

of Commerce, Mining and Industry, but this does not imply authorization for importing any specific range of products. Exporters new to this market should therefore ensure that Iranian companies with whom they decide to associate have the appropriate government approval to import products.

Computer software suppliers should be aware that Farsi versions (not Arabic) are in demand in this market, and therefore should be specially tailored for use in Iran. Some specialized software applications are being developed in the country. It is important to note that as yet there is no copyright protection in Iran for software developers.

Market Competition - Most European and North American hardware and software manufacturers, and an increasing representation from the United States (Microsoft, Micro Express, Procom Technology, Optimex Computers, NCR, Bull, etc.) are already present in this market. Local manufacturing does take place, mainly in knock-down assembly of imported parts.

Trade Fairs and Missions - The next International trade fair for computers, electronics and telecommunications equipment will be held in February, 1994.