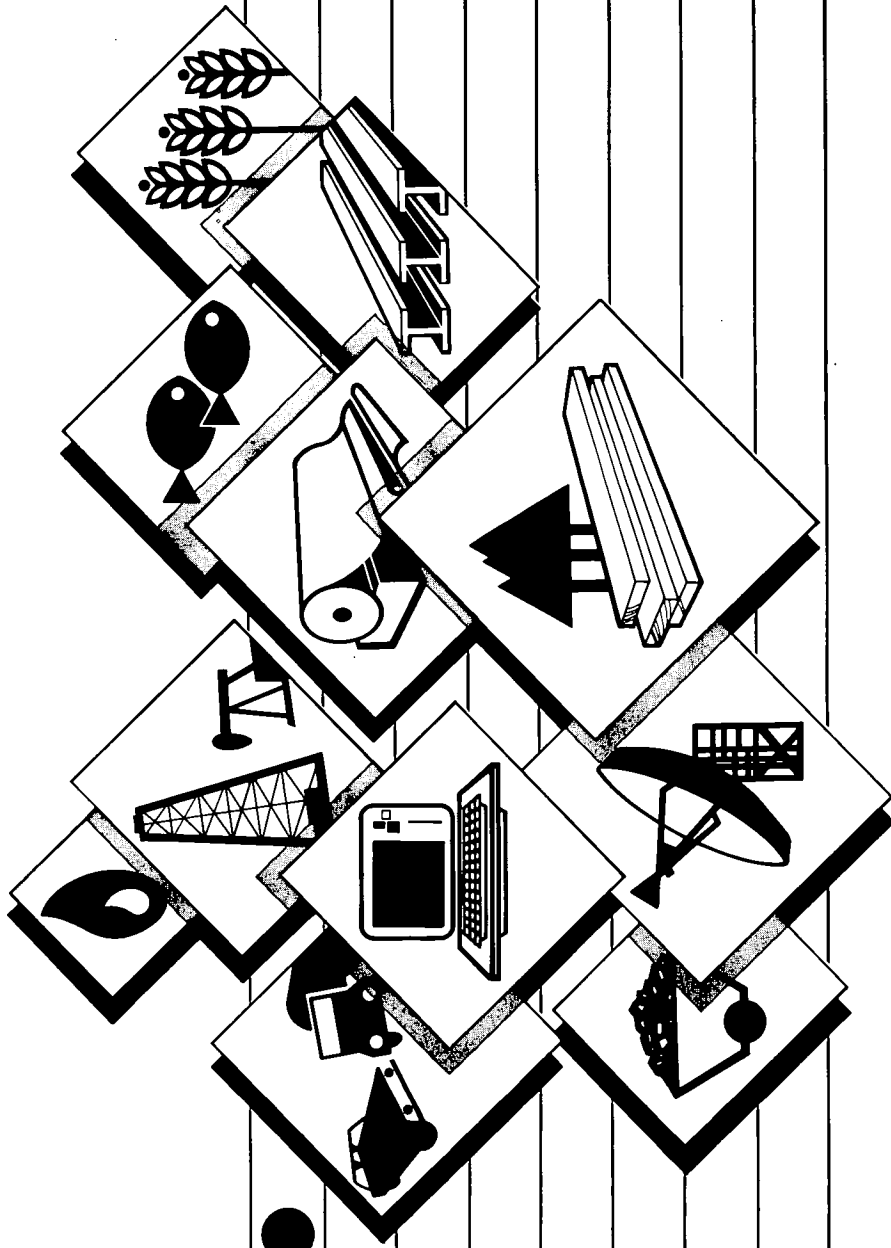


GUIDE REFERENCE

4 - Trade and Economic Overview
5 - Export Promotion Priorities
6 - General Market Information

**TRANSPORTATION AND COMMUNICATIONS** (U.S. POSTS PLEASE IGNORE THIS SECTION)

	YES	NO		YES	NO	
6-16	ARE TELEPHONE AND TELEX COMMUNICATIONS WITH CANADA NORMALLY GOOD?					
6-17	HOW WOULD YOU DESCRIBE SEA SHIPPING FACILITIES FROM CANADA?					
	1. REGULAR AND DIRECT (I.E. DIRECT WEEKLY LINER SERVICE OR BETTER)?	☐	☐	2. REGULAR AND INDIRECT (I.E. INDIRECT WITH LESS THAN WEEKLY FREQUENCY)?	☐	☐
	3. IRREGULAR	☐	☐	4. UNRELIABLE	☐	☐
6-18	LOCAL PORT FACILITIES					
	1. ARE EQUIPPED TO HANDLE CONTAINERS?	☐	☐	2. ARE EQUIPPED TO UNLOAD BULK CARGOES (E.G. GRAIN)?	☐	☐
	3. ARE CAPABLE OF HANDLING LARGE VESSELS ALONGSIDE?	☐	☐	4. HAVE ADEQUATE SECURITY?	☐	☐
	5. HAVE FAST TURNAROUND SERVICE?	☐	☐	6. HAVE EFFICIENT PORT CLEARANCE PROCEDURES?	☐	☐
6-19	FOR THOSE COUNTRIES IN WHICH INTERNAL TRANSPORT FROM PORT OF ENTRY IS NOT HIGHLY DEVELOPED, PLEASE INDICATE WHAT MODE YOU WOULD RECOMMEND TO CANADIAN EXPORTERS (CHECK MORE THAN ONE IF APPROPRIATE)					
	1. RAIL		☐	2. TRUCKING		☐
	3. AIR FREIGHT		☐			

TRADING ENVIRONMENT

6-20	WOULD CANADIAN EXPORTERS SUCCEED BEST BY DEALING WITH: (ANSWER YES TO MORE THAN ONE IF APPROPRIATE)					
	1. LOCAL AGENT	☐	☐	2. LOCAL SALES OFFICE WITH LOCAL AGENT	☐	☐
	3. REGIONAL SALES OFFICE WITH LOCAL AGENT	☐	☐	4. GOVERNMENT AGENCY DIRECTLY	☐	☐
	5. TRADING HOUSES	☐	☐			
6-21	BASED ON PAYMENT RECORD OF LOCAL IMPORTERS, TRADE TERMS OF FIRST SHIPMENT SHOULD NORMALLY BE: (ANSWER YES TO MORE THAN ONE IF APPROPRIATE)					
	1. CONFIRMED IRREVOCABLE LETTER OF CREDIT	☐	☐	2. IRREVOCABLE LETTER OF CREDIT	☐	☐
	3. SIGHT DRAFT	☐	☐	4. CASH IN ADVANCE	☐	☐
	5. REVOLVING CREDIT	☐	☐	6. DRAFT ON ACCEPTANCE	☐	☐
	7. OPEN ACCOUNT	☐	☐			

6-22	TERMS OF OFFER SHOULD NORMALLY BE: (ANSWER YES TO MORE THAN ONE IF APPROPRIATE)					
	1. F.O.B.	☐	☐	2. C.I.F.	☐	☐
	3. C & F	☐	☐	4. F.A.S.	☐	☐

6-23	FOR TECHNICAL OR MECHANICAL IMPORTS INTO THIS TERRITORY, ARE QUALIFIED AFTER SALES SERVICING FACILITIES/SKILLS:					
	1. READILY AVAILABLE LOCALLY	☐	☐	2. POSSIBLE TO OBTAIN BUT CONSIDERABLE SUPERVISION NEEDED	☐	☐
	3. MUST BE TRAINED LOCALLY	☐	☐	4. MUST BE PROVIDED FROM ABROAD	☐	☐

USEFUL INFORMATION FOR TRAVEL TO TERRITORY

6-24	WOULD A CANADIAN EXPORTER BE ABLE TO CONDUCT BUSINESS GENERALLY IN THIS TERRITORY					
	1. IN ENGLISH	☐	☐	2. IN FRENCH	☐	☐

6-25	IF BUSINESS CANNOT NORMALLY BE CONDUCTED IN ENGLISH OR FRENCH IN THIS TERRITORY, WHAT WOULD BE THE LANGUAGE(S) IN WHICH BUSINESS WOULD BE CONDUCTED?					
						1. 2. 3.

6-26	1. DO CANADIAN BUSINESS VISITORS REQUIRE A VISA? (IF "NO", GO TO 6-26(10))						☐	☐						
	3. ARE THERE ANY OTHER SPECIAL CIRCUMSTANCES REGARDING VISA PROCEDURES FOR WHICH FURTHER INFORMATION SHOULD BE OBTAINED FROM THE BUREAU OR POST?						☐	☐	VISITOR		☐	☐		
	4. ARE VISAS READILY AVAILABLE IN CANADA?						☐	☐	BUSINESS		☐	☐		
	5. IS A SPONSOR OR INVITATION REQUIRED TO OBTAIN A VISA?						☐	☐	MULTIPLE ENTRY		☐	☐		
	7. NORMAL TIME PERIOD REQUIRED TO OBTAIN VISA						6. DO YOU RECOMMEND VISA BE OBTAINED PRIOR TO ARRIVAL?						☐	☐
							NUMBER OF →						☐	☐
							DAY(S)						☐	☐
							WEEK(S)						☐	☐
							MONTH(S)						☐	☐
	8. CAN VISA BE READILY OBTAINED BY CANADIAN CITIZENS AT PORT OF ENTRY?						☐	☐	9. IS EXIT VISA REQUIRED?		☐	☐		
	10. ARE THERE SPECIAL VACCINATION AND INNOCULATION REQUIREMENTS?						☐	☐	11. ARE THERE ANY SPECIAL OR UNUSUAL FORMALITIES TO FULFILL PRIOR TO DEPARTURE?		☐	☐		

FOR SINGLE POST COUNTRIES

6-27	ARE MAJOR TRADE CONTACTS PRIMARILY LOCATED IN CAPITAL CITY? (IF "YES", GO TO 6-31)						☐	☐
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6-28	IF NO, IS TRAVEL TO OTHER COMMERCIAL CENTRES IN THE TERRITORY NORMALLY NECESSARY?						☐	☐
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FOR MULTI-POST COUNTRIES

6-29	IS BUSINESS ACTIVITY OF THE REGION COVERED BY YOUR OFFICE NORMALLY CONDUCTED IN CITY IN WHICH YOUR OFFICE IS LOCATED? (IF "YES", GO TO 6-31)						☐	☐
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6-30	WOULD POTENTIAL EXPORTERS TO YOUR TERRITORY NORMALLY BE REQUIRED TO TRAVEL TO OTHER COMMERCIAL CENTRES IN YOUR TERRITORY?						☐	☐
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6-31	IN ORDER TO OBTAIN FURTHER INFORMATION ON THE ABOVE TOPICS, PLEASE INDICATE CONTACT POINTS (MISSION/BUREAU TEL. OR TLX #) FOR INQUIRIES					
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