

RPTB2

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 EXPORT PROMOTION PRIORITIES

Mission: SAN JOSE

Country: COSTA RICA

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year for the stated reason:

1. AGRI & FOOD PRODUCTS & SERVICE
Cdn agricultural inputs-agrochemicals, veterinary products, genetic material, machinery and equipment-have a firm, but underdeveloped place in the market
2. ADVANCED TECH. PROD. & SERV
Costa Rica, Panama and El Salvador have plans to increase their investments in new fisheries and related consulting services will be required. These countries also by canned sea food products.
3. FOREST PRODUCTS,EQUIP,SERVICES
Due to new environmental policies in Costa Rica, El Salvador and Panama the importation of wood products will be increased substantially, mainly lumber for the construction and furniture activities.
4. EDUCATION,MEDICAL,HEALTH PROD
The five countries of our territory are increasing the importation of pharmaceutical products and hospital and medical equipment. Some consulting services will be required for new hospitals in Panama and Costa Rica.
5. FISHERIES,SEA PRODUCTS & SERV.
Costa Rica, Panama and El Salvador have plans to increase their investments in new telephone expansions and related consulting services.
6. TRANSPORT SYS,EQUIP,COMP,SERV.
Canadian automotive spare parts have good potential market in El Salvador, Panama, Nicaragua and Costa Rica. Railway Equipment and Consulting Services will be required soon in Nicaragua, Costa Rica and Panama

The most important current Canadian export sectors to this market are (based on actual export sales):

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| 1. FOREST PRODUCTS,EQUIP,SERVICES | 4. |
| 2. CHEM PROD & PETROCHEM,EQP,SERV | 5. |
| 3. AGRI & FOOD PRODUCTS & SERVICE | 6. |