

although for particularly sophisticated products or facilities, the deadline can extend to six months.

Austrian federal government purchasing must follow the Austrian standards issued in a document called *Placing Orders by Public Authorities*. Austria signed the GATT MTN Agreement on Government Procurement in September 1981 and it should now be easier for interested Canadian companies to participate in bidding.

## Advertising

The usual facilities and media employed in Canada are also available in Austria. There are a number of good advertising agencies but any activity in this direction should be discussed first with your local agent. Although business people understand English, promotion literature should be in German to command the attention it deserves in competition with local and neighbouring suppliers (West Germany and Switzerland).

## Credit Check on Companies

Status reports on the financial situation of buyers and/or suitability of local firms as representatives may be obtained at cost from the Commercial Division of the Canadian Embassy. A normal check (information usually provided within three weeks) costs about Can \$ 35.00, whereas urgent requests (information provided within one week) cost approximately Can \$ 70.00 each. Cost recovery is automatically carried out to requesting companies via the Department of External Affairs in Ottawa.

## Price Quotations

Prices should be quoted c.i.f. north European ports (Hamburg, Bremen, Rotterdam) in Canadian or United States dollars, preferably based on container loads or other suitable units to permit comparison of offers.

If only f.o.b. Canadian port quotations are provided, as is too frequently the case, land-locked Austrian buyers have difficulty in calculating freight costs and often simply disregard the offer. However, when actually ordering, a buyer may ask for the f.o.b. price to see if organizing freight himself might offer a cost-saving.