associations and Other Relevant Offices

Food and Beverage Canada
Farm Credit Canada
Restaurants Canada
Food and Beverage Ontario
Alberta Food Processors Association
Food and Beverage Manitoba
Food and Beverage Atlantic

Post Contact Information

For further market intelligence and regulatory guidance, consult FAS Canada's reports in USDA FAS's Global Agricultural Information Network (GAIN) library.

For U.S. Mission Canada news and social media links: U.S. Embassy and Consulates in Canada.

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Attachments:

No Attachments