NOTE: PLEASE USE 12 PITCH TYPEWRITER TO COMPLETE THIS FORM.	ICOUNDRY -
PLEASE PROVIDE IN NARRATIVE FORM A SUMMARY OF R	ECENT TRADE/ECONOMIC DEVELOPMENTS IN POST
TERRITORY AND PROVIDE AN OUTLOOK FOR THE COMING	G YEAR.
POST EXPORT PROMOTION P	
WHAT ARE YOUR MOST IMPORTANT EXPORT PROMOTION ABSORB THE GREATER PART OF YOUR PY'S AND BUDGET	
1. 2.	4.         5.
3.	6.
LIST YOUR MOST IMPORTANT EXPORT PROMOTION SECTO	ORS IN TERMS OF ACTUAL EXPORT SALES
(NORMALLY UP TO 4)	4.
3.	<ul><li>5.</li><li>6.</li></ul>
IN DOINT FORM DEFACE OF MANAGRIZE THE MANIN DEACONG MULT	V FACIL OF THE TOP SECTORS IN E1 IS (OR COURD RE)
IN POINT FORM PLEASE SUMMARIZE THE MAIN REASONS WHY ATTRACTIVE TO CANADIAN EXPORTERS EMPHASIZING THOSE 1.	
2.	
3.	
4.	
5.	
6.	
GENERAL INFORMATION ON '	THE MARKET
MARKET DESCRIPTION  WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM	NO  2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY
MARKET DESCRIPTION  WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY	NO  2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS
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MARKET DESCRIPTION  WOULD YOU DESCRIBE YOUR MARKET AS:  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS	NO  2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY  10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS
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MARKET DESCRIPTION  WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?	NO  2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY 10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?
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WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA? (IF "NO", GO TO 6-6)  IS THE CIDA INC PROGRAM ACTIVE IN YOUR TERRITORY?	NO  2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY 10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:  i CATEGORY I  OR iI CATEGORY II  OR iii CATEGORY III  WOF THEIR SUPPORT TO  1. PROJECTS (CPPF)
WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA? (IF "NO", GO TO 6-6)  IS THE CIDA INC PROGRAM ACTIVE IN YOUR TERRITORY?  WHICH OF CIDA INC.'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY 10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:  i CATEGORY I  OR if CATEGORY II OR III CATEGORY II STRUCTURE:  i CATEGORY III STRUCTURE:  I CATEGO
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WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  WHICH OF CIDA INC.'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD)	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY 10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:  i CATEGORY I OR iI CATEGORY II  OR iII CATEGORY III  BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK)
WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  WHICH OF CIDA INC.'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD FIGURE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY 10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:  i CATEGORY I OR iI CATEGORY II  OR iII CATEGORY III  BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK)
WOULD YOU DESCRIBE YOUR MARKET AS:  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  IS THE CIDA INC PROGRAM ACTIVE IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD FIGURE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?	NO  2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY INDIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:  1 CATEGORY II OR II CATEGORY III  OR III CATEGORY III  BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK)  JENCING TRADE IN YOUR TERRITORY? (IF "NO", GO TO 6-10)
WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  IS THE CIDA INC 'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD FIGURE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?  IS COUNTERTRADE OR ANY OF ITS ELEMENTS A SIGNIFICANT FACTOR INFLUDIC FIRE TO THE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?  HAS COUNTERTRADE HAD A NEGATIVE EFFECT ON CANADIAN EXPORT PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?	NO  2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY PRESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:  i CATEGORY II OR iI CATEGORY II OR II CATEGORY II  OR III CATEGORY III  BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK)  JENCING TRADE IN YOUR TERRITORY? (IF "NO", GO TO 6-10)
WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  WHICH OF CIDA INC'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD FIGURE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?  IS COUNTERTRADE OR ANY OF ITS ELEMENTS A SIGNIFICANT FACTOR INFLUDIT FYES, IS IT GROWING IN IMPORTANCE?  HAS COUNTERTRADE HAD A NEGATIVE EFFECT ON CANADIAN EXPORT PRODUCTION IN TRADE ACTIVITIES IN THIS TERRITORY?  DOES GOVERNMENT PROCUREMENT PRESENT SIGNIFIC OPPORTUNITY IN DOES GOVERNMENT PROCUREMENT PRESENT SIGNIFIC OPPORTUNITY IN	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO 4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY 6. BEING PRIMARILY STATE CONTROLLED 7. B. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY 7. INDIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS 7. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY? 7. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE: 7. ICATEGORY II 7. OR II CATEGORY II 7. OR III CATEGORY II 7. PROJECTS (CPPF) 7. INVESTMENT
WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  WHICH OF CIDA INC.'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD FIGURE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?  IS COUNTERTRADE OR ANY OF ITS ELEMENTS A SIGNIFICANT FACTOR INFLUDING TO THE PROMOTION OF THE PROMOTION EXPORT PROCUREMENT PRESENT SIGNIFIC OPPORTUNITY IN ARE CANADIAN FIRMS NORMALLY ELIGIBLE FOR GOVE  INT PROCUREMENT PROCUREMENT PRESENT SIGNIFIC OPPORTUNITY IN ARE CANADIAN FIRMS NORMALLY ELIGIBLE FOR GOVE  INT PROCUREMENT	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY 10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE: I CATEGORY II OR II CATEGORY II OR III CATEGORY III  BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK)  BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK)  SPECTS?  ITHIS TERRITORY?  INT CONTRACTS IN YOUR AREA? (IF "NO", GO TO 6-13)
WARKET DESCRIPTION  WOULD YOU DESCRIBE YOUR MARKET AS:  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDC EXPORT FINANCING GRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF 'NO', GO TO 6-6)  WHICH OF CIDA INC'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD FIGURE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?  IS COUNTERTRADE OR ANY OF ITS ELEMENTS A SIGNIFICANT FACTOR INFLUDING FYES, IS IT GROWING IN IMPORTANCE?  HAS COUNTERTRADE HAD A NEGATIVE EFFECT ON CANADIAN EXPORT PRODUCE OF THE PROMOTION EFFORT OF THE PROMOTION EXPORT PROCUREMENT PRESENT SIGNIFIC OPPORTUNITY IN ARE CANADIAN FIRMS NORMALLY ELIGIBLE FOR GOVE INT PROCUREMENT PROCUREMENT PRACTICES IN PLACE (e.g. BUY AMERICA) OF WHICH CANADIAN FIRMS MEMORY PROCUREMENT PRACTICES IN PLACE (e.g. BUY AMERICA) OF WHICH CANADIAN FIRMS	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO  4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY  6. BEING PRIMARILY STATE CONTROLLED  10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS  2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?  2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:  i CATEGORY II  OR iii CATEGORY III  WOF THEIR SUPPORT TO  1. PROJECTS (CPPF)  3. INVESTMENT  BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK)  JENCING TRADE IN YOUR TERRITORY? (IF "NO", GO TO 6-10)  SPECTS?  IT THIS TERRITORY?  INTICONTRACTS IN YOUR AREA? (IF "NO", GO TO 6-13)
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MARKET DESCRIBE YOUR MARKET AS:    HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE YES SECTOR FORCES AND DIFFICULT TO BREAK INTO    4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS    6. BEING PRIMARILY STATE CONTROLLED    8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY    10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON    12. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATIATION INSURANCE) HIGHLY    13. INVESTMENT    14. AND PROFIT REPATIATION INSURANCE (POLITICAL RISK AND PROFIT REPATIATION INSURANCE) HIGHLY    15. CATEGORY II    16. OR III CATEGORY III    17. OR III CATEGORY III    18. OR III CATEGORY III    19. PROJECTS (CPPF)    20. INVESTMENT    21. THIS TERRITORY?    22. UNIT OF LOCAL CURRENCY (IF "NO", GO TO 6-10)    23. INVESTMENT    24. ARE THERE CURRENCY FREELY CONVERTIBLE?    25. ARE URRENCORTED ON THIS COUNTRY SUBJECT    26. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    27. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    28. ARE URPORT LICENCES REQUIRED?    29. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    20. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    21. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    22. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    23. ARE WEOGRE THE EXPORTS TO THIS COUNTRY SUBJECT    24. ARE THERE CURRENCY SUBJECT    25. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    26. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    27. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    28. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    29. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    20. ARE OFERTAIN EXPORTS TO THIS COUNTRY SUBJECT    20. AND THE OFFICE OF THE OFFICE OF THE OFFICE OF
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MARKET DESCRIPTION  WOULD YOU DESCRIBE YOUR MARKET AS:  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR IVEW EXPORTER DUE TO TIGHTLY  CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SYERAL YEARS MARKET DEVELOPMENT EFFORT  BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING LIVESTMENT OF TECHNOLOGY TRANSFER ON THE  PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REQULATORY  11. IS EDG. EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN  12. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  13. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  14. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  15. THE CIDA INC SPROGRAMS ARE IMPORTANT FROM THE POINT OF VIE CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?  2. TECHNOLOGY TRANSFER  DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (4.9. WORLD AND AND AND AND AND AND AND AND AND AN	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE YES SECTOR FORCES AND DIFFICULT TO BREAK INTO 4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY 6. BEING PRIMARILY STATE CONTROLLED 6. BEING PRIMARILY STATE CONTROLLED 6. BEING PRIMARILY STATE CONTROLLED 7. CONTROL
WOULD YOU DESCRIBE YOUR MARKET AS:    HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO   4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS    6. BEING PRIMARILY STATE CONTROLLED    6. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY    10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON    11. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON    12. IS EDD EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATIBIATION INSURANCE) HIGHLY PROMOMENED FOR EXPORTS TO THIS TERRITORY?    12. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY IN CATEGORY II    13. INVESTMENT    14. ARE THERE SUPPORT TO    15. PROJECTS (CPPF)    16. THE SUPPORT TO    17. PROJECTS (CPPF)    18. INVESTMENT    19. PROJECTS (CPPF)    19. PROJECTS (CPPF)    19. PROJECTS (CPPF)    19. PROJECTS (CPPF)    10. PROJECTS (CPPF)    10. PROJECTS (CPPF)    11. PROJECTS (CPPF)    11. PROJECTS (CPPF)    12. INVESTMENT    13. INVESTMENT    14. ARE THERE RESTRICTIVE PROCURE    15. SHOULD BE AWARE?  16. SUBSTANCTIAL ASSISTANCE FROM LOCAL BROKER    16. SUBSTANCTIAL ASSISTANCE FROM LOCAL BROKER    17. DO FOOD AND DRUG INSPECTION PRACTICES    18. BURBALACRATIC AND TIME CONSUMING REQUIRING, OR AGENT    19. ARE CERTAIN EXPORTS TO THIS COUNTRY SUBJECT    19. ARE CERTAIN EXPORTS TO THIS COUNTRY SUBJECT    10. ARE CERTAIN EXPORTS TO THIS COUNTRY SUBJECT    10. ARE CERTAIN EXPORTS TO THIS COUNTRY SUBJECT    10. DO FOOD AND DRUG INSPECTION PRACTICES    10. PROSENT SIGNIFICANT BARBERERS?
MARKET DESCRIPTION  WOULD YOU DESCRIBE YOUR MARKET AS:  YES  1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE  3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY  CONTROLLED ANDRO COMPLEX DISTRIBUTION SYSTEM  5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT  BEFORE RESULTS NORMALLY COULD BE EXPECTED  7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE  PART OF THE EXPORTER  9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY  INVOLVEMENT CONTROLLING TRADE TRANSACTIONS  1. IS EDE EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN  EXPORTS TO THIS TERRITORY?  1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA?  (IF "NO", GO TO 6-6)  WHICH OF CIDA INC'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE  CANADIAN EXPORT PROMOTION EPPORT IN YOUR TERRITORY?  1. IS THE CIDA INC'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE  CANADIAN EXPORT PROMOTION EPPORT IN YOUR TERRITORY?  1. IS THE CIDA INC'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIE  CANADIAN EXPORT PROMOTION EPPORT IN YOUR TERRITORY?  1. SECUNTERTRADE OR ANY OF ITS ELEMENTS A SIGNIFICANT FACTOR INFLU  IF YES, IS IT GROWING IN IMPORTANCE?  HAS COUNTERTRADE HAD A NEGATIVE EFFECT ON CANADIAN EXPORT PRO-  DOES GOVERNMENT PROCUREMENT PRESENT SIGNIFIC  DOES GOVERNMENT PROCUREMENT PRESENT SIGNIFIC  ARE CANADIAN FIRMS NORMALLY ELIGIBLE FOR GOVERNMENT PROCUREMENT  MENT PRACTICES IN PLACE (e.g. BUY AMERICA) OF WHICH CANADIAN FIRMS  CURRENCY INFORMATION  1. CURRENCY INFORMATION  1. CURRENCY IN WHICH INTERNATIONAL  1. GOVERNMENT PROCEDURES FOR SHIPMENTS ARE:  1 SOPHISTICATED AND WILL ORGANIZED AS ONE WOULD  ENCOUNTER IN AND THE REGULATORY INFORMATIONS:  1. CUSTOMS ENTRY PROCEDURES FOR SHIPMENTS ARE:  1 SOPHISTICATED AND THE AREGULATORY INFORMATIONS:  1. CUSTOMS ENTRY PROCEDURES FOR SHIPMENTS ARE:  1 SOPHISTICATED AND THE AMERICAN PROCEDURES FOR IMPORT  1 OUT ARE AND PROHIBITED IMPORT CATEGORIES OR IMPORT  2 ARE THERE POPICAL CUSTOMS CLEARANCE PROCEDURES FOR INFORMATION OF INFORMATION O	NO 2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO   4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS    6. BEING PRIMARILY STATE CONTROLLED    6. BEING PRIMARILY STATE CONTROLLED    10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON    2. IS EDD. EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPARTISATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?    2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE: I CATEGORY II    OR III CATEGORY III    OR III CATEGORY III    DENCING TRADE IN YOUR TERRITORY? (IF "NO", GO TO 6-10)    SPECTS?    IT THIS TERRITORY?    INT CONTRACTS IN YOUR AREA? (IF "NO", GO TO 6-13)    INT CONTRACTS IN YOUR AREA? (IF "NO", GO TO 6-13)    INT CONTRACTS IN YOUR AREA? (IF "NO", GO TO 6-13)    INT CONTRACTS IN YOUR AREA? (IF "NO", GO TO GO