

# Canais de Distribuição

# Canadá

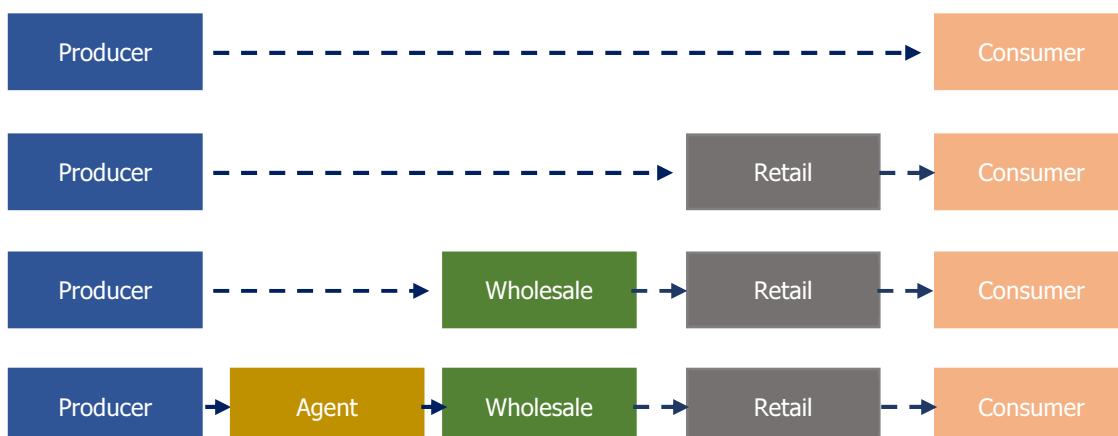


## 1. Canais de Distribuição

O canal de distribuição é o caminho escolhido por uma empresa para fazer os seus produtos chegarem aos consumidores certos, no local e no momento exatos. Estas atividades começam quando a organização opta pelo tipo de canal que será usado para distribuir fisicamente os seus produtos. Trata-se de uma importante etapa do *marketing*, pois sem uma estrutura de distribuição eficaz uma empresa terá dificuldades em atingir o seu público-alvo, mesmo comercializando bons produtos.

Neste contexto, é feito o levantamento dos principais canais de distribuição do Canadá, Luxemburgo e Moçambique, o que inclui alguns centros de venda e hipermercados, grossistas e retalhistas, e os principais importadores de produtos portugueses.

### Exemplo de métodos de Canais de Distribuição de Bens de Consumo



No Canadá existiam cerca de 21.242 lojas, em 2009, e 20.661, em 2012, no setor a retalho de produtos alimentares e a grande parte das vendas continuam a ser realizadas através de mercearias e supermercados, representando 63% do total das vendas, em 2012. As vendas de produtos alimentares através de canais de retalho não tradicionais como lojas de *merchandise*, lojas de conveniência, drogarias, lojas especializadas e estações de serviço cresceram de 33%, em 2010, para 36%, em 2012.

Walmart Canada e Costco junto com outros retalhistas, do setor não alimentar, como o Canadian Tire, Shoppers Drug Mart e London Drugs, têm sido estratégicos em colocar mais produtos alimentares nas suas prateleiras, atraindo mais clientes na área alimentar.

### Quotas de Mercado dos Canais a Retalho no Canadá

	2010	2011	2012
Mercearias/ Supermercados	66,8%	65,0%	63,7%
<i>Merchandiser</i> em massa	10,6%	10,8%	11,2%
Grossistas	7,0%	7,9%	8,3%
Drogarias	6,3%	6,6%	6,8%
Lojas de conveniência	5,9%	5,9%	5,9%
Lojas especializadas	2,0%	2,0%	2,3%
Estações de serviço	1,4%	1,8%	1,8%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

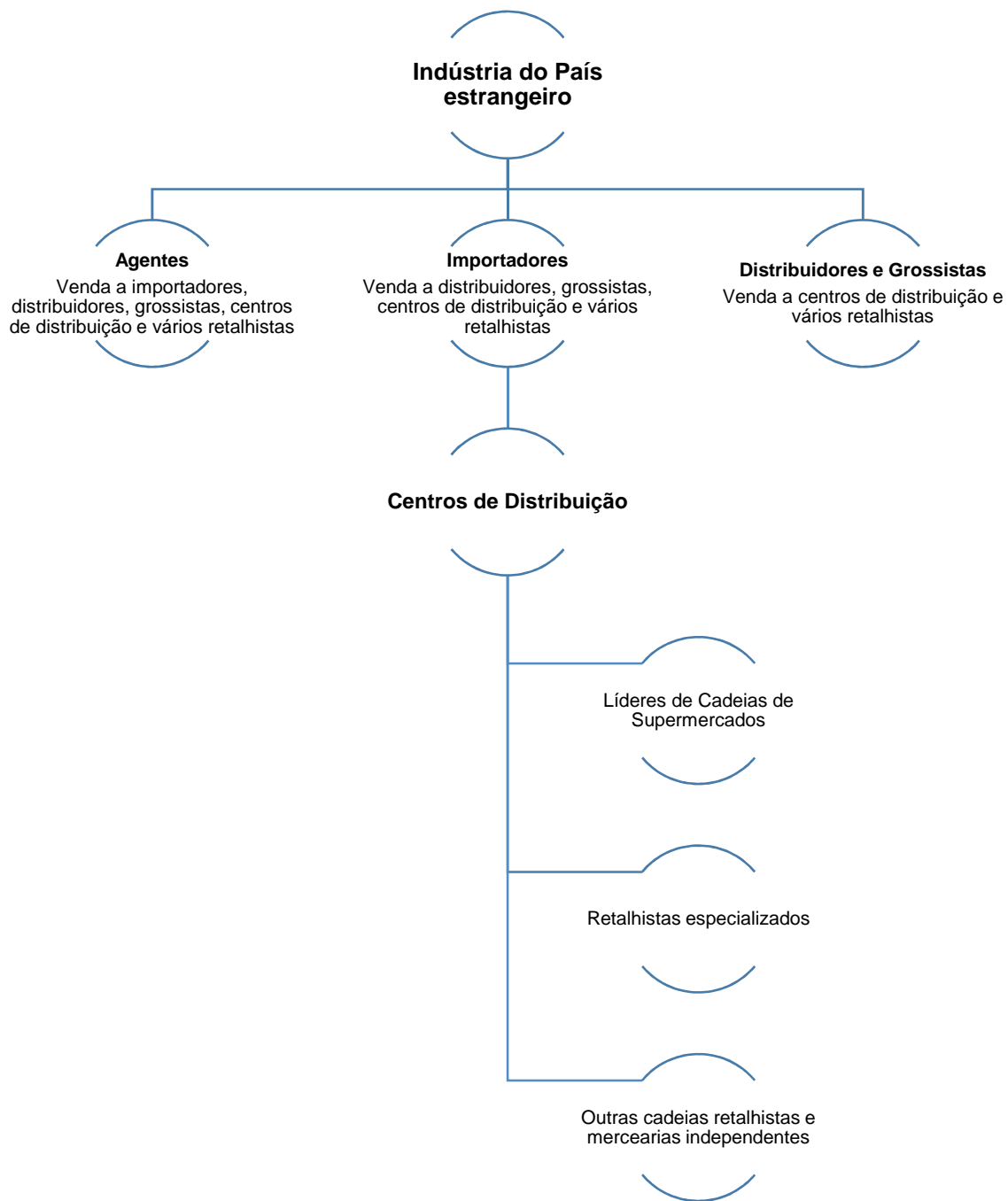
Fonte: Statistics Canada 2013

Os canais a retalho com mais quota de mercado, entre 2010 e 2012, foram as mercearias e os supermercados com um peso de 66,8%, em 2010, 65,0%, em 2011, e 63,7%, em 2012, observa-se uma tendência decrescente do peso destes canais ao longo do período em análise. De seguida, os canais com mais quota de mercado foram as lojas de *merchandise*, com um peso de 10,6% em 2010, 10,8% em 2011 e 11,2%, neste caso a tendência é de crescimento positivo. Por ordem decrescente de quota mercado, encontram-se ainda os grossistas (8,3% em 2012), as drogarias (6,8% em 2012), as lojas de conveniência (5,9% em 2012), as lojas especializadas (2,3% em 2012) e as estações de serviço (1,8% em 2012).

A importação de produtos alimentares do mercado canadiano pode ser diretamente vendida a retalhistas ou a importadores, agentes, distribuidores e grossistas. Os supermercados tradicionais estão divididos entre cadeias e lojas independentes. A maioria das cadeias de supermercados do Canadá estão envolvidas no comércio grossista e operações a retalho e mantêm um número considerável de centros de distribuição estrategicamente localizados em todo o Canadá. Estes centros de distribuição não fornecem apenas as suas lojas mas também as franquias e mercearias independentes. Algumas destas mercearias independentes por vezes afiliam-se com um grossista.

Os importadores, distribuidores e alguns grossistas vendem uma categoria específica ou linha de produtos para a cadeia de centros de distribuição. O setor da distribuição alimentar tem um papel importante no setor agroalimentar canadiano por gerar uma significativa atividade económica e contribuir para o abastecimento de um dos mais acessíveis sistema de fornecimento alimentar em todo o mundo.

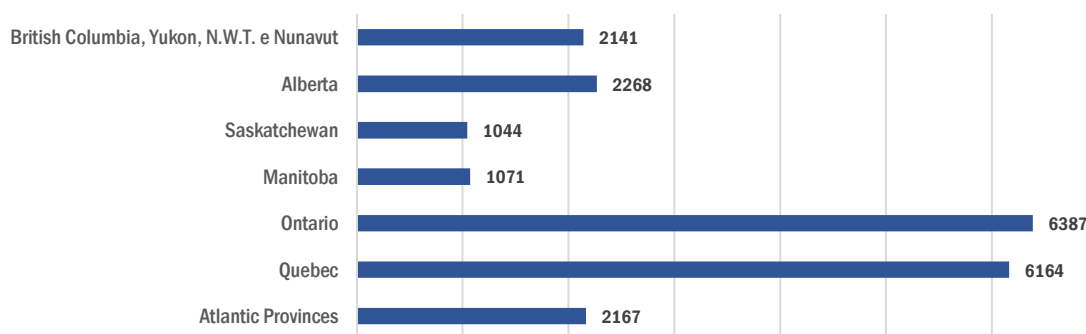
**Exemplo da Distribuição no Canadá**



### Total das Vendas e Quota de Mercado do Setor a Retalho no Canadá, por região, 2011



### N.º Lojas Alimentares, 2009



Fonte: Canadian Grocer 2011

Relativamente ao Total das Vendas e Quota de mercado, por regiões, observa-se que são as províncias de Ontário e do Quebec que mais peso têm no setor a retalho, 31,8% e 25,0%, respetivamente. Uma das causas responsáveis por esses resultados é o facto de serem estas duas províncias as maiores acolhedoras de lojas alimentares, cerca 6.387 em Ontário e 6.164 no Quebec., em 2009.

## Principais grupos de distribuição, retalhistas e supermercados no Canada

De seguida, faz-se o levantamento dos principais canais de distribuição:

- Ferma Food Products, Unibel Company Ltd. | <http://www.fermafoods.com/>
- Ferma Import & export Inc. | <http://www.ferma.ca/>
- Distribution Canada Inc. | [www.distributioncanada.ca](http://www.distributioncanada.ca)
- Bunzl | <http://www.bunzldistribution.com>
- Lumsden Brothers | <http://www.lbl.on.ca>
- Ontario Natural Food Co-op | <http://www.onfc.ca>
- Tree of Life | <http://www.treeoflife.ca>
- Carrefour Alimentaire du Québec | [www.carrefouralimentaire.com](http://www.carrefouralimentaire.com)
- Taste of Nova Scotia | [www.tasteofnovascotia.com](http://www.tasteofnovascotia.com)
- Star Marketing Canada | <http://www.starmarketingcanada.com/>
- Walmart Canada | <http://www.walmart.ca/>
- Costco | <http://www.costco.ca/>
- Canadian Tire | <http://www.canadiantire.ca/en.html>
- Shoppers Drug Mart | <http://www1.shoppersdrugmart.ca/en/home>
- London Drugs | <http://www.londondrugs.com/>
- Loblaw Co. Ltd. | Loblaw Co. Ltd.
- Sobeys Inc. | <https://www.sobeys.com/en>
- The Empire Company Ltd. | <http://www.empireco.ca/>
- Metro Inc. | <http://www.metro.ca/>

## Importadores de produtos portugueses no Canadá:

De acordo com o Governo do Canadá\* as empresas numeradas de seguida importam alguns produtos portugueses.

\*Consulta: [http://www.ic.gc.ca/cgi-bin/sc\\_mrkti/cid/cid\\_e.cgi?func=print\\_report\\_page&report\\_id=191813895&page=1&province=1&session\\_id=5642125&search\\_method=by\\_country&country=178&hs\\_code=&hFileNm=](http://www.ic.gc.ca/cgi-bin/sc_mrkti/cid/cid_e.cgi?func=print_report_page&report_id=191813895&page=1&province=1&session_id=5642125&search_method=by_country&country=178&hs_code=&hFileNm=)

Empresa	Cidade	Província
9230-1902 Quebec Inc.	Laval	Quebec
ABC Cork Corporation	London	Ontario
Acco Brands Canada Inc.	Brampton	Ontario
Alltemp Products Company Ltd.	Pickering	Ontario
Amjay Ropes and Twines Ltd.	Newmarket	Ontario
Apotex Inc.	Toronto	Ontario
Bodum USA Inc.	New York	New York
Boutique Linen Chest	Laval	Quebec
C.F.F. Stainless Steels Inc.	Hamilton	Ontario
Chaussures Browns Inc. / Browns Shoes Inc.	Saint-Laurent	Quebec
Cheviot Products Inc.	Port Coquitlam	British Columbia
Continental Cork Company	London	Ontario
Continental Tire Canada, Inc.	Fort Mill	South Carolina
Cordna	Newmarket	Ontario
Cork Supply USA, Inc.	Benicia	California
Costco Wholesale Canada Ltd.	Ottawa	Ontario
Coutinho & Ferrostaal Ltd.	Stoney Creek	Ontario
Dollarama S.E.C./ Dollarama L.P.	Montréal	Quebec
Equipment Doyon Inc.	Saint-Côme-Linière	Quebec
Esprit Canada Distribution Ltd.	Toronto	Ontario
Ferma Import & Export	Toronto	Ontario
Fields Store a div. of Hudsons Bay	Toronto	Ontario
General Motors of Canada Ltd.	Oshawa	Ontario
Gesco Ltd. Partnership	Brampton	Ontario
Goodfellow Inc.	Delson	Quebec
Grohe Canada Inc.	Mississauga	Ontario
H. Y. Louie Co. Ltd.	Vancouver	British Columbia
Helly Hansen Canada Ltd.	Dartmouth	Nova Scotia
Hercules SLR Inc.	Dartmouth	Nova Scotia
Holt, Renfrew & Co. Ltd.	Toronto	Ontario
Hovione Farmaciencia, S.A.	2674-506 Loures	
Hugo boss Canada Inc.	Concord	Ontario
Husqvarna Canada Corp.	Mississauga	Ontario
IKEA suply AG	Ch-4133 Pratteln	
John Fluevog Boots & Shoes Ltd	Vancouver	British Columbia

K J Enterprises  
 Kraus MCMahon  
 La Maison Simons Inc  
 Laurel Steel Products  
 Leica Camera Inc.  
 Les Produits Petroliers Norcan S.E.N.C.  
 Liquor Control Board of Ontario  
 Liquor Distribution Branch of BC  
 Loblaws Inc.  
 Mephisto Canada Inc.  
 Mexx Brands  
 Morgan Stanley Capital Group Inc.  
 Newport Fish Importers  
 North Atlantic Fisheries  
 Nucor Canada Inc.  
 Pegabo  
 Polyexcel Inc.  
 Produits Plastiques Jay Inc./ Jay Plastics Co. Inc.  
 QBD Cooling Systems Inc.  
 Regitex Inc.  
 Robert Bosch Inc.  
 Sears Canada Inc.  
 Societe des Alcools du Quebec  
 Soucy International Inc.  
 Spinrite Ltd. Partnership  
 Sun Paul Holdings Ltd.  
 Tama Canada Ltd..  
 Tavora Holding Co. Ltd.  
 Technocell Inc.  
 Tiger Collective Clothing Inc.  
 Timbertown Building Centre Ltd.  
 Torlys Inc.  
 Toyota Tsusho Canada Inc.  
 Treasury Dept Govt of Alberta  
 Triluxe Fashion Distributors Inc.  
 Ultima Foods Inc.  
 Unicer World Foods Inc.  
 Vernon D'eon Lobster Plugs Ltd.  
 Winners Division of Winners Merchants Int. LP.  
 ZARA Canada Inc.

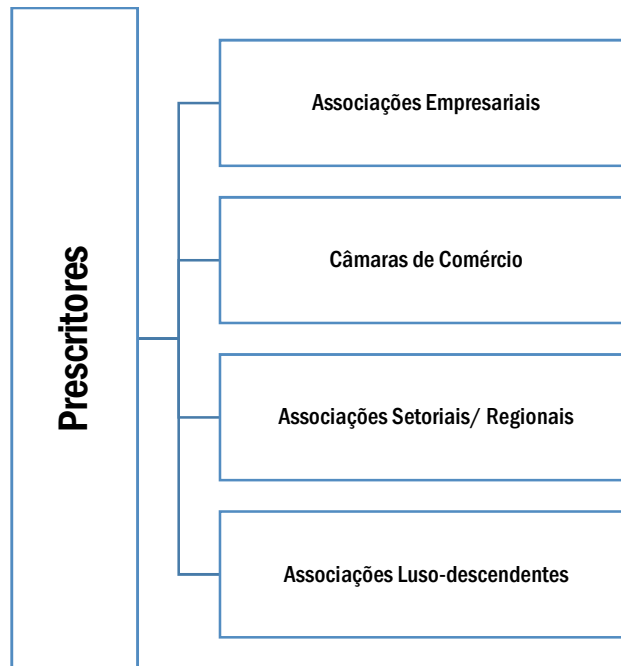
Whitby	Ontario
Winnipeg	Manitoba
Québec	Quebec
Burlington	Ontario
Allendale	New Jersey
Montréal	Quebec
Toronto	Ontario
Vancouver	British Columbia
Brampton	Ontario
Toronto	Ontario
North Bergen	New Jersey
Purchase	New York
Toronto	Ontario
Toronto	Ontario
Montréal	Quebec
Saint-Laurent	Quebec
Calgary	Alberta
Saint-Léonard	Quebec
Brampton	Ontario
Saint-Joseph-de-Beauce	Quebec
Mississauga	Ontario
Toronto	Ontario
Montréal	Quebec
Drummondville	Quebec
Listowel	Ontario
Spruce Grove	Alberta
Burlington	Ontario
Toronto	Ontario
Drummondville	Quebec
Montréal	Quebec
Calgary	Alberta
Mississauga	Ontario
Cambridge	Ontario
Edmonton	Alberta
Toronto	Ontario
Longueuil	Quebec
Toronto	Ontario
Middle West Pubnico	Nova Scotia
Mississauga	Ontario
Montréal	Quebec



## Prescritores

O estudo das motivações dos consumidores revela, para certos mercados, que há influência determinante de terceiros, que assumem a figura de prescritor, na escolha da marca, na decisão de compra e no consumo. O prescritor deve ser considerado como um dos alvos que constituem estes mercados sendo objeto de ações de *marketing* específicas.

Para além do levantamento dos canais de distribuição, também é feito o estudo dos principais prescritores do Canadá, Luxemburgo e Moçambique, o que inclui associações empresariais, câmaras de comércio, associações locais e/ ou setoriais e associações luso-descendentes.



O Canadá apresenta uma estrutura de prescritores diversa e bastante sólida. De seguida, faz-se o levantamento dos vários tipos de prescritores presentes no país.

## Associações Locais/ Setoriais

### Nível Nacional

#### Agroalimentar

- Canadian Federation of Independent Grocers | <http://www.cfig.ca>
- Canadian Council of Food Processors (CCFP) | <http://ccfp.owndestiny.ca/>
- Food and Consumer Products of Canada | [www.fcPMC.com](http://www.fcPMC.com)
- Retail Merchants' Association of Canada (RMA) | <http://www.rmacanada.com>
- Food Industry Occupational Safety Association | [www.fiosa.ca](http://www.fiosa.ca)
- Canadian Snack Food Association | [canadiansnack.com](http://canadiansnack.com)
- International Food Service Distributors Association | [www.ifdaonline.org](http://www.ifdaonline.org)
- National Seafood Sector Council | [www.nssc.ca](http://www.nssc.ca)
- Small Scale Food Processors Association | [www.ssfpa.net](http://www.ssfpa.net)
- The Packaging Association | [www.pac.ca](http://www.pac.ca)
- Food Processors of Canada | [foodnet.fic.ca](http://foodnet.fic.ca)
- Vegetable Oil Industry of Canada | [www.voic.ca](http://www.voic.ca)

#### Produtos Lácteos

- Canadian Dairy Commission | [www.cdc-ccl.gc.ca](http://www.cdc-ccl.gc.ca)
- Dairy Farmers of Canada | [www.dairygoodness.ca](http://www.dairygoodness.ca)
- Dairy Processors Association of Canada | [www.dpac-atlc.ca](http://www.dpac-atlc.ca)
- Canadian Produce Marketing Association | [www.cpma.ca](http://www.cpma.ca)
- Fresh Produce Alliance | [www.freshproducealliance.com](http://www.freshproducealliance.com)
- Fruit and Vegetable Dispute Resolution Corporation | [www.fvdrc.com](http://www.fvdrc.com)
- Canadian Hatching Egg Producers | [www.chep-poic.ca](http://www.chep-poic.ca)
- Canadian Poultry and Egg Processors Council | [www.cpepc.ca](http://www.cpepc.ca)
- Canadian Poultry Research Council | [www.cp-rc.ca](http://www.cp-rc.ca)
- Chicken Farmers of Canada | [www.chicken.ca](http://www.chicken.ca)
- Egg Farmers of Canada | [www.eggs.ca](http://www.eggs.ca)

#### Carne e Produtos de Carne

- Further Poultry Processors Association of Canada | [www.fppac.ca](http://www.fppac.ca)
- Poultry Industry Council | [www.poultryindustrycouncil.ca](http://www.poultryindustrycouncil.ca)
- Turkey Farmers of Canada | [www.canadianturkey.ca](http://www.canadianturkey.ca)
- Canada Beef Inc. | [www.canadabeef.ca](http://www.canadabeef.ca) | [www.beefinfo.org](http://www.beefinfo.org)
- Canadian Meat Council | [www.cmc-cvc.com](http://www.cmc-cvc.com)

- Canada Pork International | [www.canadapork.com](http://www.canadapork.com)
- National Renderers Organization | [www.nationalrenderers.org](http://www.nationalrenderers.org)
- Canadian Beef Grading Agency | [www.beefgradingagency.ca](http://www.beefgradingagency.ca)

### **Lojas de conveniência, Restaurantes e Serviços alimentares**

- Canadian Association of Agri-Retailers | [www.caar.org](http://www.caar.org)
- Canadian Association of Foodservice Professionals | [www.cafp.com](http://www.cafp.com)
- Canadian Federation of Independent Grocers | [www.cfig.ca](http://www.cfig.ca)
- Canadian Franchise Association | [www.cfa.ca](http://www.cfa.ca)
- Canadian Restaurant and Foodservices Association | [www.crfa.ca](http://www.crfa.ca)
- Retail Council of Canada | [www.retailcouncil.org/grocery](http://www.retailcouncil.org/grocery)

### **Exportação e Marketing**

- Canadian Agri-Food Trade Alliance | [www.cafta.org](http://www.cafta.org)
- Canadian Agri-Marketing Association | [www.cama.org](http://www.cama.org)
- Canadian Association of Importers and Exporters | [www.iecanada.com](http://www.iecanada.com)
- Canadian Association of Fairs and Exhibitions | [www.canadian-fairs.ca](http://www.canadian-fairs.ca)
- Canadian Food Exporters Association | [www.cfea.com](http://www.cfea.com)
- Canadian Manufacturers and Exporters | [www.cme-mec.ca](http://www.cme-mec.ca)
- Farmers' Markets Canada | [www.farmersmarketscanada.ca](http://www.farmersmarketscanada.ca)
- Food Beverage Canada | [www.foodbeveragecanada.com](http://www.foodbeveragecanada.com)
- Fruit and Vegetable Dispute Resolution Corporation | [www.fvdrc.com](http://www.fvdrc.com)

## **Nível regional/ sectorial**

### **Turismo**

- Association de l'Agrotourisme et du Tourisme gourmand du Québec (AATGQ)
- Association hôtellerie du Québec (AHQ)
- Société des attractions touristiques du Québec (SATQ)

### **Agroalimentar**

- Association des détaillants en alimentation du Québec (A.D.A.) | <http://www.adaq.qc.ca>
- Alberta Food Processors Association | [www.afpa.com](http://www.afpa.com)
- Alliance of Ontario Food Processors | [www.aofp.ca](http://www.aofp.ca)
- BC Ministry of Agriculture | [www.gov.bc.ca/al](http://www.gov.bc.ca/al)

- Manitoba Food Processors Association | [www.mfpa.mb.ca](http://www.mfpa.mb.ca)
- Northwest Food Processors Association | [www.nwfpa.org](http://www.nwfpa.org)
- Saskatchewan Food Processors Association | [www.sfpa.sk.ca](http://www.sfpa.sk.ca)
- BC Food Processors Association | [www.bcfpa.ca](http://www.bcfpa.ca)
- Alberta Food Processors Association | [www.afpa.com](http://www.afpa.com)
- Saskatchewan Food Processors Association | [www.sfpa.sk.ca](http://www.sfpa.sk.ca)
- Manitoba Food Processors Association | [www.mfpa.mb.ca](http://www.mfpa.mb.ca)
- Alliance of Ontario Food Processors | [www.aofp.ca](http://www.aofp.ca)
- Conseil de la transformation agroalimentaire et des produits de consommation (Québec) | [www.conseiltac.com](http://www.conseiltac.com)
- Atlantic Food and Beverage Processors Association Inc. | [atlanticfood.ca](http://atlanticfood.ca)

### Produtos Lácteos

- BC Dairy Association | [bcmilkproducers.ca](http://bcmilkproducers.ca)
- BC Milk Marketing Board | [www.milk-bc.com](http://www.milk-bc.com)
- Alberta Dairy Council | [www.albertadairycouncil.ca](http://www.albertadairycouncil.ca)
- Alberta Milk | [www.albertamilk.com](http://www.albertamilk.com)
- Dairy Farmers of Manitoba | [www.milk.mb.ca](http://www.milk.mb.ca)
- Dairy Farmers of Ontario | [www.milk.org](http://www.milk.org)
- Ontario Dairy Council | [www.ontariodairies.ca](http://www.ontariodairies.ca)
- Conseil des industriels laitiers du Québec inc. | [cilq.ca](http://cilq.ca)
- Fédération d'agriculture biologique du Québec | [www.fabqbio.ca](http://www.fabqbio.ca)
- Fédération des producteurs de lait du Québec | [www.lait.org](http://www.lait.org)
- Dairy Farmers of New Brunswick | [www.nbmilk.org](http://www.nbmilk.org)
- Dairy Farmers of Prince Edward Island | [www.dfpei.pe.ca](http://www.dfpei.pe.ca)
- Dairy Farmers of Nova Scotia | [www.dfns.ca](http://www.dfns.ca)
- Dairy Farmers of Newfoundland and Labrador | [www.nlfa.ca](http://www.nlfa.ca)

### Frutas e Vegetais

- Keystone Potato Producers Association | [www.pmana.org](http://www.pmana.org)
- North American Strawberry Growers Association | [www.nasga.org](http://www.nasga.org)
- Wild Blueberry Association of North America | [www.wildblueberries.com](http://www.wildblueberries.com)
- British Columbia Blueberry Council | [www.bcblueberry.com](http://www.bcblueberry.com)
- British Columbia Cranberry Growers Association | [www.bccranberrygrowers.com](http://www.bccranberrygrowers.com)
- BC Fruit Growers' Association | [www.bcfga.com](http://www.bcfga.com)
- British Columbia Grapegrowers Association | [www.grapegrowers.bc.ca](http://www.grapegrowers.bc.ca)
- BC Potato and Vegetable Growers Association | [www.bcfreshvegetables.com](http://www.bcfreshvegetables.com)
- BC Vegetable Marketing Commission | [www.bcveg.com](http://www.bcveg.com)
- Okanagan Tree Fruit Cooperative | [www.oktreefruit.com](http://www.oktreefruit.com)

- Raspberry Industry Development Council (British Columbia) | [www.bcraspberries.com](http://www.bcraspberries.com)
- Calgary Produce Marketing Association | [www.calgarypma.ca](http://www.calgarypma.ca)
- Potato Growers of Alberta | [www.albertapotatoes.ca](http://www.albertapotatoes.ca)
- Saskatchewan Fruit Growers Association | [www.saskfruit.com](http://www.saskfruit.com)
- Saskatchewan Seed Potato Growers Association | [www.sspga.ca](http://www.sspga.ca)
- Fresh Vegetable Growers of Ontario | [www.freshvegetablesontario.com](http://www.freshvegetablesontario.com)
- Grape Growers of Ontario | [www.grapegrowersofontario.com](http://www.grapegrowersofontario.com)
- Ontario Asparagus Growers' Marketing Board | [www.asparagus.on.ca](http://www.asparagus.on.ca)
- Ontario Berry Growers Association | [www.ontarioberries.com](http://www.ontarioberries.com)
- Ontario Fruit and Vegetable Growers' Association | [www.ofvga.org](http://www.ofvga.org)
- Ontario Greenhouse Vegetable Growers | [www.ontariogreenhouse.com](http://www.ontariogreenhouse.com)
- Ontario Potato Board | [www.ontariopotatoes.ca](http://www.ontariopotatoes.ca)
- Ontario Processing Vegetable Growers | [www.opvg.org](http://www.opvg.org)
- Ontario Produce Marketing Association | [www.opma-assn.com](http://www.opma-assn.com)
- Ontario Tender Fruit Producers' Marketing Board | [www.ontariotenderfruit.com](http://www.ontariotenderfruit.com)
- Association des producteurs de fraises et framboises du Québec | [www.fraisesetframboisesduquebec.com](http://www.fraisesetframboisesduquebec.com)
- Fédération des producteurs de pommes du Québec | [www.lapommeduquebec.ca](http://www.lapommeduquebec.ca)
- Fédération des producteurs de pommes de terre du Québec | [www.fpptq.qc.ca](http://www.fpptq.qc.ca)
- Fédération Québécois des producteurs de fruits et légumes de transformation | [legumes-transformation.qc.ca](http://legumes-transformation.qc.ca)
- Quebec Produce Marketing Association | [www.aqdf.ca](http://www.aqdf.ca)
- Québec Produce Growers Association | [www.ajmquebec.com](http://www.ajmquebec.com)
- Apple Growers of New Brunswick | [applesnb.ca](http://applesnb.ca)
- Bleuets NB Blueberries (New Brunswick) | [www.nbwildblue.ca](http://www.nbwildblue.ca)
- New Brunswick Grape Growers Association | [www.nbgrape.ca](http://www.nbgrape.ca)
- Potatoes New Brunswick | [www.potatoesnb.com](http://www.potatoesnb.com)
- Prince Edward Island Potatoes | [www.peipotato.org](http://www.peipotato.org)
- Apple Farmers' Association of Nova Scotia | [www.applefarmersofns.ca](http://www.applefarmersofns.ca)
- Grape Growers Association of Nova Scotia | [www.jostwine.com](http://www.jostwine.com)
- Nova Scotia Fruit Growers' Association | [www.nsapples.com](http://www.nsapples.com)
- Wild Blueberry Producers Association of Nova Scotia | [www.nswildblueberries.com](http://www.nswildblueberries.com)
- Prairie Fruit Growers Association | [www.pfga.com](http://www.pfga.com)

### Aves e produtos de aves

- British Columbia Chicken Marketing Board | [www.bcchicken.ca](http://www.bcchicken.ca)
- British Columbia Egg Marketing Board | [www.bcegg.com](http://www.bcegg.com)
- BC Hatching Eggs | [www.bcbhec.com](http://www.bcbhec.com)
- BC Sustainable Poultry Farming Group | [www.sustainablepoultry.com](http://www.sustainablepoultry.com)
- BC Turkey Growers | [www.bcturkey.com](http://www.bcturkey.com)

- Alberta Chicken Producers | [www.chicken.ab.ca](http://www.chicken.ab.ca)
- Alberta Egg Producers | [www.eggs.ab.ca](http://www.eggs.ab.ca)
- Alberta Hatching Egg Producers | [albertahatchingeggs.ca](http://albertahatchingeggs.ca)
- Alberta Turkey Producers | [www.albertaturkey.com](http://www.albertaturkey.com)
- Chicken Farmers of Saskatchewan | [www.saskatchewanchicken.ca](http://www.saskatchewanchicken.ca)
- Saskatchewan Egg Producers | [www.saskegg.ca](http://www.saskegg.ca)
- Saskatchewan Turkey Producers | [www.saskturkey.com](http://www.saskturkey.com)
- Manitoba Chicken Producers | [www.chicken.mb.ca](http://www.chicken.mb.ca)
- Manitoba Egg Farmers | [www.mbegg.mb.ca](http://www.mbegg.mb.ca)
- Manitoba Turkey Producers | [www.turkey.mb.ca](http://www.turkey.mb.ca)
- Chicken Farmers of Ontario | [www.cfo.on.ca](http://www.cfo.on.ca)
- Egg Farmers of Ontario | [www.getcracking.ca](http://www.getcracking.ca)
- Ontario Broiler Chicken Hatching Egg and Chick Commission | [www.obhecc.com](http://www.obhecc.com)
- Turkey Farmers of Ontario | [www.ont-turkey.on.ca](http://www.ont-turkey.on.ca)
- Fédération des producteurs d'oeufs de consommation du Québec | [www.oeuf.ca](http://www.oeuf.ca)
- Les éleveurs de volailles du Québec | [www.volaillesduquebec.qc.ca](http://www.volaillesduquebec.qc.ca)
- New Brunswick Egg Producers | [www.nbegg.ca](http://www.nbegg.ca)
- Egg Producers of Prince Edward Island | [www.eggspei.ca](http://www.eggspei.ca)
- Chicken Farmers of Nova Scotia | [www.nschicken.com](http://www.nschicken.com)
- Nova Scotia Egg Producers | [www.nsegg.ca](http://www.nsegg.ca)
- Nova Scotia Turkey Producers Marketing Board | [www.nsturkey.ca](http://www.nsturkey.ca)
- Egg Producers of Newfoundland and Labrador | [www.nleggs.ca](http://www.nleggs.ca)
- Chicken Farmers of Newfoundland and Labrador | [www.nlfa.ca](http://www.nlfa.ca)

### Carne e produtos de carne

- Western Beef Development Centre | [www.wbdc.sk.ca](http://www.wbdc.sk.ca)
- BC Pork | [www.bcpork.ca](http://www.bcpork.ca)
- Alberta Beef Producers | [albertabeef.org](http://albertabeef.org)
- Alberta Pork | [www.albertapork.com](http://www.albertapork.com)
- Saskatchewan Pork Development Board | [www.saskpork.com](http://www.saskpork.com)
- Manitoba Grass Fed Beef Producers Association | [www.manitobagrassfedbeef.ca](http://www.manitobagrassfedbeef.ca)
- Manitoba Pork Council | [www.manitobapork.com](http://www.manitobapork.com)
- Manitoba Pork Marketing Co-op Inc. | [www.mpmc.mb.ca](http://www.mpmc.mb.ca)
- Ontario Independent Meat Processors | [www.oimp.ca](http://www.oimp.ca)
- Ontario Pork | [www.ontariopork.on.ca](http://www.ontariopork.on.ca)
- Ontario Veal Association | [www.ontarioveal.on.ca](http://www.ontarioveal.on.ca)
- Association des producteurs de sangliers du Québec inc. | [www.sanglier.qc.ca](http://www.sanglier.qc.ca)
- Fédération des producteurs de porcs du Québec | [leporcduquebec.com/en](http://leporcduquebec.com/en)
- Syndicat des producteurs de viandes biologiques du Québec | [www.fabqbio.ca](http://www.fabqbio.ca)
- Table filière porcine du Québec | [www.mapaq.gouv.qc.ca](http://www.mapaq.gouv.qc.ca)

- Porc NB Pork (New Brunswick) | [www.porcnpork.nb.ca](http://www.porcnpork.nb.ca)
- Pork Nova Scotia | [www.porknovascotia.ca](http://www.porknovascotia.ca)

### Lojas de conveniência, Restaurantes e Serviços alimentares

- British Columbia Restaurant and Foodservices Association | [www.bcrfa.com](http://www.bcrfa.com)
- Alberta Restaurant and Foodservices Association | [www.arfa.net](http://www.arfa.net)
- Saskatchewan Hotel and Hospitality Association | [www.hotelsofsask.com](http://www.hotelsofsask.com)
- Manitoba Restaurant and Foodservice Association | [www.mrfa.mb.ca](http://www.mrfa.mb.ca)
- Ontario Restaurant, Hotel and Motel Association | [www.orhma.com](http://www.orhma.com)
- Association des restaurateurs du Québec | [www.restaurateurs.ca](http://www.restaurateurs.ca)
- Restaurant Association of Nova Scotia | [www.rans.ca](http://www.rans.ca)
- Restaurant Association of Newfoundland and Labrador | [www.ranl.ca](http://www.ranl.ca)

### Exportação e Marketing

- BC Association of Agricultural Fairs and Exhibitions | [www.bcfairs.ca](http://www.bcfairs.ca)
- BC Association of Farmers' Markets | [www.bcfarmersmarket.org](http://www.bcfarmersmarket.org)
- Alberta Farmers' Market Association | [www.albertamarkets.com](http://www.albertamarkets.com)
- Saskatchewan Association of Agricultural Societies and Exhibitions | [www.saase.ca](http://www.saase.ca)
- Saskatchewan Farmers' Market Cooperative | [www.saskfarmersmarket.com](http://www.saskfarmersmarket.com)
- Saskatchewan Trade and Export Partnership | [www.sasktrade.sk.ca](http://www.sasktrade.sk.ca)
- Canadian Western Agribition | [www.agribition.com](http://www.agribition.com)
- Farmers' Markets Association of Manitoba Co-op Inc. | [www.manitobafarmersmarkets.ca](http://www.manitobafarmersmarkets.ca)
- Farmers' Markets Ontario | [www.farmersmarketsontario.com](http://www.farmersmarketsontario.com)
- Agri-Food Export Group Québec-Canada | [groupeport.ca](http://groupeport.ca)
- Association des expositions agricoles du Québec | [www.expoquebec.com](http://www.expoquebec.com)
- PEI Association of Exhibitions | [www.exhibitions-festivalspeiae.com](http://www.exhibitions-festivalspeiae.com)
- Exhibitions Association of Nova Scotia | [www.eans.ca](http://www.eans.ca)
- Atlantic Canada Exports | [www.atlanticcanadaexports.ca](http://www.atlanticcanadaexports.ca)

### Associações Luso-descendentes

- Federação de Empresários e Profissionais Luso-Canadianos | <http://www.fcpcb.com/>

### Câmaras de Comércio

- The Canadian Chamber of Commerce | <http://www.chamber.ca/>
- Câmara de Comércio e Indústria Portugal – Canadá | <http://www.canada-portugal.com/>