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External Affairs and
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Canadian Embassy Offices Opened in the Three Baltic States

With a Canadian Embassy office having been opened in Vilnius, Lithuania on January 20, 1992, Canada is now represented in the three Baltic States.

Already, 19 projects have been approved or are in progress under the Canadian program to provide technical assistance to the three states, a part of which is "Renaissance Eastern Europe," created for Canadian companies seeking to become established in the region.

Negotiations are presently under way concerning the possibility of opening a \$10 million line of credit for each of the three Baltic States through the Export Development Corporation.

The offices in Riga, Latvia and Vilnius, Lithuania are satellites of the Canadian Embassy in Stockholm, while the Canadian Em-

bassy in Helsinki is responsible for the office in Tallinn, Estonia.

The three Baltic offices employ locally-engaged staff, who provide liaison and assistance to the staff of the embassies responsible.

The offices will assist Canadian exporters to find new outlets in the Baltic states and will provide trade and investment assistance to Canadian businesses.

Canadian businesses wanting information on opportunities must first contact the embassy responsible.

The Canadian Consulate General in Kiev, capital of the Ukraine, has had Embassy status since January 27, 1992. Nestor Gayowski, the chargé d'affaires, will continue to handle all inquiries related to trade with this republic.

Trade relations with the other republics in the Community of Independent States will, for the time being, continue to be handled by the Canadian Embassy in Moscow.

Below are the coordinates for the embassies and offices in the Community of Independent States and the Baltic States:

Embassy of Canada in Moscow, Starokonyushenny Pereulok 23, Moscow 121002. Tel.: (011-7-95) 241-5882/230-2156. Fax: (011-7-95) 241-9034. Telex: (destination code 64) 413401 DMCAN SU.

Embassy of Canada in Kiev, c/o Zhowtneva Hotel, Office 808, Corpus 1, 5 Rosa Luxembourg St., Kiev 22252021 Ukraine. Tel.: (011-7-044) 291-8978. Fax: (011-7-044) 291-8958. Telex: 131479 UYUTSU.

Embassy of Canada in Stockholm, Tegelbacken 4 (7th floor), Box 16129, S-10323, Stockholm 16, Sweden. Tel.: (011-46-8) 23 79 20. Fax: (011-26-8) 24 24 91.

Canadian Embassy Office in Riga, Riga Business Centre, 45/47 Elizabetes St., Riga 226010, Latvia. Tel.: (011-7-0132) 22 51 88.

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Brazil Open for Business

Canadian exports to Brazil for the first eight months of 1991 were up 27 per cent over the same period in 1990 (when they were valued at \$500 million).

The increase, say External Affairs and International Trade Canada trade officers, can be attributed, in part, to the opening up of the Brazilian market.

Late last year, cross-country Brazil-Canada Chamber of Commerce Seminars told Canadians: • Brazil is a large market, with some 150 million people and 50 per cent of the total South American industrial base.

• The right time to include Brazil in your company's export strategy is now.

• Position yourself to take advantage of the numerous emerging commercial opportunities.

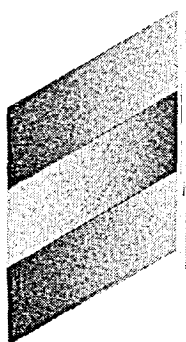
• Find a good Brazilian partner. If you wait for the perfect conditions, your competition will already have a head start.

Seminar participants also heard:

• The liberalization of Brazil's trade regime means the importer can now obtain an import license in five working days — as opposed to several months. The foreign

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Canada