

Export and Investment Promotion Planning System

MISSION: 346 BAGHDAD

COUNTRY: 305 IRAQ

Some Canadian exporters to this market in this sector (sub-sector) have enjoyed success previously as a result of a variety of factors which the trade office reports to include:

- aggressive marketing on the part of Canadian Exporters
- use of Canadian Government export promotion activities
- use of provincial governments export promotion activities
- competitive export pricing for this market
- Canada's position as one of the few major sources of international supply
- strong sectoral capability in Canada
- the availability of competitive Canadian financing

In support of Canadian exports in this sector (sub-sector) the Trade Office is currently engaged in activities which include:

Activity: ASSIST CANADIAN FIRM INTRAFINA OF MONTREAL TO OBTAIN NECESSARY PAYMENT TERMS (AND TO ENSURE FOLLOW-THROUGH) FOR ASBESTOS SALES.

Results Expected: EASE TRANSACTIONS AS QUANTITY OF ASBESTOS PURCHASED FROM CANADA INCREASES.

For the next fiscal year, the Trade Office is planning to undertake the following new export support initiative(s) in this sector (sub-sector):

Activity: WORK WITH IRAQI OCCUPATIONAL HEALTH AUTHORITIES TO INCREASE KNOWLEDGE OF ASBESTOS HEALTH HAZARDS. IMPROVE HANDLING PROCEDURES

Results Expected: SAFER HANDLING OF ASBESTOS IN IRAQ WILL PRESERVE IRAQI MARKET WHILE OTHER INTERNATIONAL MARKETS FOR ASBESTOS DISAPPEAR.