

Lara, Barinas and Táchira to decentralize their airports. Anzoátegui Government has already approved and published the law. The authorities of Anzoátegui are very interested in privatizing the facilities of the Barcelona International Airport once negotiations with the union are resolved. Eventually, the States of Lara and Monagas have indicated solid interest in privatizing the services of their terminals.

It is important to note that in March 1994, the MTC registered some 3,313 aircraft flying throughout the country. With this number of planes in operation, one can visualize the future need for improved airport facilities. There are four main internationally recognized companies active in the aeronautics sector that are present in Venezuela. Canadian Marconi has been represented in the country for the last three years.

2.4. COMMERCIAL ELECTRONICS

The local Electronics Industry used to be very productive for many years, showing constant growth (in sales and in employment) between 17% and 27%. However, the national output was affected in 1989-90, when the trade policy of "opening the market" began to be implemented. Customs rates were lowered considerably, permitting the easy entry of excellent products from abroad and consequently creating very strong competition for equipment fabricated in Venezuela. As a consequence, many Venezuelan enterprises could not compete and closed their doors or reoriented their activities. The area of domestic appliances is a field in this sector which did not suffer too much.

Opportunities in this sector are: telecommunications, temperature (ex. air conditioning machines), roads signs system, transformers, electric conductors, and measuring/checking instruments. In 1993, Venezuela imported a total of US\$ 987.3 million of electronic products. U.S.A. was the major supplier with 49% of the imports, followed by Japan with 11%. Canada has had little success in exporting goods in this sector in 1993, US\$ 8.5 million, mainly components related to telecommunications.

PRESENTED BY:

Christine Cantin
Commercial officer
Canadian Embassy
Caracas, Venezuela
Tel.: (58-2) 951-6166
Fax: (58-2) 951-4950

March 18, 1994