

Retail maple syrup, 250 ml and 500 ml glass

Prepared for Beaudry Maple Co., Saint-Camille, Quebec · 21 September 2026

Illustrative worked example, not a client engagement. Beaudry Maple Co. is a fictional company invented to show the shape of this deliverable. The commercial figures, pack dimensions and internal document references are invented and are marked where they appear. Every regulatory value is real: each was read off the primary source listed at the end and carries the date it was read.

What this pack is

Everything a distributor asks for about one product, in one document, so the answer to an enquiry is an attachment rather than three weeks of internal archaeology. It is not a sales sheet. A sales sheet is written to make somebody want the product; this is written to let their regulatory and logistics people say yes without coming back to you.

It is also the document that tells you what you do not have. The gap register on the last page is the part clients tend to find most useful, because a missing certificate you know about is a decision and a missing certificate you find out about from a buyer is a lost order.

1 · Product specification

Common name	Maple syrup
Grade	Canada Grade A
Colour class	Amber, Rich Taste
Retail formats	250 ml and 500 ml flint glass, tamper-evident metal closure
Density at 20 °C	<i>Client value, not yet supplied</i>
Shelf life, unopened	<i>Client value, not yet supplied</i>
Storage and handling	Ambient before opening, refrigerate after. No temperature-controlled transport required
Production site	Saint-Camille, Quebec (fictional, for illustration)

The common name is prescribed rather than chosen. Maple syrup meeting the Canadian standard of identity must be called "maple syrup" on the principal display panel, and a more descriptive invented name cannot replace it.

Grade and colour class are not marketing

Any maple syrup exported from Canada must be graded against the Canadian grade compendium and labelled with the grade name it was graded to. There are two grade names for syrup that is not imported: Canada Grade A and Canada Processing Grade. Only a licence holder may apply a grade name, and only to syrup they have graded and that meets the requirement.

Within Canada Grade A there are four colour classes, and the wording is fixed in both official languages: Golden, Delicate Taste; Amber, Rich Taste; Dark, Robust Taste; Very Dark, Strong Taste. A distributor asking "what grade is it" is asking for one of these, not for an adjective.

2 · Ingredient and allergen record

FIELD	ENTRY
Ingredients	Maple syrup (100 per cent). Single ingredient; no ingredient list required when packaged and sold as such
Additives and processing aids	Defoamer, if used, must be declared. <i>Client to confirm whether one is used and which</i>
Priority allergens present	None
Shared line exposure	<i>Client value, not yet supplied. A "may contain" statement turns on this and nothing else</i>
Gluten status	No gluten-containing ingredient. A gluten-free claim is a claim and carries its own destination rules
Vegan, kosher, halal	<i>No certificate on file. Claims cannot go on artwork without one</i>

WHY A SINGLE-INGREDIENT PRODUCT STILL NEEDS THIS PAGE

Buyers do not ask whether maple syrup contains peanuts. They ask whether your line runs anything that does, and they ask in a form that has to be answered in writing and signed. The record exists so that answer takes an hour rather than a week, and so it is the same answer every time it is given.

3 · Packaging and case data

ALL FIGURES ON THIS PAGE ARE INVENTED FOR ILLUSTRATION

FIELD	250 ML	500 ML
Units per case	12	12
Case dimensions	240 × 180 × 165 mm	300 × 225 × 200 mm
Gross case weight	4.6 kg	8.4 kg
Cases per layer	20	14
Layers per pallet	6	5
Cases per pallet	120	70
Barcodes	<i>Unit and case codes not yet supplied</i>	<i>Not yet supplied</i>

Pallet pattern is the line buyers cost a container from, and it is the line most often missing from a producer's own paperwork. Without it an importer cannot quote you a landed price, so the enquiry stalls somewhere neither side can see.

4 · Origin and Canadian labelling

Country of origin	Canada
Province of origin	Quebec
Origin statement on export artwork	Destination rules govern. Canadian country-of-origin marking is mandatory on <i>imported</i> prepackaged maple syrup of 5 L or less, not on exports
Bilingual requirements	Grade name and colour class must appear in both official languages on product traded interprovincially, imported or exported
Governing instruments	Safe Food for Canadians Act and Regulations; Food and Drugs Act and Regulations; Canadian grade compendium Volume 7

Two things a producer commonly has backwards. The country-of-origin marking rule in the Canadian regulations is about syrup coming *in*, so it does not tell you what your export label needs; the destination does. And "Product of Canada" and "Made in Canada" are claims with their own tests rather than descriptions you may use because the product is Canadian.

5 • Classification research

Maple sugar and maple syrup sit together under one subheading in Chapter 17 of the Canadian Customs Tariff. The candidate line, the reasoning and the evidence are set out below.

Candidate subheading	1702.20, maple sugar and maple syrup
Basis	Named subheading in Chapter 17 of the Customs Tariff. Pure syrup with no added ingredient falls to it directly
What would move it	An added ingredient, a flavouring, or a blend with another sweetener. A maple-flavoured product is a different question and is not covered here
Status	Research, not a ruling

WHAT WE DO NOT DO, AND WHO DOES

We do not classify. We research the candidate line, write up the reasoning and assemble the evidence, which is most of the cost and all of the delay. A licensed customs broker confirms it, or the Canada Border Services Agency does so bindingly through an advance ruling. On a single-ingredient product with a named subheading the risk is low and a broker's confirmation is quick. On a blended or flavoured product it is neither, and that is when the ruling is worth paying for.

6 • Landed cost worksheet

Duty positions below are real and dated. The commercial lines are yours and are left blank on purpose: a worksheet that arrives with our guesses in it is a worksheet you cannot use.

MARKET	APPLIED DUTY	PREFERENTIAL	WHAT THAT TURNS ON
Vietnam	10%	Free (CPTPP)	A valid origin claim on every consignment, not once at the start
Malaysia	Free	Free (CPTPP)	No duty either way; the agreement is not what decides this market
Singapore	Free	Free (CPTPP)	No duty either way

MARKET	APPLIED DUTY	PREFERENTIAL	WHAT THAT TURNS ON
Thailand	20%	None: no agreement in force	Nothing to claim. The applied rate is the rate
Philippines	7%	None: no agreement in force	Nothing to claim
Indonesia	5%	None: CEPA signed, not in force	Signed is not in force. Do not budget a preference you cannot claim yet

Lines you fill in

Ex-works price per case	<i>Your figure</i>
Inland freight to port	<i>Your figure</i>
Ocean freight and insurance	<i>Forwarder quote</i>
Duty	Calculated from the rate above on the customs value
Destination taxes and levies	<i>Sit on top of duty. Not included above</i>
Importer margin	<i>Their figure, and worth asking for early</i>

The Vietnamese line is the one worth reading twice. Ten per cent against nothing is decided entirely by whether the origin documentation travelling with each consignment is correct, and nobody at the border argues that point on your behalf.

7 • Destination labelling notes

Singapore

There is no label approval step. Prepacked food offered for sale must comply with the Food Regulations, and compliance is asserted rather than certified, so a labelling error surfaces at or after import rather than during a filing. The obligation sits with the importer, who may apply sticker labels carrying whatever is needed to comply. Agree in advance who applies them, who pays, and who is accountable if they are wrong.

Malaysia

Labelling sits under the Food Regulations 1985, which have been amended repeatedly and recently. Treat any artwork approval older than a year as unverified rather than as settled.

The rest

Thailand, the Philippines and Indonesia review artwork as part of a product registration, which is a separate service and a separate document set. Not covered by this pack.

8 • Document register

DOCUMENT	STATUS	NEXT ACTION
SFCR licence	<i>Client to supply number and expiry</i>	Expiry goes on the watch list once supplied
Grading authorisation	<i>Client to confirm</i>	Confirm the licence authorises the grade name used
Product specification	In this pack	Re-issue on any formulation or pack change

DOCUMENT	STATUS	NEXT ACTION
Allergen statement	In this pack, incomplete	Close the shared-line question
Nutrition analysis	<i>Not held</i>	Accredited laboratory. Needed before most destination artwork
Organic certificate	<i>Not held</i>	Only if the claim is going to be made
Halal certificate	<i>Not held</i>	Market-dependent in Malaysia and Indonesia. Scoped separately

9 • Gap register

What is missing, who issues it, and what it blocks. This is the page to act on.

- **Nutrition analysis.** Accredited food laboratory. Blocks destination artwork in most markets and is the longest lead item on this list.
- **Shared-line allergen position.** You, in writing. Blocks a signed allergen statement, which large distributors ask for before they will list.
- **Density and shelf-life values.** You, or a laboratory if you want them defensible. Blocks a complete specification sheet.
- **Unit and case barcodes.** You. Blocks retail listing anywhere.
- **Halal certificate.** A recognised certifier. Whether you need one turns on which part of the Malaysian and Indonesian trade you are aiming at, which is a market question rather than a documentation one and is scoped separately.
- **Broker confirmation of the classification.** A licensed customs broker. Cheap and quick on this product. Do it before the first quote, not after the first consignment.

Sources

- Labelling requirements for maple products, Canadian Food Inspection Agency, read 21 September 2026. Common name, grade names, colour classes, country-of-origin marking, bilingual requirements.
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- Customs Tariff 2026, Chapter 17, Canada Border Services Agency, read 1 September 2026. Candidate subheading.
<https://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2026/html/00/ch17-eng.html>
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<https://www.tariffinder.ca/en/search/export/VN/retail-maple-syrup/170220>
- Canada and Thailand trade relations, Global Affairs Canada, read 1 September 2026. No agreement in force.
<https://www.international.gc.ca/trade-commerce/trade-agreements-accords-commerciaux/agr-acc/thailand-thailande/fta-ale/background-contexte.aspx?lang=eng>
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- Labelling Requirements for Food, Singapore Food Agency, read 18 September 2026. No pre-approval; importer responsibility; sticker labels.
<https://www.sfa.gov.sg/regulatory-standards-frameworks-guidelines/food-labelling-packaging-guidelines/labelling-requirements-for-food>
- Food Act 1983 (Act 281) and the Food Regulations amendments of 2025 and 2026, Attorney General's Chambers of Malaysia, read 19 September 2026. Malaysian labelling instruments.
https://lom.agc.gov.my/ilims/upload/portal/akta/outputaktap/2849945_BI/Act%20281%20%28Online%202026%29.pdf

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