

BUSINESS OPPORTUNITIES

Guatemala Signals New Readiness for Business

With economic reforms and a peaceful end to its 34-year civil war, Guatemala offers a wealth of new trade and investment opportunities for Canadian firms.

Some of these opportunities stem from the country's ambitious peace-building effort. The (estimated) \$2-billion program will include construction of physical and social infrastructure and comprehensive institutional and legal reform.

Other opportunities flow from deregulation, planned for 1997, of energy and telecommunications services, and from anticipated tenders for proposals to administer the state-owned railway, airport and ports as private concessions.

In addition, Guatemala has announced import tariff reductions on a range of products from primary metals, through intermediate and finished products. The duty on imports of primary metals, for example, was slashed from 5 per cent to 1 per cent

effective January 1997.

On the investment front, a proposed mining law will improve the climate for foreign investors by cutting government royalties and speeding up the issuing of exploitation permits. As well, a new foreign investment law, now before Congress, will enable Guatemala to adhere

to bilateral foreign investment protection agreements currently under negotiation.

Further information on Guatemalan opportunities is available from Céline Boies, Latin America and Caribbean Trade Division, Department of Foreign Affairs and International Trade, Tel.: (613) 996-6129, Fax: (613) 944-0760.

International Housing Trade Fair

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and garden products, and furnishings.

FOR HABITAT '97 is organized by the Canada-Czech Republic Chamber of Commerce (CCRCC), a not-for-profit, self-funded business organization that promotes trade and investment between Canada and the Czech Republic. CCRCC will host an information booth at the Canadian Pavilion, which Canadian companies are invited to use. CCRCC can also arrange

for individual booths or participation in a minibooth program.

For more information on the trade fair and on the Canadian firms participating at the Canadian Pavilion, contact Mirjana Sebek-Heroldova, CCRCC Marketing and Project Co-ordinator, Tel.: (416) 367-3187, Fax: (416) 367-6011; or Lubomir Novotny, CCRC Managing Director, Tel.: (416) 367-3432, Fax: (416) 367-3492.

Thinking of Exporting? — *Continued from page 2*

Ontario:

Tel.: 1-800-567-2345
Toronto: (416) 954-4636
Fax: (416) 954-8597

Manitoba:

Tel.: 1-800-665-2019
Winnipeg: (204) 984-2272
Fax: (204) 983-3852

Saskatchewan:

Tel.: 1-800-667-4374
Saskatoon: (306) 956-2323
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Alberta:

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British Columbia:

Tel.: 1-800-667-2272

Vancouver: (604) 775-5525
Fax: (604) 775-5520

Northwest Territories:

Tel.: 1-800-661-0599
Yellowknife: (403) 873-7958
Fax: (403) 873-0101

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