

- *Financial practices - Is there anything of which Canadian apparel exporters should be made aware; should exporters quote in Canadian, United States or local currency.*

Canadian apparel exporters should quote FOB basis, in whatever city exports originate and in United States dollars.

- *Import regulations - tariff/non-tariff barriers, quotas.*

Apparel pays ad-valorem duty of 20%, based on the FOB price, plus a 14% sales tax. Both are paid at time product passes through customs. There are no non-tariff barriers and no quotas on apparel imports.

- *Language regulations - language of business, preferred language for promotional material.*

Preferred language of business is Spanish; English language spoken by most importers as an alternative.

Promotional material should definitely be in Spanish language.

- *Are there possibilities for joint ventures.*

Joint ventures are possible, especially for local manufacturing under license. We doubt very much for finished goods.

- *Legal practices as they affect how business is done, e.g. contracts.*

Representation should be formalized under a contract of commercial agency or distribution, clearly stating faculties delegated, territory to be covered and length of time of agreement.

- *Other relevant information.*

Credit reports on potential agents or distributors can be obtained from Byington, local agent of Don Bradstreet, at approximate cost of CDN\$94 each.