

**CANSULEX LIMITED**

Vancouver, British Columbia

The fertilizer used by farmers in Morocco, the USSR, Tunisia, Brazil and other South American countries probably contains Canadian sulphur supplied under a Canadian Sulphur Export Corporation (Cansulex) package of financial and shipping services. Stiff international competition, ever-changing market conditions and the desire of many importing countries for countertrade arrangements, and financial and other assistance require constant attention and imaginative contract negotiation. In addition to supplying the product, Cansulex provides a cost-effective means for Canadian sulphur producers to participate directly in the sulphur export market without brokers or intermediaries. One of Cansulex Limited's top priorities is the enhancement of the image of Canada and Canadian sulphur through a series of presentations, publications and close involvement with international organizations. In 1985, Cansulex sales of Canadian elemental sulphur accounted for 74 percent of total sales.

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