

Export and Investment Promotion Planning System

MISSION: 339 ABU DHABI

COUNTRY: 328 UNITED ARAB EMIRATES

Some Canadian exporters to this market in this sector (sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- No factors reported by mission

The Trade Office has recommended that a comprehensive market study of this sector (sub-sector) would enhance the knowledge of Canadian exporters to this market.

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: REINFORCE CANADIAN REPUTATION/COMPETITIVITY IN PAPER PRODUCT SECTOR IN OPINION OF MAJOR IMPORTERS OF PAPER AND FOREST PRODUCTS

Results Expected: INFLUENCE IMPORTERS' SOURCING POLICY.

Activity: ATTRACT CANADIAN BUSINESSMEN IN AREA IN IDENTIFYING TRADE OPPORTUNITIES.

Results Expected: TAKE ADVANTAGE OF PRESENCE OF CANADIAN MANUFACTURERS TO INFLUENCE IN RECEIVING THEIR SOURCING POLICY.

Activity: DETERMINE IF NEWSPRINT IMPORTERS MIGHT PLACE A JOINT BULK ORDER FOR WHICH CANADA MIGHT BE ABLE TO BREAK FINNISH MONOPOLY.

Results Expected: FIRST MAJOR SALE OF CANADIAN PRODUCT.

For the next fiscal year, the Trade Office is planning to undertake the following new export support initiative(s) in this sector (sub-sector):

Activity: N/A SINCE FOREST/PULP PRODUCTS ARE OBJECT OF ONGOING SOURCING ACTIVITY BY IMPORTERS.

Results Expected: INCREASE EXPORTS.