

PUBLICATIONS

Roadmap to Opportunities in the Former Yugoslavia

Recently released by the Department of Foreign Affairs and International Trade (DFAIT), the *Roadmap for Canadian Companies to Opportunities in the Former Yugoslavia* provides access points to programs and initiatives arising out of the reconstruction effort in the former Yugoslavia.

After several years of conflict, the Peace Agreement for Bosnia and Herzegovina was signed on December 14, 1995, in Paris, France. As part of the agreement, a massive reconstruction effort has been launched which will require some US\$5 billion for priority needs in Bosnia and Herzegovina alone, over the next three years.

Specifically, the reconstruction effort aims to help restore the economy in Bosnia and Herzegovina by addressing basic needs in food, shelter, water, electricity, communications, heating, health and education, and by reviving industrial and agricultural production and restoring the infrastructure.

Canada's reconstruction assistance program concentrates on social and economic rehabilitation and democratic development. Financial assistance is available to the Canadian private sector through the *Renaissance Eastern Europe (REE)* program and the *Program for Export Market*

Development (PEMD).

Reconstruction Priorities and Programs

It is estimated that over \$25 billion will be required to rebuild the former Yugoslavia to pre-war levels.

The World Bank and other major donors, including the European Reconstruction and Development Bank (EBRD) and the European Union, have identified the need for approximately US\$5 billion for short-term priorities.

Priority areas for which the Banks are providing funding include water and waste management, electric power and energy, transportation, telecommunications, agriculture, health, housing, and the clearing of land mines.

Assistance Programs for Canadian Firms

There are a number of ways Canadian companies can obtain help before entering the reconstruction effort. Assistance programs fall into three broad categories:

- strategic information and advice (International Trade Centres, DFAIT, Office of Liaison with International Financial Institutions [OLIFI]);
- funding (REE, PEMD, Canadian Consultant Trust Funds — World Bank, EBRD);
- contract negotiations (Canadian Commercial Corporation).

For copies (#87027), contact DFAIT InfoCentre (see box bottom of this page).

International Investment Trip Guide

The Department of Foreign Affairs and International Trade has released a new edition of *Planning Your First International Investment Trip*.

This 36-page publication is intended to assist in planning and preparing for an international trip to meet with potential investment partners. It contains practical advice, based on the experience of many companies, on how to conceptualize and arrange a first visit and avoid some common pitfalls.

The publication includes a pre-departure check list, useful information on how to organize follow-up as well as private, professional, academic and government information sources.

To obtain a paper copy (#78XA) or a FaxLink document (#10120) and Annex (#10121), contact the Department's InfoCentre (see box at bottom of this page).



DFAIT's InfoCentre provides counselling, publications and referral services to Canadian exporters. Trade related information can be obtained by contacting the InfoCentre at 1-800-267-8376 (Ottawa region: 944-4000) or by fax at (613) 996-9709; by calling the InfoCentre FaxLink (from a fax machine) at (613) 944-4500; by calling the InfoCentre Bulletin Board at 1-800-628-1581 via a computer modem; and by visiting the InfoCentre Internet World Wide Web site at <http://www.dfait-maeci.gc.ca>.

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