

Agriculture and Livestock Market in Panama

Quotas, import licences and 40 per cent duties create some difficulty in exporting agricultural products to Panama, but a recent analysis suggests that quotas and import licences for farm products and livestock will soon cease.

These are among the findings of *Market Study—Agriculture and Livestock Sector—Panama* (#60-LA), published in August, 1991 and available through Info Export (see box page 8).

The report also advises that, before entering the Panamanian agricultural imports market, it is essential to establish links with a local agent or distributor recognized by government authorities.

Panamanians are heavy consumers of beef and pork. There is a market for canned meats, smoked ham and parts such as pigs' feet and tails.

Panama imports approximately 75,000 kg of beef per year and 2.5 to 3.5 million kg of pork. Imports of breeding swine seem to be continuing to rise as local production increases. In 1990, Panama imported 151 breeding animals, mainly from Canada.

Panama imports about 3.1 million kg of powdered milk and 3 to 4 million kg of dairy cows.

The artificial insemination market in the pork industry remains largely open, while embryo transplants are unknown in Panama.

Breeders are aware of the need to improve their herds' genetic quality and are increasingly interested in high-quality breeding stock.

Potato growing has developed substantially in Panama, and while seed imports have declined in recent years, they are expected to start rising again. (Panama's fi-

nanial institutions are now demanding that growers use certified seed.) The most commonly used varieties are Amigo, Granola and Escort. In 1990, Panamanian growers imported 10,036 50-kg bags of seed potatoes.

There is a government program under way to improve the quality and quantity of forage. This should open the market to new varieties other than those currently imported from Colombia. Panamanian farmers have imported approximately 7,000 kg of seed grain in the last four years.

Further information on this market may also be obtained from Tom Bearss, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 995-8742. Fax: (613) 943-8806.

BUSINESS OPPORTUNITIES

PANAMA—A business group from Taiwan plans to invest US\$500 million in the next six years in the Panamanian Atlantic area to develop free zone areas, industrial parks, 10,000 homes and two hotels. The organization seeks all kinds of Canadian products appropriate to these developments. Contact Alberto Gao, Manager, Isla Margarita Group, Apartado 3260, Colon Free Zone, Colon, Panama. Tel.: (011-507) 413696. Fax: (011-507) 418541.

ROMANIA — A joint venture company seeks investment capital for such projects as the manufacture of apple juice concentrate (for which a market is readily available); the modernization of existing paper and furniture industries, and the development of a private agri-food

company. Contact Stelian Medianu, Dollarz S.R.L., Cariei Street 43, 2200 Brasov, Romania. Tel.: 4021-50666.

TAIWAN — With an average annual sales volume of US\$180 million, a manufacturer and exporter of a variety of resins wishes to import polyurethane dispersions for coatings, adhesives and textiles; electrodeposition resin system for paints and photoresists; and polystyrene resin for biorientated polystyrene. Contact Shun-Ren Huang, Research and Development, Eternal Chemical Co. Ltd., 578 Chien-Kung Road, Kaohsiung, Taiwan. Tel.: 886-7-3837951. Fax: 886-2-3837956.

TAIWAN — A manufacturing and exporting company with average annual sales of US\$85 million wishes to import film paper

metallization for decoration and film holography. Ideally, such an experienced company should be willing, for a fee, to train personnel and send engineers to assist in starting up a new factory in Taiwan. Contact Ling Tang Chun, Long Chen Paper Co. Ltd., 1-1 Kuang Hsin Lane, Kuang Hsin Li, Erhlin Town, Cheng Hua Hsien, Taiwan. Tel.: 886-4-7612171/8. Fax: 886-4-7612170.

TAIWAN — A manufacturer with average annual sales of US\$1.8 million wishes to import pсевитo-rabbies vaccine and tissue culture for hog cholera vaccine production. Contact David Lin, Kaohsiung Biological Product Co. Ltd., 634 Section 1, Chunsan Road, Tenwei, Hunei Hsiang, Kaohsiung Hsien, Taiwan. Tel.: 886-7-6933315. Fax: 886-2-6931345.