

dressed; trout, fillets frozen; freshwater fish, nes, frozen whole or dressed; freshwater fish, nes, fillets fresh; freshwater fish, nes, blocks etc. frozen; fish offal and waste; fish and marine animal oil, nes; fishery food and feed, nes; mosses, sea grasses and plants, nes.

#### ACCESS CONDITIONS

PRICE AND TERMS: Quotes are preferred in CIF. Unless a history of satisfactory dealings has been built up between an exporter and buyer, it is recommended that an irrevocable letter of credit be requested, with sight or term drafts being less satisfactory arrangements. French firms often operate in tight cash positions and payment in 30, 60 and even 90 days will often be requested. It is recommended that new exporters avail themselves of advice from their banks prior to engaging in trading with new customers or in a new French market. Canada's major chartered banks maintain offices in France. Confirmation of tariff rates should always be obtained prior to computing prices with the foreign buyer.

TARIFFS: As a member of EEC Customs union, France uses its common external tariff for imports. Duties are levied on CIF value. Most raw materials enter duty-free or at low rates from non EEC sources. See Appendix (EEC tariffs as of January 1989). France is a member of the General Agreement on Tariffs and Trade and the Organization for Economic Cooperation and Development and has eliminated most of its quantitative restrictions on imports originating from member countries.