- If Canadian oilseeds or oilseed products are being, imported who are the main buyers and the main end users?. What are they being used for? Give details of product image/identification/ substitutability as well as perceived problems and strengths, etc. if possible. Include industrial uses if applicable.
(eg. Linoleum or paint industry uses of flaxseed)

b) Exports:

- Domestic support systems designed to encourage export such as direct subsidies, duty drawbacks on exports, etc.
- Domestic support systems design to encourage export of oilseed products (instead of unprocessed commodities) such as differential export taxation on processed products, export licenses controls or domestic crushing subsidies.

(6) FINANCING:

- Indicate prevalent financing trends for imports/exports.
- Method of payment.
- Canadian or International banking institutions represented in the country
- Indicate availability of commercial credit programs offered by potential competitors (eg. US GSM programs) or concessional/subsidized credit (eg. US ERP program) and degree of usage/ significance to local importers.
- Use of aid programs such as US PL-480 or EC export aid.

(7) COMPETITORS MARKETING STRATEGIES:

- Indicate marketing strategies used by competitors or potential competitors in that market.
- Highlight weaknesses and strengths.

(8) CANADIAN MARKETING STRATEGIES:

- Indicate weaknesses and strengths.
- What Canadian Actions would you recommend

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