

Cuba Medical

Continued from page 10

confirmed irrevocable Letter of Credit basis.

Additionally, Canadian exporters to Cuba can benefit from the Export Development Corporation (EDC) export insurance coverage under section 24 of the EDC Act.

(Eligibility to this EDC insurance is given only by the National Bank of Cuba and the Cuban Ministry of Foreign Trade — after having confirmed the contract in question to EDC as a priority import. Payment to the Canadian exporter will be made on sight basis upon presentation of shipping documents to the exporter's Canadian bank.)

Cuba's priority imports for the health care sector include: diagnostic kits and reagents; finished pharmaceuticals; veterinary products; containers and closures for medical products; disposable materials for hospitals; surgical instruments and sutures; medical cases; dental burrs; and raw materials for export-oriented biotech products.

The medical sector also offers the possibility of entering into co-operative production and joint venture agreements with local manufacturers, particularly for biotech products, hospital equipment furniture and chemical reagents.

Cuba has a JV law (law 50) which provides assurance. Investors will be permitted to repatriate profits resulting from their investment.

Further information on these and other matters may be obtained in **Medical Sector Profile in Cuba**, copies of which are available through the Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-6129. Fax: (613) 943-8806. Cana-

Patent Licensing Available through McDonnell Douglas

Canadian companies can now take advantage of new technology and patent licensing opportunities available through divisions of McDonnell Douglas Corporation in Southern California, says a memo from the Canadian Consulate General in Los Angeles.

Specifically, the McDonnell Douglas Electronic Systems Company in Santa Ana has numerous patents available in the areas of integrated circuits, electronics and solders. As well, the Space Systems Division in

Huntington Beach has a list of 17 patents pertaining to fibre optics — all available for licensing to interested companies.

While actual licensing negotiations will take place with the McDonnell Douglas Corporate headquarters in St. Louis, a complete list of the patent titles and contacts is available from Doug Paterson, Trade Commissioner, or Jeff Gray, Commercial Officer, Canadian Consulate General, 300 S. Grand Ave., 10th Floor, Los Angeles, California 90071, U.S.A. Fax: (213) 620-8827.

EDC Line of Credit for Mexico and Barbados

The Export Development Corporation (EDC) has established a line of credit of US\$100 million with Telefonos de Mexico (Telmex) and has just renewed a line of credit of US\$5 million with the Barbados National Bank.

Telmex is the main provider of telecommunications services in Mexico. In 1990 the company was

privatised with a mandate to update its technological infrastructure.

Canadian exporters will have the opportunity to indicate to their buyers the availability of a simple and easily accessible credit facility.

Exporters interested in these lines of credit should contact the EDC regional offices in their area.

Numbers to Note

The Canadian Embassy in Abidjan now has an additional facsimile in operation. The Commercial Section can be reached directly at 22-05-30.

The Canadian Embassy in Havana now has the following telephone and facsimile numbers: Tel.: (011-53-7) 33-2516, -2517, -2527, -2752 and -2382. Fax: (011-53-7) 33-2044.

dian exporters interested in developing a business relationship with Cuba in the health care sector are also encouraged to contact the Commercial Division, Canadian

Embassy, P.O. Box 500 (Havan), Ottawa K1N 8T7. Tel.: (011-53-7) 33-2516/17/27. Telex: (Destination code 28) 51-1586 (CAN CU). Fax: (011-53-7) 33-2044.