

When visiting Abidjan, trade officers at the Canadian Embassy can arrange to hire, for your account, interpreters to accompany you on your business visits.

To ensure that your proposals receive full consideration, all correspondence should be in French, particularly if your proposals are less than fully price competitive.

#### Payments:

Check with the Canadian Embassy in Abidjan to see that payments are assured before preparing special or large fish export orders.

#### Shipping:

Exporters are encouraged to coordinate their orders and consolidate shipments to save on shipping charges.

To exploit Côte d'Ivoire market opportunities, serious exporters need to address competitive disadvantages caused by, among other factors, freight costs and delivery requirements.

#### Traditional Practices:

Traditional trade practices, especially packaging and labelling specifications, should be followed closely by exporters.

Exporters wishing to export fish species not traditionally consumed in Côte d'Ivoire should not expect quick results but should be prepared to make a long-term marketing effort. Ivorian consumers are strongly attached to traditional preparations and resist innovation.

#### IMPORTANT TRADE CONTACTS

##### Government Contacts:

- Customs agency: Administration des Douanes, Ministère des Finances, Abidjan. Telex: 3747 MINIFIN ABIDJAN.
- Direction des Pêches et de l'Aquaculture Maritime et Lagunaire (Department of Fisheries and Maritime and Lagoon Fisheries)

##### Key Import Contacts:

- SIVCOGE (21% of imports)  
01 BP 3348, Abidjan 01  
Côte d'Ivoire  
Contact: M. Hotait Hadi  
Telex: 42412 or 43367