

government in the petroleum and related industries, transportation, steel making, aluminium, coal and iron ore production. The government has, however, indicated its intention to privatize some companies in the public sector.

Potential growth areas for Canadian exporters in Venezuela include agriculture and food products; grains and oilseeds; telecommunications; transportation systems and equipment; mining equipment and services; forest products equipment and services; and oil and gas equipment and services.

Membership in Regional Trade Blocs

Venezuela is a member of the Latin American Integration Association (ALADI), through which it has entered into several complementary agreements with member nations.

Since 1974, Venezuela has been an active member of the Cartagena Agreement (the Andean Pact) a subregional pact within ALADI which covers several integration agreements and regional programs. An example is the Andean Automotive Program which provides for co-production, assembly and complementary agreements among the five member nations of the Pact. Venezuela is also a member and sponsor of the Latin American Economic System, and a member of several of its action committees.

Since 1960, Venezuela has been an active member of the Organization of Petroleum Exporting Countries (OPEC). It uses OPEC to co-ordinate its petroleum policy with other oil-producing countries and to protect the general interests of its members.

Membership in International Organizations

The international organizations with which Venezuela is affiliated include the Andean Pact; the United Nations (UN); the Inter-American Development Bank (IADB); the World Bank (IBRD); the International Finance Corporation (IFC); the International Monetary Fund (IMF); and the Latin American Economic System (SELA). Venezuela has also applied for GATT membership.

Merchandising and Distribution

Import channels fall into four principal types, import houses, commission agents, direct importers, and branch houses or subsidiaries. Import houses frequently are large and well-financed concerns which normally import on their own account, although they will agree to represent a foreign exporter on a commission basis. The commission agent