

companies may benefit from the Czech government's traditional approach to promoting domestic employment through offset arrangements. Equally worth considering are third country markets, i.e., delivery of components into the Czech Republic for contract assembly and eventual export to other countries.

Objectives

- to promote Canadian expertise and advanced technology in specialized avionics by educating the Czech military and regional aircraft sectors; and
- to provide timely and up-to-date information on the Czech aviation market in order to find unfilled market demand, particularly in niche markets.

AGRICULTURE, FOOD PRODUCTS AND FISHERIES

Overview

The region's agriculture and food market is increasingly open to imported products. The restructuring and restitution or privatization of the agricultural sector has resulted in more effective and profitable small-scale farming. There is good potential for Canadian breeds of beef cattle, considered ideal for newly established private farms in the Czech and Slovak Republics. While most countries in

CEFTA are traditional food exporters, Slovenia's mountainous terrain makes it a net food importer.

Opportunities and Constraints

Major opportunities exist for Canadian suppliers of agri-food exports, including beef and pork. In particular, the Czech Republic is interested in importing boars and gilts from Canada, both the traditional British breeds such as Yorkshire, Landrace, and Hampshire, and the newer, leaner Canadian breeds, Duroc and Lacombe. Canada is working on improving market access for beef, as it was claimed that early exports did not meet Czech and Slovak veterinary requirements.

A variety of different products, including mustard seed, beans and lentils, seed potatoes, dairy products (fruit yoghurt), animal feed, coarse grains, corn, edible oils, sugar, and grocery products, all offer lucrative export markets. Great potential exists for Canadian exporters of genetic material, i.e., bovine semen and embryos, which are imported to improve local breeds and promote more efficient animal production.

Since Hungary and the Czech and Slovak Republics are all landlocked, all sea fish and fish products are imported. Fish consumption, currently at a low level, is increasing; chief imports are herring, mackerel, and hake, with small amounts of cod, halibut, tuna, salmon, shark, shrimp, and lobster.