

4

TRADE AND ECONOMIC OVERVIEW

MISSION

NOTE: PLEASE USE 12 PITCH TYPEWRITER TO COMPLETE THIS FORM.

COUNTRY

4

PLEASE PROVIDE IN NARRATIVE FORM A SUMMARY OF RECENT TRADE/ECONOMIC DEVELOPMENTS IN POST TERRITORY AND PROVIDE AN OUTLOOK FOR THE COMING YEAR.

5

POST EXPORT PROMOTION PRIORITIES

5-1

WHAT ARE YOUR MOST IMPORTANT EXPORT PROMOTION SECTORS? LIST THOSE WHICH YOU ANTICIPATE WILL ABSORB THE GREATER PART OF YOUR PY'S AND BUDGETARY RESOURCES (NORMALLY UP TO 4)

1.

4.

2.

5.

3.

6.

5-2

LIST YOUR MOST IMPORTANT EXPORT PROMOTION SECTORS IN TERMS OF ACTUAL EXPORT SALES (NORMALLY UP TO 4)

1.

4.

2.

5.

3.

6.

5-3

IN POINT FORM PLEASE SUMMARIZE THE MAIN REASONS WHY EACH OF THE TOP SECTORS IN 5-1 IS (OR COULD BE) ATTRACTIVE TO CANADIAN EXPORTERS EMPHASIZING THOSE FACTORS MOST INFLUENCING DEMAND OR POTENTIAL DEMAND.

1.

2.

3.

4.

5.

6.

6

GENERAL INFORMATION ON THE MARKET

6-1

MARKET DESCRIPTION

WOULD YOU DESCRIBE YOUR MARKET AS:

1. HAVING OPEN COMPETITION AND BEING HIGHLY COMPETITIVE

YES

NO

2. CONTROLLED BY RELATIVELY FEW LARGE PRIVATE SECTOR FORCES AND DIFFICULT TO BREAK INTO

YES

NO

3. DIFFICULT TO ENTER FOR NEW EXPORTER DUE TO TIGHTLY CONTROLLED AND/OR COMPLEX DISTRIBUTION SYSTEM

4. HIGHLY PROTECTED TO PROMOTE NEW INDIGENOUS INDUSTRY

5. REQUIRING SEVERAL YEARS MARKET DEVELOPMENT EFFORT BEFORE RESULTS NORMALLY COULD BE EXPECTED

6. BEING PRIMARILY STATE CONTROLLED

7. REQUIRING INVESTMENT OR TECHNOLOGY TRANSFER ON THE PART OF THE EXPORTER

8. REQUIRING LOCAL PARTNER AS A VIRTUAL NECESSITY

9. HAVING A HIGH LEVEL OF GOVERNMENT REGULATORY INVOLVEMENT CONTROLLING TRADE TRANSACTIONS

10. DIFFICULT TO ENTER FOR NEW EXPORTER BECAUSE OF RESISTANCE TO NEW SOURCES OF SUPPLY BASED ON LOYALTY TO TRADITIONAL SUPPLIERS

6-2

1. IS EDC EXPORT FINANCING CRITICAL TO SUPPORT CANADIAN EXPORTS TO THIS TERRITORY?

2. IS EDC EXPORT CREDIT INSURANCE (POLITICAL RISK AND PROFIT REPATRIATION INSURANCE) HIGHLY RECOMMENDED FOR EXPORTS TO THIS TERRITORY?

6-3

1. IS THIS MARKET A PROGRAM COUNTRY FOR CIDA? (IF "NO", GO TO 6-6)

2. IF YES, HOW IS THE COUNTRY RATED IN CIDA'S ELIGIBILITY STRUCTURE:

i CATEGORY I

OR ii CATEGORY II

OR iii CATEGORY III

6-4

IS THE CIDA INC PROGRAM ACTIVE IN YOUR TERRITORY?

6-5

WHICH OF CIDA INC.'S PROGRAMS ARE IMPORTANT FROM THE POINT OF VIEW OF THEIR SUPPORT TO CANADIAN EXPORT PROMOTION EFFORT IN YOUR TERRITORY?

1. PROJECTS (CPPF)

2. TECHNOLOGY TRANSFER

3. INVESTMENT

6-6

DOES FINANCING BY INTERNATIONAL FINANCING INSTITUTIONS (e.g. WORLD BANK, ASIAN DEVELOPMENT BANK, AFRICAN DEVELOPMENT BANK) FIGURE PROMINENTLY IN TRADE ACTIVITIES IN THIS TERRITORY?

6-7

IS COUNTERTRADE OR ANY OF ITS ELEMENTS A SIGNIFICANT FACTOR INFLUENCING TRADE IN YOUR TERRITORY? (IF "NO", GO TO 6-10)

6-8

IF YES, IS IT GROWING IN IMPORTANCE?

6-9

HAS COUNTERTRADE HAD A NEGATIVE EFFECT ON CANADIAN EXPORT PROSPECTS?

6-10

DOES GOVERNMENT PROCUREMENT PRESENT SIGNIFICANT OPPORTUNITY IN THIS TERRITORY?

6-11

ARE CANADIAN FIRMS NORMALLY ELIGIBLE FOR GOVERNMENT PROCUREMENT CONTRACTS IN YOUR AREA? (IF "NO", GO TO 6-13)

6-12

ALTHOUGH CANADIAN FIRMS ARE ELIGIBLE FOR GOVERNMENT PROCUREMENT CONTRACTS IN YOUR AREA, ARE THERE RESTRICTIVE PROCUREMENT PRACTICES IN PLACE (e.g. BUY AMERICA) OF WHICH CANADIAN FIRMS SHOULD BE AWARE?

6-13

CURRENCY INFORMATION

1. CURRENCY IN WHICH INTERNATIONAL TRADE IS NORMALLY CONDUCTED:

LOCAL

\$ U.S.

MOST FREELY CONVERTIBLE CURRENCIES

OTHER (SPECIFY)

2. UNIT OF LOCAL CURRENCY

3. IS LOCAL CURRENCY FREELY CONVERTIBLE?

4. ARE THERE CURRENCY RESTRICTIONS?

6-14

CUSTOMS AND OTHER REGULATORY INFORMATIONS:

1. CUSTOMS ENTRY PROCEDURES FOR SHIPMENTS ARE:

i SOPHISTICATED AND WELL ORGANIZED AS ONE WOULD ENCOUNTER IN NORTH AMERICA OR EEC

ii BUREAUCRATIC AND TIME CONSUMING REQUIRING, SUBSTANTIAL ASSISTANCE FROM LOCAL BROKER OR AGENT

iii. WELL ORGANIZED BUT LENGTHY AND NORMALLY NOT REQUIRING ON THE SPOT CLEARANCE ASSISTANCE

2. ARE THERE SPECIAL CUSTOMS CLEARANCE PROCEDURES FOR SAMPLES?

3. ARE IMPORT LICENCES REQUIRED?

4. ARE THERE ANY PROHIBITED IMPORT CATEGORIES OR IMPORT QUOTAS? (OTHER THAN THE USUAL CONTROLLED DRUG, FIREARM, DANGEROUS GOODS, ETC. RESTRICTIONS)

5. ARE CERTAIN EXPORTS TO THIS COUNTRY SUBJECT TO EXPORT CONTROLS BY CANADA?

6. ARE CANADIAN PHYTOSANITARY CERTIFICATES ACCEPTED?

7. DO FOOD AND DRUG INSPECTION PRACTICES PRESENT SIGNIFICANT BARRIERS?

8. ARE CERTIFICATES OF ORIGIN REQUIRED FOR CERTAIN PRODUCTS EXPORTED TO THIS TERRITORY?

9. IS THERE A HEALTH PROTOCOL WITH THIS TERRITORY IN EFFECT FOR:

i BOVINE BREEDING STOCK

ii PORCINE BREEDING STOCK

iii POULTRY BREEDING STOCK

iv BOVINE SEMEN

v PORCINE SEMEN

vi BOVINE EMBRYOS

6-15

1. ARE PACKAGING/LABELLING REQUIREMENTS DIFFICULT TO MEET? (IF "NO", GO TO 6-16)

2. IF YES, IN GENERAL CAN THEY BE OVERCOME WITH REASONABLE EFFORTS ON THE PART OF THE EXPORTER?

EXT 1262/E (86/7)

CONTINUED ON REVERSE SIDE