

Industrial Cooperation**Canada-CIDA Activities in Venezuela**

A Canada-Venezuela industrial cooperation program was established in 1987 by the Canadian International Development Agency (CIDA). Since then, CIDA has sponsored more than 30 different Canadian private-sector initiatives estimated at \$7.0 million.

The sectors or sub-sectors of actual or proposed Canadian involvement are:

- dairy farming improvement;
- potable water, sewage systems;
- environmental project procurement;
- oil and gas services joint ventures;
- heavy oil extraction, processing;
- oil and gas environment protection;

- forestry management;
- railway transportation;
- inter-modal transportation;
- industrial joint ventures;
- geographic information systems;
- health management;
- fruit juice production;
- irrigation;
- coastal protection;

- petroleum recovery;
- aluminum technology;
- glue fabrication;
- wireline logging;
- river transportation;
- pulp and paper;
- abattoir; and
- spectrum management.

**— Venezuela Market Studies —**

The following market studies and sector profiles on Venezuela now are available through Info Export (see box at bottom of page 12 to order).

- *1991 Agricultural Sector Report and 1992 Forecast and Trade Opportunities*
- *Venezuelan Sector Profile: Imported Exotic Edible Fresh Fruits for Human Consumption* (July, 1991)
- *Margarita (Island) Food Market Research* (September 1991)
- *Venezuelan Sector Profile: Imported Processed and Non-processed Food Goods for Human Consumption* (1991)

tion (1991)

- *The Venezuelan Oil Industry: An Overview* (December, 1991)
- *Venezuela: Automotive Parts and Accessories* (September, 1991)
- *Venezuela: The Aluminum Industry Outlook* (1991)
- *Venezuela Gold Industry Report* (1992)

Other studies/reports in various stages of preparation include *Venezuela: Financial Sector Reform; Guidelines for Canadian Fish Exporters; Newsprint Survey; Asbestos Survey; Wheat and Oil Seed Survey; and Petrochemical Industry Report.*

**Panama Canal Zone  
Open to Profitable  
Proposals**

With the Panamanian government's takeover in 1997 of the Panama Canal Zone, the country will inherit considerable infrastructure (mostly buildings) and property, the use of which now is being considered.

What the government chooses to undertake could provide opportunities for some Canadian companies.

Installations include millions of dollars worth of office buildings, houses, schools, playgrounds, and roads, as well as a modern network of telecommunications linking this strategically located sector with the rest of the world.

The Panamanian government has suggested a number of alternate uses for the buildings/property: a specialized scientific research facility, an educational centre, light manufacturing, or as a base for in-

ternational organizations. It is also considering how the facility could be split into a variety of uses or privatized in a way profitable to the government.

Canadian firms familiar with the area's strategic location, its easy access to Latin America, and to shipping and air transport services, may wish to consider contacting the Panamanian government

with indications of how they might use this facility and how it could be turned into a profitable centre for business activity.

These firms should contact directly, Dr. Julio E. Linares, Minister of Foreign Affairs, P.O. Box Pan 4, Panama City, Panama. Tel.: 270013/274025. Fax: 507-273170.

**Argentina Cuts Duty on Printing Paper**

Argentina has reduced from 22 per cent to five per cent the customs duty on the importation of paper that is destined for use in printing books, magazines and newspapers.