

(k) Cost of Visas/Difficulty in Obtaining Visas	The cost of visas for Canadian companies to go to some African countries and for most African business people for visas to Canada are also difficult to obtain because the Canadian Immigration offices are not located in every Canadian African mission. Thus, it takes time and additional effort to obtain these. Canadian visa regulations for smaller African companies also discourage them from doing business with Canadian companies.
(l) Lack of Easy Access to Markets	Only Air Canada flies to Africa from Canada limiting access and also making it difficult to send samples. The cost of sending samples by courier is also very high because of the lack of competition. Container shipping rates (by sea) are currently at an all time low as long as the ship can on-load another cargo to transport back from Africa to Canada. As pricing is key to the sale of products, these costs can be critical to successful sales. A suggestion was made at the meeting for Canadian firms to contact Canadian or international NGOs that might be making large shipments to Africa where the NGO might ship the products to Africa and a firm might ship products back on the same ship thereby cutting the cost of shipping through two-way trade.