

Activity	Date	Location	Dept.	Contact
Asia Pacific South Health care mission to:	Jan 1993	Malaysia, Singapore	ISTC	604-666-1436
Africa and the Middle East Health care/education services, trade mission to:	Sep 1992	East Africa	EAITC	613-990-6590
Multiple Markets Environmental biotechnology, video-exhibition	Jun 1992	Montreal	ISTC	514-283-8813
Bio-Recognition 1992 - International Industrial Biotechnology Conference	Jun 1992	Montreal	ISTC	613-954-3042
Investment matchmaking/seminars, biotechnology (Bio-Recognition)	Jun 1992	Canada	INV CDA	613-995-9259
Investment prospecting - company profile preparation - biotechnology	Aug 1992	Canada	INV CDA	613-995-9259
Biotechnology, reception of mission	Sep 1992	Montreal	ISTC	514-283-8813

Chemicals

Exports: \$6 billion

Overview:

- The chemicals sector consists of two main sub-sectors: commodity and specialty/ formulated products.
- Competitiveness has traditionally been based on availability of competitively priced inputs, proximity to the U.S. market and an efficient delivery system. R & D is well below international standards.
- High value-added products within the specialty and formulated products sub-sector provide the greatest potential for future growth.

Product Strengths:

- Canada is the world's largest producer of merchant sulphur and potash and is a major producer and exporter of commodity chemicals.

Priority Markets:

- The key market is the U.S.

Key Strategic Priorities:

- *increase domestic market efficiencies and enhance foreign market access through elimination of international and interprovincial barriers to trade;*
- *encourage technology transfers from abroad;*
- *encourage Canadian multinational subsidiaries to obtain world product mandates;*
- *encourage Canadian-based research and development to enhance product and process development skills and promote competitiveness.*

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