



The Canadian Seed Trade

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The Canadian Seed Trade

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Canadian Seed Industry Stakeholders

- **Canadian Seed Growers Association**
 - Growers and certifiers of seed
- **Commercial Seed Analysts Association**
 - Testers of seed
- **Canadian Seed Institute**
 - accreditation and monitoring
- **Canadian Seed Trade Association**
 - Research, development, sales and trade of seed
- **Canadian Food Inspection Agency**
 - Regulators

Introducing the CSTA

The Canadian Seed Trade Association

- Represents over 140 member companies engaged in all aspects of seed
 - Seed research and development, marketing, trade and seed treatment
 - Companies that market garden seed to large western grain handlers
 - Small family-run businesses to large multi-national corporations



CSTA's Members and Their Roles

Research and Development

- **Private Sector Breeders of over 50 principal crops – thousands of varieties**
 - **forages and turf** (*legumes and grasses*)
 - **grains and oilseeds** (*wheat, barley, corn, oats, rye, triticale, canola, soybeans, flax*)
 - **special crops** (*beans, peas, lentils, canary seed, mustard, sunflowers, millet*)

CSTA's Members and Their Roles

Research and Development

- **Private sector in Canada invests over \$50 million annually in research and development (13% of gross revenue)**
 - Traditional breeding can take 10 to 15 years from the first cross to a commercial product
 - The cost is between \$700,000 and \$1,000,000 per variety
- **Revenue from sale of seed (certified)**




CSTA's Members and Their Roles

Research and Development

An early adopter of new technology

- **A Leader in Biotechnology**
 - Improved productivity
 - Drought and salt tolerance
 - Insect and disease tolerance
 - Specific end use qualities
 - Improved nutrition
- **Canada is the 3rd largest producer of products of biotechnology in the world**



CSTA's Members and Their Roles

Seed Treatment

- **4 member companies that develop and market seed treatments**
 - Cooperate on guidelines for safe handling of seed treatments
 - Work together on pesticide regulations



CSTA's Members and Their Roles

Sales and Marketing

- **Domestic and foreign developed seed**
 - Import and multiplication for Canadian market (eg. vegetables and flowers)
- **CSTA members range from small, farm based sales, through retail sales outlets and large multi-national companies**



CSTA's Members and Their Roles

International Trade

2006 Canadian Seed Exports

- **368,000 tonnes**
- **\$244 million**
 - Peas, lentils, beans
 - Yellow corn
 - Grass seed and alfalfa



Introducing the CSTA

Member Services

Domestic regulatory issues

- Variety registration
- Research and development policy
- Intellectual property protection

International Trade Issues

- Phytosanitary requirements (eg. verticillium wilt in China)
- Adventitious Presence
- Technical barriers (eg. labelling, packaging)
- Tariff barriers



Introducing the CSTA

Member Services

Trading Rules and Arbitration

- Domestic
- North America
- International

Fostering Innovation

What does the Industry Need?

- **A regulatory system that:**
 - Enables innovation
 - responsive approval system
 - science based
- **An Environment that encourages investment through:**
 - Incentives
 - Access to intellectual property protection tools that are competitive internationally



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