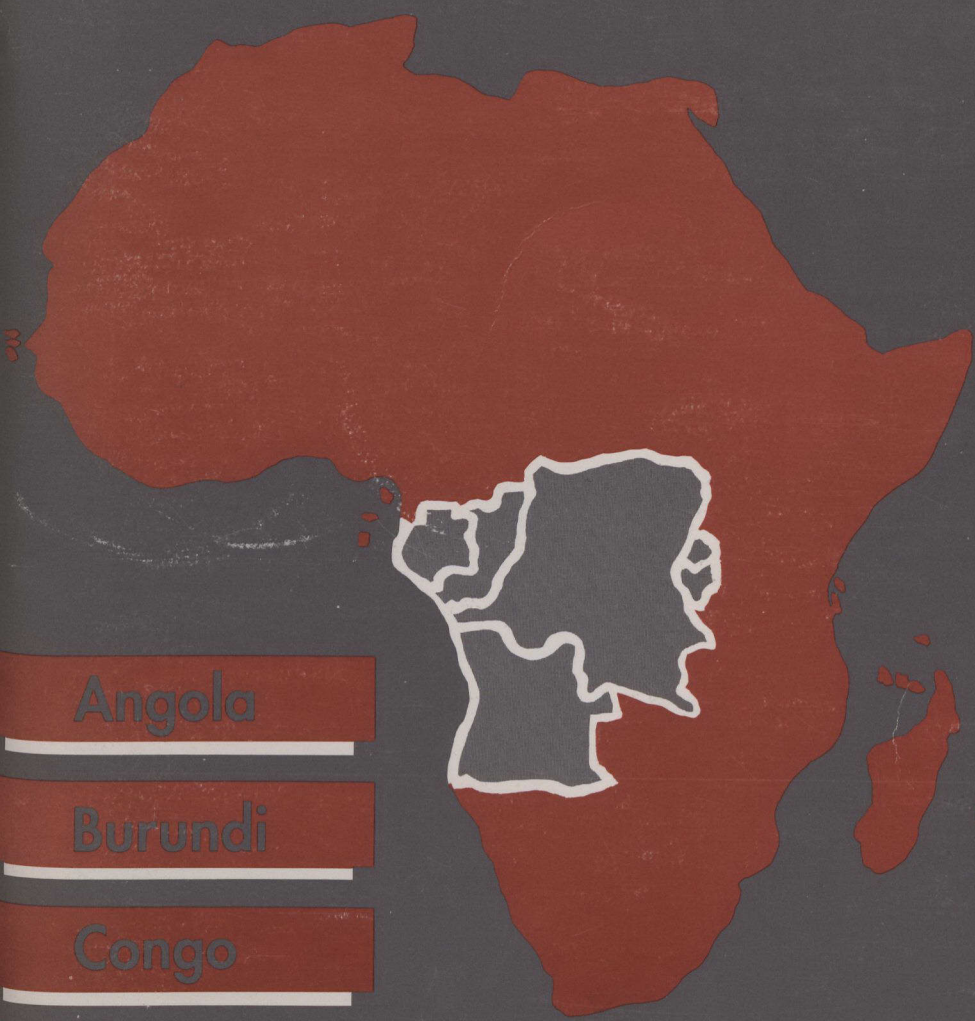


Canadian Exporters' Guide

External Affairs and
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Introduction

This guide introduces a region of Africa that comprises the following countries: Angola, Burundi, Congo, Gabon, Rwanda and Zaïre. Together, they total a population of approximately 57 million and their surface area represents a little less than half of Canada.

This region possesses few modern social and physical infrastructures and is rich in natural resources such as forestry (Zaïre, Gabon, Congo, Angola), petroleum (Angola, Gabon, Congo), minerals (Zaïre, Angola, Gabon), etc. The development of these resources and infrastructures offers interesting commercial opportunities for Canadian exporters of goods and services. The population of these countries is young and dynamic and represents another important asset for this area.

The majority of these countries are going through a difficult economic period which limits their capacity for investments. Nevertheless, the petroleum and mining sectors represent good sources of private financing. Multilateral institutions such as the African Development Bank and the World Bank also finance many projects, particularly in communications, forestry, agriculture, energy and training.

Area: 1 248 700 km²

Population: 8 286 461 (1988)

Capital: Luanda (1 000 000)

System of Government: Marxist people's republic

Head of State: President José Eduardo Dos Santos

Languages: Portuguese is the official language; various Bantu dialects

Ethnic Background: 57% Ovimbundu, 25% Kimbundu, 15% Bakongo,
3% Moxima, 1% European

GDP: US\$ 1 billion (1987) Exports: US\$ 1 607 (1987)

Real GDP

People's Republic of Angola

Per Capita Income

Currency: Kwanza (Kz) 200 000 = US\$1 (1980)

Agriculture: Cassava, corn, plantain, bananas, coffee, sisal, cotton, sugar

Industries: Petroleum, mining, fish processing, construction, brewing

Major Exports (1987): Crude oil, coffee, diamonds, fish, timber, cotton

Major Imports (1984): (Non-military imports) Transport and electrical
equipment, metals

Main Sectors of Opportunity for Canadian Business:

1. Petroleum equipment
2. Consultant engineering
3. Construction

Canadian Trade Statistics (C\$ million)

	1987	1986	1985
Exports	4.77	9.98	11.91
Imports	121.84	82.77	66.77

Area: 1 246 700 km²

Population: 8 236 461 (1988)

Capital: Luanda (1 000 000)

System of Government: Marxist people's republic

Head of State: President Jose Eduardo Dos Santos

Language: Portuguese is the official language; various Bantu dialects

Ethnic Background: 37% Ovimbundu, 25% Kinbundu, 13% Bakongo, 2% Mestiço, 1% European

GDP: US\$4.7 billion (1987)

Debt Service Ratio: 28.6% (1987)

Real GDP: 9.2% (1988)

Inflation Rate: N/A

Per Capita Income: US\$600 (1987)

Currency: Kwanza (Kz) Kz29.92 = US\$1 (1989)

Agriculture: Cassava, corn, plantain, bananas, coffee, sisal, cotton, sugar

Industries: Petroleum, mining, fish processing, construction, brewing

Major Exports (1987): Crude oil, coffee, diamonds, fish, timber, cotton

Major Imports (1986): (Non-military imports) Transport and electrical equipment, metals

Main Sectors of Opportunity for Canadian Business:

1. Petroleum equipment
2. Consultant engineering
3. Construction

Canadian Trade Statistics (C\$ million):

	1987	1988	1989
Exports	4.77	3.98	11.31
Imports	121.84	82.77	88.77

Major Trading Partners (1987):

Exports (Total: US\$2.144 billion)

1. Federal Republic of Germany
2. U.S.
3. Brazil
4. The Bahamas

Imports (Total: US\$1.253 billion)

1. Brazil
2. France
3. The Netherlands
4. Portugal

EDC Status: Case-by-case financing

CIDA Status: Not a major recipient country

Canadian Representatives:

Mrs. Monica J. Siig
High Commission for Canada
P.O. Box 1430
Harare, Zimbabwe
Cable: CANAD HARARE
Tel: (011-263-4) 733881
Telex: 907-24465 CANADA ZW
Fax: (011-263-4) 733636

External Affairs and International Trade Canada
Africa Trade Development Division (GAT)
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Contact:

Ms. Sara Hradecky and Mr. R. Roy
Tel: (613) 990-6582 and 993-6593
Telex: 053-3745
Fax: (613) 990-3566

Representatives in Canada:

There is no official representative accredited to Canada but discussions are under way for Angolese authorities to be represented in Canada.

General

Angola has been in a state of civil war since 1975-76 and had to confront, in addition, invasion of its territory up to the end of 1988 by South African forces. This has resulted in a dramatic deterioration of social conditions and standards of living.

Political and Economic Situation

Following the January 1975 Alvor Conference, which created a transitional Angolan government, four Angolan movements fought a fratricidal war for control of the country. The Movimento Popular para a Libertação de Angola (MPLA), backed by the Cubans and the U.S.S.R., emerged as the victor. This victory was inconclusive in that the National Union for the Total Independence of Angola (UNITA), one of the movements defeated by the MPLA, supported by the U.S. and aided by South African direct military interventions, was able to expand guerilla operations over a major portion of Angolan territory.

Only in the recent past have negotiations, concluded in December 1988, led successfully to the withdrawal of South African troops from Angola and the progressive withdrawal of Cuban forces.

Efforts to reconcile the MPLA and the UNITA have failed to date and fighting continues throughout the country. However, recent developments in the political situation have been promising. The two sides, encouraged by Portugal, the U.S. and U.S.S.R., engaged in negotiations in Lisbon in April, and have agreed to meet again in the near future to commence peace negotiations. War weariness on both sides and the destructive effect of the conflict on the people and economy of Angola have produced a strong will to achieve peace and reconciliation.

Angola's current president has been in office since President Agostinho Neto's death in 1979. Presidential powers have progressively increased over time; the president is head of the MPLA and chairman of the Defence and Security Council, the most powerful organ of government, as well as of the Permanent Commission of the People's Assembly, which effectively controls the legislative activities of the country.

In support of efforts towards reconciliation with the UNITA, the MPLA government recently proposed a separation of the party from the government, although this has yet to be implemented.

Angola has the potential to become one of the wealthiest countries of Africa. It has large oil reserves, huge hydroelectric potential, valuable minerals and vast agricultural lands. However, its economy has reached an advanced state of dislocation as a result of armed conflicts that continue to plague the country. The only bright spot is petroleum production, which accounts for more than 35 per cent of gross domestic product (GDP) and about 90 per cent of total exports.

Angola has initiated some limited rehabilitation programs which it hopes to expand when the military conflict ends. Recovery is expected to be a long process.

Foreign Relations

The relationship between the U.S. and the Angolan government has been consistently strained over the years. However, Angola and U.S. companies have developed close and important relations. Many Western countries have recognized the MPLA government and have good relations with Angola. Its relationship with Brazil is close and that with Portugal has recently improved. Angola's relations with Soviet bloc countries and Cuba are very close, but this does not prevent it from maintaining its main economic links with the West.

Relations with Canada

Canada recognized the MPLA government in 1976. Since then, Canada has continuously supported Angola's sovereignty and territorial integrity and efforts for the attainment of peace and national reconciliation. Canada has good relations with Angola, and there is mutual interest in their further development, particularly in economic sectors.

Aid from Canada

Canada does not have a bilateral aid program in Angola. However, the Canadian International Development Agency (CIDA) provides food aid, financially assists a number of Canadian non-governmental organizations (NGOs) involved in development and relief projects in Angola, and helps emergency relief operations through contributions to UNICEF and to the League of Red Cross Societies. Finally, as a member of the Southern Africa Development Co-ordination Conference (SADCC), Angola benefits from a number of SADCC regional projects supported by CIDA, notably in the energy sector.

Trade with Canada

Trade relations with Canada have gradually strengthened over the last few years. Recently, Canada has imported significant quantities of Angolan oil.

The Export Development Corporation (EDC) has set up three lines of credit in connection with the development of the Takula oil field off the shore of Cabinda, in the north. These lines of credit are designed to facilitate and promote the accessibility of Canadian petroleum goods and services in the Angolan market. The beneficiaries are Sonangol, the state-owned petroleum company; Cabinda Gulf Oil Company, a Chevron/Gulf U.S. subsidiary; and Agip Angola, a subsidiary of Agip Italy.

Notes for Travellers

Time:

EST + 6

Passport and visa:

Valid passports and visas are required. Visas can be obtained through sponsoring firms or government bodies. Exit permits are also required.

Vaccination:

Yellow fever vaccination is essential. Cholera, typhoid and polio vaccinations are recommended. (A cholera vaccination certificate is required if a traveller is coming from an infected area.)

Currency:

There is no restriction on imports of foreign currency but declaration is compulsory. Credit cards are not generally accepted. (American Express is accepted in the few designated hotels and stores dealing only in foreign currency.)

Banking:

The National Bank of Angola (BNA) is responsible for all exchanges of foreign currency in commercial transactions. The traveller is advised to have traveller's cheques in U.S. dollars; these can be converted at the BNA or will be accepted in those hotels and stores dealing only in foreign currency.

Clothing:

Light and casual clothing is recommended, especially in Luanda where the climate is hot and humid.

Telecommunications:

International telephone and telex communications with Angola are relatively good. However, telephone communications within the country are poor.

Health:

Only bottled and/or boiled water or beverages should be drunk. Travellers should bring sufficient quantities of prescribed medications with them, as such medications or their equivalent might not be available.

Transportation:

Public transportation in Luanda is very limited and there are few taxis. Arrangements for car rental are recommended.

Language:

Portuguese is the common language of communication in Luanda. Some French or English is spoken at managerial levels.

Canadian Exports to Angola (C\$000)

	1989
Water filtering or purifying machinery and apparatus	3 117
Bovine, sheep and goat fats, raw or rendered, pressed or extracted by solvents	2 319
Asbestos	1 885
Parts for filtering or purifying machinery and apparatus for liquids or gases nes	1 566
Maize (corn) seed	941
Polyethylene with a specific gravity of < 0.94	797
Lentils dried, shelled, skinned or split	131
Transmission apparatus for radio-telephone, radio-broadcasting or television	115
Other	433
	<hr/>
Total (rounded)	11 312

Canadian Imports from Angola (C\$000)

	1989
Petroleum oils and oils obtained from bituminous minerals, crude	88 776
	<hr/>
Total (rounded)	88 776

Area: 27 834 km²

Population: 5 153 665 (1988)

Capital: Bujumbura (150 000)

System of Government: Presidential regime

Head of State: Major Pierre Buyoya, President

Language: Kirundi and French are the official languages; Swahili

Ethnic Background: 85% Hutu, 14% Tutsi, 1% Twa

GDP: US\$ 1.5 billion (1988) Total Services Ratio: 38.3% (1987)

Real GDP: 3.8% (1988)

Republic of Burundi

Per Capita Income:

Currency: Burundi Franc (Buri) BuFr 107.5 = 1 US\$ (1988)

Agriculture: Cassava, yams, peas, corn, coffee, cotton, tea

Industry: Food processing, light industries, construction

Major Exports (1988): Coffee, tea, sisal, cotton

Major Imports (1988): Petroleum, transport and mechanical equipment, textiles, wheat

Main Sectors of Opportunity for Canadian Business:

1. Electricity
2. Consultant engineering

Canadian Trade Statistics (C\$ million)

	1987	1988	1989
Exports	—	0.25	0.17
Imports	—	0.42	—

Area: 27 834 km²

Population: 5 155 665 (1988)

Capital: Bujumbura (150 000)

System of Government: Presidential regime

Head of State: Major Pierre Buyoya, President

Language: Kirundi and French are the official languages; Swahili

Ethnic Background: 85% Hutu, 14% Tutsi, 1% Twa

GDP: US\$1.15 billion (1988) **Debt Service Ratio:** 38.5% (1987)

Real GDP: 3.8% (1988) **Inflation Rate:** 4.5% (1988)

Per Capita Income: US\$230 (1987)

Currency: Burundi franc (Bufr) Bufr167.5 = US\$1 (1989)

Agriculture: Cassava, yams, peas, corn, coffee, cotton, tea

Industries: Food processing, light industries, construction

Major Exports (1988): Coffee, tea, bottles, cotton

Major Imports (1988): Petroleum, transport and mechanical equipment, foodstuffs, textiles

Main Sectors of Opportunity for Canadian Business:

1. Electricity
2. Consultant engineering

Canadian Trade Statistics (C\$ million):

	1987	1988	1989
Exports	—	0.25	0.17
Imports	—	0.62	—

Major Trading Partners (1988):**Exports** (Total: US\$124.4 million)

1. Federal Republic of Germany
2. Finland
3. Japan
4. Zaïre

Imports (Total: US\$266.2 million)

1. Belgium and Luxembourg
2. France
3. Iran
4. Japan

EDC Status: Closed**CIDA Status:** Not a major recipient country**Canadian Representatives:**

Mr. Robert Catellier

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Kinshasa, Zaïre

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General

Burundi was administered by Belgium under a UN trusteeship arrangement until 1959, when internal autonomy was granted. It became independent in July 1962. It is one of the most densely populated countries in Africa, as well as one of the poorest in the world. Landlocked and dependent on routes through its Kenyan and Tanzanian neighbours for supplies, the country has only limited natural resources. Deeply rooted ethnic conflicts between the Hutus (the majority) and the Tutsis (the governing minority) have occasionally degenerated into widespread violence against the Hutus, and this has slowed down the social and economic progress of the country considerably.

Political and Economic Situation

The current president of Burundi, Major Pierre Buyoya, took power after overthrowing Colonel Bagaza while he was attending the 1987 Francophone Summit in Quebec. Since then, he has consolidated his position and has made visible efforts to promote peaceful relations between the Hutus and Tutsis. He has also adopted measures to heal the deep religious rifts caused by the anti-church policies of his predecessor.

Most of the people of Burundi are farmers. Services and industry are negligible. Government developmental efforts are concentrated on import substitution and on exports of a few selected products to compensate for the decreasing ability of coffee to generate much-needed foreign exchange resources. Burundi, which depends heavily on foreign aid to balance its budget, has been successful in attracting substantial loans from multilateral and bilateral sources.

Foreign Relations

Burundi's external relations are essentially non-aligned. The country has good relations with France and Belgium and has regular contacts with Libya. Relations with Zaïre, strained under Bagaza, have improved. Relations with Tanzania have also been consolidated in order to block attempts by the opposition to use Tanzania as a base for attacks against the Burundian regime.

Relations with Canada

The development of closer relations between Canada and Burundi was hampered for a long time by the existence of a Burundian regime that was restricting the political rights of the Hutu majority. Although still not very close, Canada's relationship with Burundi has greatly improved since the accession to power of a new regime in September 1987.

Aid from Canada

Since 1983, CIDA has launched two projects in Burundi. One involves professional training, through an agreement between the Ecole polytechnique de Montréal and the Institut de technologie supérieure de Bujumbura (Phase III of that project, amounting to C\$4.5 million, was approved during the summer of 1989). The other project concerns rural development and involves the participation of the Centre d'études et de coopération internationale (CECI), which currently has 13 experts in Burundi. There are also special projects and activities run by non-governmental organizations and the International Development Research Centre (IDRC), in addition to those of the Programme de renforcement institutionnel en matière de technologie en Afrique francophone (PRIMTAF) and the programs to fight AIDS.

Trade with Canada

Canadian exports to Burundi are very modest (around C\$252 000 in 1988) and seem to be stabilized at that level. A few Canadian firms have obtained technical assistance contracts financed by international organizations and CIDA.

Notes for Travellers

Time:

EST + 7

Passport and visa:

Valid passports and visas are required.

Vaccination:

Yellow fever (for travellers coming from infected areas), typhus and cholera vaccinations are required.

Currency:

Importation of currencies is not limited but must be declared.

Clothing:

Lightweight clothing is recommended for Bujumbura and a light raincoat and sweater are needed in the mountainous interior.

Telecommunications:

Telephone and telex communications with North America are unreliable.

Health:

Doctors and limited hospital service are available in Bujumbura. There are frequent shortages of medications.

Transportation:

Public transportation services are unreliable. Taxis are available in Bujumbura and the fare must be negotiated in advance. They can also be rented by the hour or by the day.

Canadian Exports to Burundi

(C\$000)

	1989
Vaccines, human use	80
Asbestos	21
Surveying, hydrographic, oceanographic, meteorological or geophysical instruments nes	20
Parts and accessories for use with the apparatus	19
Aircraft parts nes	11
Parts of cranes, work-trucks, shovels and other construction machinery	9
Food preparations nes	8
Other	2
	<hr/>
Total (rounded)	174

Canadian Imports from Burundi

No imports reported for 1989.

Area: 342 000 km²

Population: 2 153 888 (1988)

Capital: Brazzaville (600 000)

System of Government: People's republic

Head of State: General Denis Sassou-Nguesso, President

Language: French is the official language; Lingala and Kikongo

Ethnic Background: About 18 ethnic groups, the most important are
Vili, Kongo, Sangha, M'Bochi and Teka

GDP: US\$2.16 billion (1987) *Debt Service Ratio:* 179.3% (1988)

Real GDP

People's Republic of the Congo

Per Capita Income

Currency: CFA Franc (CFA F), CFA (1975 = 100) (1989)

Agriculture: Root crops, rice, corn, sugar cane, wood, coffee

Industries: Crude oil, cement, sawmills, brewery, sugar mills

Major Exports (1988): Crude petroleum and refined products, timber,
coffee

Major Imports (1988): Machinery, petroleum products, foodstuffs,
metal products, transport equipment

Main Sectors of Opportunity for Canadian Business:

1. Petroleum exploration and services
2. Consultant engineering

Canadian Trade Statistics (C\$ million)

	1987	1988	1989
Exports	1.15	1.15	0.67
Imports	0.05	0.05	0.05



Canadian Exports to Burundi (C\$000)

	1989
Vaccines, human use	89
Asbestos	71
Surveying, hydrographic, oceanographic, meteorological or geophysical instruments and parts and accessories for use with the apparatus	20
Aircraft parts and accessories	19
Parts of motor vehicles, tractors, agricultural tractors, other	11
Food preparations	8
Other	2
Total (rounded)	174

Canadian Imports from Burundi

No imports reported for 1989.

Area: 342 000 km²

Population: 2 153 685 (1988)

Capital: Brazzaville (600 000)

System of Government: People's republic

Head of State: General Denis Sassou-Nguesso, President

Language: French is the official language; Lingala and Kikongo

Ethnic Background: About 15 ethnic groups; the most important are Vili, Kongo, Sangha, M'Bochi and Téké

GDP: US\$2.15 billion (1987)

Debt Service Ratio: 179.3% (1988)

Real GDP: 1.4% (1988)

Inflation Rate: 3.6% (1988)

Per Capita Income: US\$1 075 (1987)

Currency: CFA franc (CFA fr) CFA fr287.9 = US\$1 (1989)

Agriculture: Root crops, rice, corn, sugar cane, wood, coffee

Industries: Crude oil, cement, sawmills, brewery, sugar mills

Major Exports (1988): Crude petroleum and refined products, timber, coffee

Major Imports (1988): Machinery, petroleum products, foodstuffs, metal products, transport equipment

Main Sectors of Opportunity for Canadian Business:

1. Petroleum equipment and services
2. Consultant engineering

Canadian Trade Statistics (C\$ million):

	1987	1988	1989
Exports	—	1.16	0.67
Imports	—	0.06	—

Major Trading Partners (1988):**Exports (Total: US\$817 million)**

1. U.S.
2. France
3. Belgium and Luxembourg
4. Federal Republic of Germany

Imports (Total: US\$564 million)

1. France
2. Italy
3. Cameroon
4. Belgium and Luxembourg

EDC Status: Closed**CIDA Status:** Not a major recipient country**Canadian Representatives:**

Mr. Robert Catellier
Embassy of Canada
P.O. Box 8341
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Cable: DOMCAN KINSHASA
Tel: (011) 22-706/24-346/27-839
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Contact:

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Tel: (613) 990-6582
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Representatives in Canada:

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4891 Colorado Avenue, N.W.
Washington, D.C. 20011
Tel: (202) 726-5500
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General

The Congo is a low-middle income country with one of the highest rates of urbanization in Africa. Two-thirds of the population live within 50 km of the Congo-Ocean railroad linking Brazzaville to Pointe-Noire on the Atlantic coast. The Congo has a relatively well-developed education system. Health standards are also fairly good. More than 55 per cent of the territory is covered by forests; less than 1 per cent of the land is cultivated.

Political and Economic Situation

General Denis Sassou-Nguesso took over the presidency of the Provisional Committee of the Parti Congolais du Travail (PCT) and became president of the Republic, following the ousting of his predecessor Colonel Yhombi Opanjo in 1979. He is now completing his third mandate. In spite of the difficulties the country faced as a result of the structural adjustments initiated by the government, his position remains secure.

The Congo is the fifth-largest petroleum producer in Africa. The other main source of foreign exchange is timber, which accounts for 5 per cent of exports. There are no mining operations in the Congo and the manufacturing sector is insignificant. More than 70 per cent of the country's food is imported.

Foreign Relations

The Congo has good relations with France (Brazzaville was once the administrative capital of French Equatorial Africa), and has signed a 20-year friendship treaty with the U.S.S.R. However, this does not prevent the Congo from developing partnerships with "capitalist" companies to develop its wealth. The president has also promoted diversified international relations and has been actively involved in encouraging a peace settlement in Namibia and Angola.

Relations with Canada

Relations between Canada and the Congo are good, but not close. There were a few official visits, in particular that by President Sassou-Nguesso in October 1987, when he was president of the Organization of African Unity (OAU). Since then, the Congo has reduced its socialist orientations, and relations with Canada could improve in the future. The Canadian ambassador accredited to the Congo resides in Zaïre.

Aid from Canada

Over the last few years, Canada has completed or participated in three important projects in the Congo: the reorganization of civil aviation; the improvement of the Congo-Ocean Railway and general modernization of the railroad; and the provision of consultant engineering services for the construction of a public building. Up to now disbursements for these projects have amounted to approximately C\$32 million. Presently Canadian public aid is limited to the Local Initiatives Fund and the presence of one CECI expert in the secondary teaching sector. The Congo is also eligible for PRIMTAF.

Trade with Canada

The potential for trade expansion between Canada and the Congo could increase if the Congo succeeded in settling its current financial difficulties.

Notes for Travellers

Time:

EST + 6

Passport and visa:

Valid passports and visas are required.

Vaccination:

Yellow fever and cholera vaccinations are required. Immunization against polio, typhoid and hepatitis is recommended.

Currency:

Traveller's cheques can normally be cashed and purchased at local banks.

Clothing:

Summer clothing is appropriate all year long, with sweaters being advisable during the dry season.

Telecommunications:

International communications are reliable but local telephone service is not.

Health:

Health care is basic and hospital facilities are found only in major cities. Tapwater is not potable.

Transportation:

Public transportation is inadequate. Taxis are available with the fare to be negotiated in advance.

Source: Statistics Canada, 1989

Canadian Exports to the Congo

(C\$000)

1989

Tobacco, unmanufactured, partly or wholly stemmed or stripped	326
Locomotive parts nes	196
Aircraft parts nes	78
Whey, concentrated or sweetened	37
Air or gas compressors, hoods	17
Other	17
	<hr/>
Total (rounded)	676

Canadian Imports from the Congo

No imports reported for 1989.

Area: 266 024 km²

Population: 1 051 837 (1988)

Capital: Libreville (251 900)

System of Government: Presidential regime moving towards multi-party system

Head of State: President El Hadj Omar Bongo, President

Language: French is the official language; Fang, Nyeme, Eteke, Rapouma, Echia, Sandjehi

Ethnic Background: Major tribal groupings, Fang, Echia, Rapouma, Eteke

GDP: US\$33.5 million (1988) *Inflation:* 3.0% (1988)

Real GDP: 2% (1988) *Balance of Payments:* minus 10.8% (1988)

Per Capita Income:

Currency: CFA franc (CFA F) CFA F 207.3 = US\$1 (1988)

Gabonese Republic

Agriculture: Pineapples, bananas, cassava, peanuts, cocoa, coffee, wood

Industries: Petroleum, sawmills, mining, food and beverages

Major Exports (1988): Petroleum, timber, manganese, uranium, gold

Major Imports (1988): Equipment and tools, food and agricultural products, transport equipment, mining equipment

Main Sectors of Opportunity for Canadian Business:

1. Petroleum equipment and services
2. Infrastructure construction
3. Consultant engineering
4. Forestry

Canadian Trade Statistics (C\$ million)

	1987	1988	1989
Exports	1.20	5.10	0.30
Imports	4.15	1.10	0.35

Area: 266 024 km²

Population: 1 051 937 (1988)

Capital: Libreville (251 000)

System of Government: Presidential regime moving towards multi-party system

Head of State: President El Hadj Omar Bongo, President

Language: French is the official language: Fang, Myene, Bateke, Bapounou, Eschira, Bandjabi

Ethnic Background: 4 major tribal groupings; Fang, Eschira, Bapounou, Bateke

GDP: US\$3.5 billion (1987)

Debt Service Ratio: 8.9% (1988)

Real GDP: 2% (1988)

Inflation Rate: minus 10.8% (1988)

Per Capita Income: US\$3 182 (1987)

Currency: CFA franc (CFA fr) CFA fr287.9 = US\$1 (1989)

Agriculture: Pineapples, bananas, cassava, peanuts, cocoa, coffee, wood

Industries: Petroleum, sawmills, mining, food and beverages

Major Exports (1988): Petroleum, timber, manganese, uranium, gold

Major Imports (1988): Equipment and tools, food and agricultural products, transport equipment, mining equipment

Main Sectors of Opportunity for Canadian Business:

1. Petroleum equipment and services
2. Infrastructure construction
3. Consultant engineering
4. Forestry

Canadian Trade Statistics (C\$ million):

	1987	1988	1989
Exports	1.20	5.10	6.30
Imports	4.10	1.10	0.38

Major Trading Partners (1988):**Exports** (Total: US\$1.196 billion)

1. France
2. U.S.
3. Spain
4. The Netherlands

Imports (Total: US\$791 million)

1. France
2. U.S.
3. Federal Republic of Germany
4. Japan

EDC Status: Case-by-case financing**CIDA Status:** Major recipient country**Canadian Representatives:**

Mr. Jean Nadeau - Ambassador

Embassy of Canada

P.O. Box 4037

Libreville, Gabon

Cable: DOMCAN

Tel: (011-241) 74.34.64/65/66

Telex: 5527 GO (DOMCAN 5527 GO)

External Affairs and International Trade Canada

Africa Trade Development Division (GAT)

125 Sussex Drive

Ottawa, Ontario

K1A 0G2

Contact:

Mr. Régis Beauchesne

Tel: (613) 990-6582

Telex: 053-3745

Fax: (613) 990-3566

Representatives in Canada:

H.E. Ambassador Jean-Robert Odzaga

4 Range Road, P.O. Box 368

Ottawa, Ontario K1N 8J5

Tel: (613) 232-5301

Fax: (613) 232-6916

General

Gabon's GDP per capita is the highest in Africa apart from Libya, due to its petroleum resources. Dense tropical forests cover 76 per cent of the land. A quarter of the world's manganese ore reserves outside of the Soviet bloc is found in Gabon. Only 5 per cent of the land is estimated to be under cultivation. The country is heavily urbanized, with around 50 per cent of the population living in cities. Population growth is low due to the high infertility rate of the Gabonese. Many foreigners reside in the country.

Political and Economic Situation

Gabon became independent on August 17, 1960. The current president, Omar Bongo, succeeded President M'Ba on his death in November 1967. After winning presidential elections in 1974 and 1980, Bongo was re-elected in November 1986 for a seven-year term. In October 1990, President Bongo introduced reforms that led to a multi-party election, where the party in power, the PDG, was elected. He reserved a role above the parties to allow him to influence Gabon's political activities. He recently married Edith Sassou-Nguesso, daughter of President Sassou-Nguesso of the Congo.

Petroleum is the backbone of the country, accounting for 45 per cent of its GDP, 70 per cent of export earnings, and 65 per cent of government revenue. It is expected that oil will remain the main engine of growth in 1990, and that it will underpin the country's recovery in the medium and long term. Gabon possesses large fishery resources as well as huge forests (timber is the second most important export) and important mineral reserves. Agricultural production is low and inefficient.

Foreign Relations

French interests in Gabon, especially in the mining and energy sectors, are very important. Gabon is conscious of the influence of France and is proceeding to develop and diversify relations with other Western countries, African states and China to achieve a better balance in its foreign relations.

Relations with Canada

After a period of difficulties related to federal-provincial matters, diplomatic relations between Canada and Gabon rapidly improved and are now excellent. Gabon has had an embassy in Ottawa since 1971. In 1978, Canada opened an embassy in Gabon, headed since 1985 by a resident ambassador. Ministerial visits between the two countries are relatively frequent.

Aid from Canada

The Canadian aid program in Gabon is very important. CIDA has disbursed C\$17 million to date. The CIDA program for education and human resources focuses on the training of Gabonese personnel and, in the future, will concentrate more on professional and technical training. Rural electrification and water supply projects and the Office du Chemin de Fer Transgabonais (OCTRA) rehabilitation project have been financed under the economic component of the Canadian aid program. Industrial co-operation facilitates the participation of Canadian firms in Gabonese development. Finally, Gabon benefits from the embassy funds for local initiatives.

Trade with Canada

Gabon has recently become an interesting trade partner for Canada. Since 1987, important investments have been made in the petroleum sector, especially by Shell-Gabon. The rate of investments is expected to reach C\$2 billion during the next four or five years. These investments will offer very attractive opportunities for the Canadian petroleum industry.

Notes for Travellers

Time:

EST + 6

Passport and visa:

Valid passports and visas are required.

Vaccination:

Yellow fever and cholera vaccinations are required.

Currency:

Foreign currency can be exchanged freely at local banks.

Clothing:

Lightweight summer clothes are advisable for Libreville where the climate is warm and humid.

Telecommunications:

Local and international telephone communications are very good.

Health:

Some private clinics are excellent. Tapwater should be avoided.

Transportation:

There are no public transportation services in Libreville but taxis are plentiful.

Canadian Exports to Gabon

(C\$000)

	1989
Contractor equipment to be returned to Canada or re-exported after completion of contract	3 952
Aircraft parts nes	932
Wheeled tractors nes	383
Machines for treating metal	184
Parts of cranes, work-trucks, shovels and other construction machinery	171
Apparatus for carrier-current line systems nes	82
Turkey cuts and offal, except livers, frozen	76
Brochures, leaflets and similar printed matter, in single sheets	58
Parts of turbo-jets or turbo-propellers	51
Parts for diesel and semi-diesel engines	39
Printed matter nes	37
Surveying, hydrographic, oceanographic, meteorological or geophysical instruments nes	35
Machines for cleaning/sorting or grading seed, grain or dried legumes nes	33
Gears and gearing, ball screws, gear boxes, speed changers/torque converters	30
Structures and parts of structures, iron or steel (excluding prefabricated buildings)	27
Digital process units with or without the rest of a system	27
Motor vehicle parts nes	25
Radar apparatus	17
Other	121
	<hr/>
Total (rounded)	6 305

Canadian Imports from Gabon

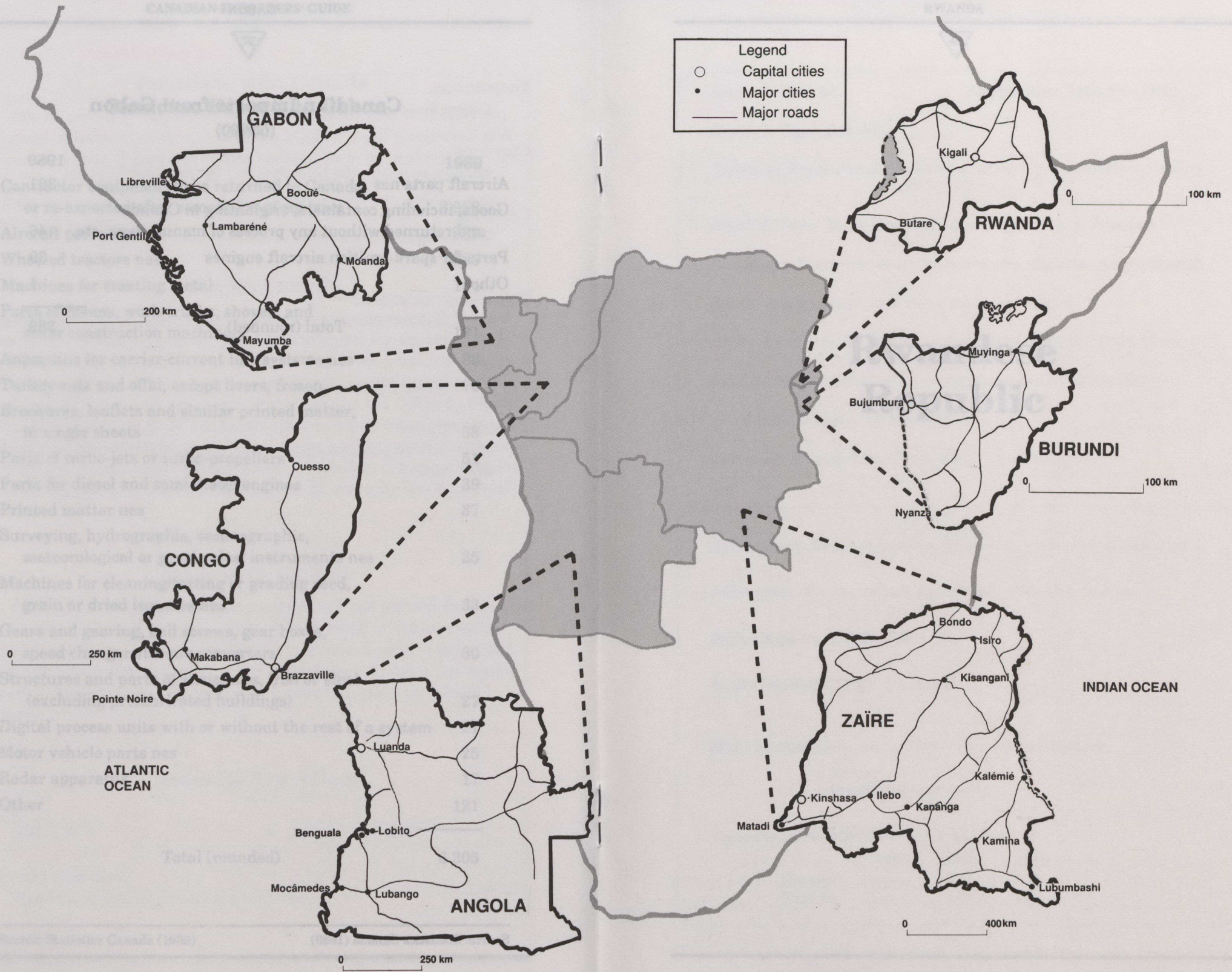
(C\$000)

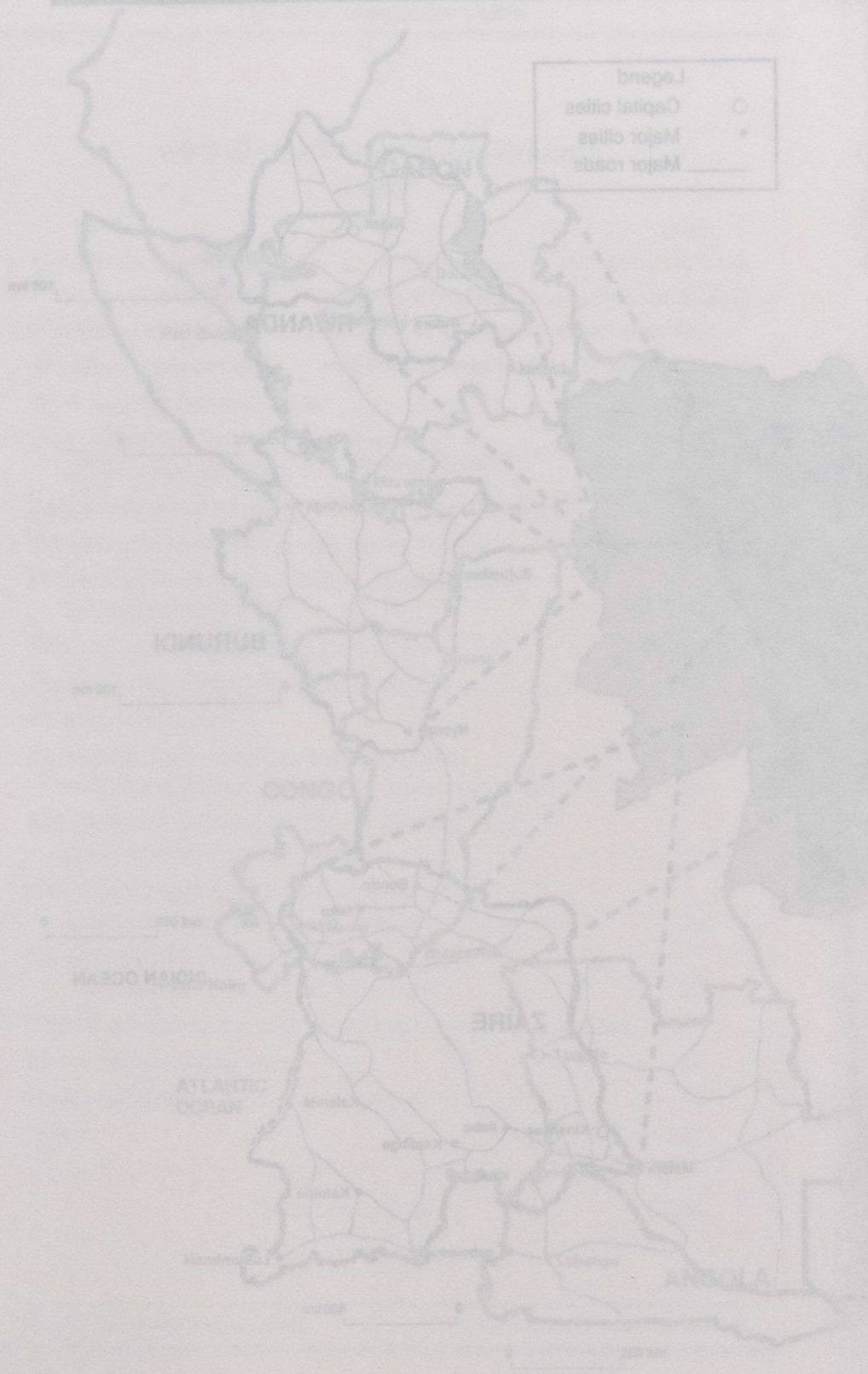
	1989
Aircraft parts nes	301
Goods, including containers, originating in Canada and returned without any process of manufacture, etc.	46
Parts for spark-ignition aircraft engines	39
Other	1
	<hr/>
Total (rounded)	389

Map of Angola, Burundi, Congo, Gabon, Rwanda and Zaire

Legend

- Capital cities
- Major cities
- Major roads





Area: 26 538 km²

Population: 7 050 350 (1988)

Capital: Kigali (155 000)

System of Government: Presidential system in which military leaders hold key offices

Head of State: Major General Juvenal Habyarimana, President

Language: Kinyarwanda and French are the official languages; Swahili

Ethnic Background: 90% Hutu, 9% Tutsi, 1% Twa

GDP: US\$2 26 000 (1988) *Per Capita Income:* 11,3% (1987)

Real GDP: 2% (1988) *Real Per Capita Income:* 2,9% (1988)

Per Capita Income:

Currency: Rwanda franc (RwF) 200 RwF = US\$1 (1988)

Rwandese Republic

Agriculture: Bananas, cassava, pyrethrum, stock raising, coffee, tea

Industries: Tourism, cement, agricultural processing, textiles

Major Exports (1988): Coffee, tea

Major Imports (1988): petroleum

Main Sectors of Opportunity for Canadian Business:

1. Energy
2. Consultant engineering

Canadian Trade Statistics (C\$ million)

	1987	1988	1989
Exports	—	0.72	1.33
Imports	—	0.64	1.21

Area: 26 338 km²

Population: 7 058 350 (1988)

Capital: Kigali (156 000)

System of Government: Presidential system in which military leaders hold key offices

Head of State: Major General Juvenal Habyarimana, President

Language: Kinyarwanda and French are the official languages; Swahili

Ethnic Background: 90% Hutu, 9% Tutsi, 1% Twa

GDP: US\$2.28 billion (1988) **Debt Service Ratio:** 11.3% (1987)

Real GDP: 2% (1988) **Inflation Rate:** 2.9% (1988)

Per Capita Income: US\$328 (1987)

Currency: Rwanda franc (Rwfr) Rwfr77.8 = US\$1 (1989)

Agriculture: Bananas, cassava, pyrethrum, stock raising, coffee, tea

Industries: Tin ore, cement, agricultural processing, textiles

Major Exports (1988): Coffee, tea

Major Imports (1988): Petroleum

Main Sectors of Opportunity for Canadian Business:

1. Energy
2. Consultant engineering

Canadian Trade Statistics (C\$ million):

	1987	1988	1989
Exports	—	0.78	1.39
Imports	—	0.64	1.32

Major Trading Partners (1988):**Exports** (Total: US\$117.9 million)

1. Federal Republic of Germany
2. The Netherlands
3. U.S.
4. France

Imports (Total: US\$278.6 million)

1. Belgium and Luxembourg
2. Kenya
3. Japan
4. France

EDC Status: Closed**CIDA Status:** Major recipient country**Canadian Representatives:**

Mr. Robert Catellier
Embassy of Canada
P.O. Box 8341
Kinshasa, Zaïre
Cable: DOMCAN KINSHASA
Tel: (011) 22-706/24-346/27-839
Telex: 982-21303 DOMCAN ZR

External Affairs and International Trade Canada
Africa Trade Development Division (GAT)
125 Sussex Drive
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Contact:

Mr. Régis Beauchesne
Tel: (613) 990-6582
Telex: 053-3745
Fax: (613) 990-3566

Representatives in Canada:

H.E. Ambassador Joseph Nsengiyumva
121 Sherwood Drive
Ottawa, Ontario K1Y 3V1
Tel: (613) 722-5835
Telex: 053-4522
Fax: (613) 729-3291

General

Rwanda was part of the former UN trust territory administered by Belgium. It is a landlocked country with the highest population density in Africa. However, only 5 per cent of the population lives in cities as the right of residence is restricted to those born or having recognized employment in them.

Political and Economic Situation

The current president, a former cabinet minister, took power in July 1973 by means of a bloodless coup. A new constitution was approved by referendum at the end of 1978, and President Habyarimana was confirmed as head of state. Rwanda has just witnessed major political upheaval as the result of an invasion of armed rebels from the northern border. The Mouvement Révolutionnaire pour le Développement (MRD), established in 1975, is the only political party.

Rwanda has limited resources and is one of the 18 poorest countries in the world. Agriculture is the major employer and principal earner of foreign exchange. Industry accounts for 18 per cent of GDP, but its growth is limited by small markets, poor transportation facilities and unreliable supply. Debt service remains at acceptable levels due mainly to substantial levels of foreign aid.

Foreign Relations

Although very dependent economically on foreign assistance, Rwanda has been able to maintain a relatively autonomous foreign policy. Relations with Western countries, particularly France, Belgium and Canada, are good. Rwanda has had good relations with China for a long time.

Relations with Canada

Relations between Rwanda and Canada are very good. However, they are primarily based on aid and "francophonie" and are not highly diversified. Both countries have official representatives in each other's capital. Official visits are frequent.

Aid from Canada

Canadian aid to Rwanda started with the foundation of the Université nationale du Rwanda (UNR) by Father Georges-Henri Lévesque in 1963. Total disbursements to date under the Canadian bilateral aid program amount to about C\$138 million, including food aid of C\$4 million. Current aid program activities are concentrated on rural development, energy, human resources development and economic support.

Trade with Canada

Trade between Canada and Rwanda is insignificant, Canadian exports having amounted to C\$635 000 in 1988. Trade expansion is possible in trucks, electronic equipment and computers, linked to a CIDA line of credit (C\$15 million) as well as to programs of multilateral financing institutions (World Bank, African Development Bank).

Notes For Travellers

Time:

EST + 7

Passport and visa:

Valid passports and visas are required.

Vaccination:

Yellow fever and cholera vaccinations are required. Recommended inoculations include polio, typhus and gamma globulin.

Currency:

Foreign currency must be declared on arrival but no restrictions are imposed on importation.

Clothing:

Light clothes and occasional sweaters are recommended.

Telecommunications:

Cable service and international telephone communications are available.

Health:

Doctors and a limited range of medicines are available in Kigali. Tapwater is not potable.

Transportation:

Taxis are available in main cities.

555	Paper, fine, woodfree, in rolls of 240 g/m ² , ≤180 g/m ² , uncoated nes
370	Wheat nes and meslin
	Rape, colza or mustard oil and their frac
181	refined but not chemically modified
57	Vaccines for human use
57	Worn clothing and other worn articles
38	Rape, colza or mustard oil crude
	Books, brochures, leaflets and similar printed
27	printed matter nes
18	Spray guns and similar appliances
	Brochures, leaflets and similar printed
17	matter, in single sheets
	Machines and mechanical appliances nes
18	having individual functions
83	Other
<hr/>	
1 381	Total (rounded)

Canadian Imports from Rwanda
(C\$000)

1980	Black tea, fermented and partly fermented
	in packages > 3 kg
700	Coffee, not roasted, not decaffeinated
888	Black tea, fermented and partly fermented,
	in packages < 3 kg
32	
<hr/>	
1 321	Total (rounded)

Canadian Exports to Rwanda

(C\$000)

	1989
Paper, fine, woodfree, in rolls or sheets, ≥40 g/m ² , ≤150 g/m ² , uncoated nes	555
Wheat nes and meslin	370
Rape, colza or mustard oil and their fract, refined but not chemically modified	161
Vaccines for human use	57
Worn clothing and other worn articles	57
Rape, colza or mustard oil crude	38
Books, brochures, leaflets and similar printed matter nes	27
Spray guns and similar appliances	18
Brochures, leaflets and similar printed matter, in single sheets	17
Machines and mechanical appliances nes having individual functions	16
Other	63
	<hr/>
Total (rounded)	1 391

Canadian Imports from Rwanda

(C\$000)

	1989
Black tea, fermented and partly fermented, in packages > 3 kg	700
Coffee, not roasted, not decaffeinated	588
Black tea, fermented and partly fermented, in packages < 3 kg	32
	<hr/>
Total (rounded)	1 321

Area: 2 345 409 km² *Population:* 33.3 million (1986)

Capital: Kinshasa (2 778 261)

System of Government: Strong presidential regime moving towards multi-party system

Head of State: Marshal Mobutu Sese Soko, President

Language: French is the official language. English, Lingala, Swahili, Kingwana, Kikongo

Ethnic Background: Over 250 ethnic groups; the most important are Mongo, Luba, Congo

GDP: US\$5.75 billion (1987) *Unemployment Rate:* 11% (1986)

Real GDP: 2.5% (1987) *Inflation:* 77.9% (1988)

Per Capita Income: US\$170 (1986)

Currency: Zaïra (Z) 2436 Z\$ = US\$1 (1987)

Republic of Zaïre

Agriculture: Cassava, maize, pumpkin, coffee, palm oil, rubber, tea, cotton

Industries: Mining, minerals processing, food processing, textiles, consumer goods, construction

Major Exports (1988): Copper, cobalt, diamonds, coffee, zinc/lead

Major Imports (1988): Consumer goods, foodstuffs, machinery, transport equipment, fuels

Main Sectors of Opportunity for Canadian Business:

1. Mining
2. Telecommunications
3. Forestry
4. Transmission lines

Canadian Trade Statistics (C\$ millions)

	1987	1988	1989
Exports	17.70	32.70	18.50
Imports	30.65	8.82	18.98

Area: 2 345 409 km²

Population: 33.3 million (1988)

Capital: Kinshasa (2 778 281)

System of Government: Strong presidential regime moving towards multi-party system

Head of State: Marshal Mobutu Sese Seko, President

Language: French is the official language; English, Lingala, Swahili, Kingwana, Kikongo

Ethnic Background: Over 250 ethnic groups; the most important are Mongo, Luba, Kongo

GDP: US\$5.77 billion (1987) **Debt Service Ratio:** 11% (1988)

Real GDP: 2.5% (1988) **Inflation Rate:** 77.9% (1988)

Per Capita Income: US\$177 (1987)

Currency: Zaïre (Z) Z439.52 = US\$1 (1989)

Agriculture: Cassava, maize, plantain, coffee, palm oil, rubber, tea, cotton

Industries: Mining, mineral processing, food processing, textiles, consumer goods, construction

Major Exports (1988): Copper, cobalt, diamonds, coffee, petroleum

Major Imports (1988): Consumer goods, foodstuffs, machinery, transport equipment, fuels

Main Sectors of Opportunity for Canadian Business:

1. Mining
2. Telecommunications
3. Forestry
4. Transmission lines

Canadian Trade Statistics (C\$ million):

	1987	1988	1989
Exports	17.70	32.70	18.36
Imports	30.65	8.58	18.98

Major Trading Partners (1988):**Exports** (Total: US\$2.207 billion)

1. Belgium and Luxembourg
2. U.S.
3. Federal Republic of Germany
4. Italy

Imports (Total: US\$1.644 billion)

1. China
2. Belgium and Luxembourg
3. France
4. U.S.

EDC Status: Closed**CIDA Status:** Major recipient country**Canadian Representatives:**

Mr. Robert Catellier
Embassy of Canada
P.O. Box 8341
Kinshasa, Zaïre
Cable: DOMCAN KINSHASA
Tel: (011) 22-706/24-346/27-839
Telex: 982-21303 DOMCAN ZR

External Affairs and International Trade Canada
Africa Trade Development Division (GAT)
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

Contact:

Mr. Régis Beauchesne
Tel: (613) 990-6582
Telex: 053-3745
Fax: (613) 990-3566

Representatives in Canada:

H.E. Ambassador M. Mbeka Makosso
18 Range Road
Ottawa, Ontario K1N 8J3
Tel: (613) 236-7103
Telex: 053-4314
Fax: (613) 567-1404

General

Despite its immense natural resources, Zaïre is one of the poorest countries in the world. A former Belgian colony, it became independent on June 30, 1960. Shortly thereafter, fighting between opposing factions broke out, leading to the intervention of a UN peacekeeping force in Zaïre. Major achievements in the transportation and agricultural sectors are required before Zaïre can fulfil its potential to become one of the wealthiest countries in Africa.

Political and Economic Situation

The Mouvement populaire de la révolution (MPR), proclaimed in 1971, was until recently the only legal party. Executive power has rested almost exclusively in the hands of President Mobutu. He seized power in a bloodless coup on November 24, 1968, and was re-elected unopposed in 1984 for a third seven-year mandate. In the context of decisions aiming at achieving a greater degree of democracy, the president recently introduced a number of reforms, most importantly authorizing a multi-party system and trade union pluralism. For his part, the president resigned as Chairman of the MPR while reserving the role of leader and mediator.

Zaïre is the world's largest producer of cobalt, second largest of industrial diamonds and fourth largest of copper. It also produces large quantities of zinc. Minerals account for 60 per cent of export receipts. The country has enormous agricultural potential, although it imports over 125 000 tonnes of food annually. Zaïre also has immense forestry resources and a huge hydroelectric potential.

Due in good part to Zaïre's public foreign debt, estimated at US\$7.2 billion, short-term prospects appear bleak. However, longer-term forecasts are brighter.

Foreign Relations

Relations with Belgium, the former colonial power, are generally good; occasional disagreements, which may appear serious, are normally resolved. Zaïre is an ally of the West. Relations have improved with Angola and both countries re-opened their 2 600 km common border. President Mobutu has also actively promoted reconciliation between the MPLA and the UNITA, rival forces in the Angolan conflict. Relations with Uganda, which had deteriorated markedly over the years, improved following a meeting of the two heads of state in the fall of 1989.

Relations with Canada

Canada has good relations with Zaïre and has an important aid program in that country. It hopes to be able to diversify bilateral relations and benefit from the considerable economic potential of Zaïre.

Aid from Canada

The Canadian development program supports Zaïre's economic recovery program. CIDA is involved in four main sectors: rural development, forestry, balance of payments and management support. To date, Canadian aid to Zaïre has totalled about C\$180 million.

Trade with Canada

Zaïre's huge potential and the interest shown by Canadian companies in participating in development projects could help to increase trade with Zaïre. Mining is the most promising sector, followed by telecommunications. However, the current financial situation in Zaïre considerably dampens sales potential for the time being. Efforts are presently concentrated on sales of equipment to GECAMINES, a mining company. Two Canadair Challenger aircraft have been sold to Zaïre since 1988.

Representative in Canada:
H.E. Ambassador M. Misika Nakoso
18 Range Road
Ottawa, Ontario K1N 8J5
Tel: (613) 239-7100
Telex: 559-4314
Fax: (613) 597-1504

Notes for Travellers

Time:

EST + 6

Passport and visa:

Valid passports and visas are required.

Vaccination:

Vaccinations against cholera and yellow fever are required.

Currency:

There are no restrictions concerning importation of foreign currencies. However, it is extremely difficult to change Zaïres for foreign currency given its scarcity.

Clothing:

Clothing for hot and humid weather is appropriate for Zaïre.

Telecommunications:

International telephone and telex communications are unreliable.

Health:

Tapwater is not potable. Health services (doctors, drugs and hospitals) are limited.

Transportation:

Taxis are normally available in Kinshasa. Rates vary and the fare should be negotiated in advance.

Canadian Exports to Zaïre

(C\$000)

	1989
Worn clothing and other worn articles	5 565
Cod, salted and in brine, but not dried or smoked	2 305
Fish nes, salted and in brine, but not dried or smoked	1 852
Paper, fine, woodcontaining, in rolls or sheets, uncoated nes	1 385
Boring or sinking machinery nes, not self-propelled	674
Polyethylene having a specific gravity of < 0.94	525
Parts of cranes, work-trucks, shovels and other construction machinery	487
Apparatus for carrier-current line systems nes	409
Parts suitable for use solely or principally with the apparatus	387
Asbestos	292
Paper, multi-ply, rolls/sheets, uncoated nes	260
Vaccines for veterinary use nes	237
Aircraft propellers, rotors and parts	189
Tobacco, unmanufactured, partly or wholly stemmed or stripped	175
Transmission apparatus for radio-telephone, radio-broadcasting or television	167
Paper, in rolls or sheets, weighing 150 g/m ² or less, uncoated nes	151
Parts and accessories nes for use on machines	151
Electrical machines and apparatus having individual functions nes	150
Other	2 932
	<hr/>
Total (rounded)	18 362

Canadian Imports from Zaïre

(C\$000)

	1989
Copper, unrefined; copper anodes for electrolytic refining	9 691
Cobalt, unwrought, matte and other intermediate products, waste, scrap and powders	7 392
Diamonds, industrial, unworked or simply sawn, cleaved or bruted	567
Coffee, not roasted, not decaffeinated	269
Diamonds, industrial, nes excluding mounted or set diamonds	261
Mens'/boys' cotton shirts, not knitted	251
Black tea, fermented and partly fermented, in packages > 3 kg	224
Mens'/boys' cotton trousers and shorts, not knitted	95
Veneer, tropical woods, < 6 mm thick	89
Mens'/boys' synthetic trousers and shorts, not knitted	45
Womens'/girls' cotton blouses and shirts, not knitted	25
Other	64
Total (rounded)	18 986

Export Development Corporation

The Export Development Corporation (EDC) is a Canadian crown corporation whose objective is to facilitate and develop Canadian exports. Its mandate is to provide guarantees, loans and other types of financial aid which allow Canadian exporters to meet international competition.

EDC offers export insurance programs to:

- protect Canadian exporters (and their domestic suppliers) against non-payment by foreign buyers;
- protect the foreign investments of Canadian companies overseas; and
- protect Canadian exporters against political risks caused by foreign governments.

Resources Available to Business Persons

With EDC's export insurance programs, Canadian exporters can sell their Canadian products. EDC pays the Canadian exporter directly in cash.

Also, the Corporation makes it easier for exporters to get private sector financial backing by providing loans, performance and bid bond guarantees to the financial institutions providing the direct support.

Contact:

Export Development Corporation
151 O'Connor Street
P.O. Box 456
Ottawa, Ontario
K1P 5T9
Tel: (613) 566-3500
Cable: ERCEDECORP
Telex: 052-4196
Fax: (613) 237-2690

Export Development Corporation

The Export Development Corporation (EDC) is a Canadian crown corporation whose objective is to facilitate and develop Canadian exports. Its mandate is to provide guarantees, loans and other types of financial aid which allow Canadian exporters to meet international competition.

EDC offers export insurance programs to:

- protect Canadian exporters (and their domestic suppliers) against non-payment by foreign buyers;
- protect the foreign investments of Canadian companies overseas; and
- protect members of a Canadian export consortium against losses caused by a non-performing partner.

With export financing, EDC enables foreign buyers to purchase Canadian products. EDC pays the Canadian exporter directly in cash.

Also, the Corporation makes it easier for exporters to get private sector financial backing by providing loans, performance and bid bond guarantees to the financial institution providing the direct support.

Contact:

Export Development Corporation
151 O'Connor Street
P.O. Box 655
Ottawa, Ontario
K1P 5T9
Tel: (613) 598-2500
Cable: EXCREDCORP
Telex: 053-4136
Fax: (613) 237-2690

Canadian International Development Agency

The Canadian International Development Agency (CIDA) provides international development assistance to some 100 countries. CIDA's Industrial Co-operation Program assists Canadian firms seeking opportunities for investment, joint ventures and transfers of proven technology in Asia, Latin America, the Caribbean, Africa and the Middle East. It offers financial incentives to Canadian firms to develop long-term arrangements for business co-operation and to carry out project definition studies in developing countries. Support is also available for building contacts and identifying opportunities through visiting missions and seminars.

CIDA will provide general information on supplying goods and services for CIDA projects as well as on its Industrial Co-operation Program.

Contact:

Canadian International Development Agency
Consultant and Industrial Relations Directorate
200 Promenade du Portage
Hull, Quebec
K1A 0G4
Tel: (819) 997-7775

Canadian Commercial Corporation

The Canadian Commercial Corporation (CCC) is a crown corporation which acts as the prime contractor when foreign governments and international agencies wish to purchase goods and services from Canadian sources on a government-to-government basis.

Contact:

Canadian Commercial Corporation

50 O'Connor Street, 11th Floor

Ottawa, Ontario

K1A 0S6

Tel: (613) 996-0034

Fax: (613) 995-2121

Program for Export Market Development

The Program for Export Market Development (PEMD) is External Affairs and International Trade Canada's principal export promotion program. The program supports a variety of activities to help Canadian companies expand into export markets.

PEMD funds up to 50 per cent of eligible expenses; funding must be requested in advance. A portion must be repaid if the activity generates export sales.

Funded activities include:

- participation in recognized trade fairs and visits to identify markets outside Canada;
- visits by foreign buyers and foreign sales agents to Canada;
- project bidding, or proposal preparation at the precontractual stage;
- establishment of permanent sales offices abroad;
- participation in trade fairs, seminars, etc. by non-profit industry associations on behalf of their member companies; and
- innovative marketing initiatives which do not fall under the above categories.

To apply or obtain further information, contact the nearest International Trade Centre (see "Useful Addresses in Canada").

International Finance Corporation

The International Finance Corporation (IFC), a World Bank affiliate, is the largest multilateral organization in the world providing financial assistance in the form of loans and equity to the private sector of developing countries. Its fundamental purpose is to promote the economic development of its member countries through support of the private sector.

IFC makes its investment decisions on the basis of a thorough technical, financial and economic appraisal of the proposed project.

The total capital cost of its operations to date amounts to more than C\$40 billion.

Contact:

International Finance Corporation
1818 H Street, N.W.
Washington, D.C.
20433 U.S.A.
Tel: (202) 477-1234
Cable: CORINTFIN
Telex: III 440098 RCA 248423 WJ 64145
Fax: (202) 477-8164

African Development Bank

The African Development Bank (ADB) provides concessionary loans and grants mainly for projects relating to agriculture, industry and infrastructure. It also invests in regional and certain national African development banks.

The main objective of ADB is to promote and support the economic development and social progress of its regional members, primarily by providing technical assistance and loans.

Procurement of goods and services under ADB financing is normally by international competitive bidding. ADB encourages the use of African manufacturers and consultants.

Loans and grants approved by ADB in 1988 amounted to US\$2.18 billion.

Contact:

African Development Bank
Avenue Joseph Anoma
P.O. Box 1387
Abidjan 01
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Tel: (225) 32.07.11
(225) 32.50.10
Cable: AFDEV Abidjan
Telex: 23717/23498/22202/22979
Fax: (225) 22 70 04

World Bank

The World Bank (WB) promotes the economic development of member countries by making loans to governments. It also provides technical assistance on matters relating to the member countries' economic development.

The WB also encourages cofinancing of its loans with official agencies and commercial banks.

The largest share of lending is to finance investments in agricultural and rural development projects.

Finally, it plays a key role in the implementation of structural adjustment programs in many countries.

Contact:

The World Bank
1818 H Street, N.W.
Washington, D.C.
20433 U.S.A.

Tel: (202) 477-1234
Cable: INTBAFRAD
Fax: (202) 477-8388



World Bank

The World Bank (WB) supports the economic development of poor countries by making loans to governments. It also provides technical assistance on matters relating to the countries' economic development.

The WB also encourages cooperation of its loans with official grants and commercial banks. The WB also encourages technical assistance provided by other agencies. The largest share of lending is to finance investments in agriculture and rural development projects.

Finally, it plays a key role in the implementation of structural adjustment programs in many countries.

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Africa Trade Development Division

External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Tel: (613) 998-3588
Telex: 953-2745
Fax: (613) 998-3585

Useful Addresses in Canada

International Trade Centre
P.O. Box 11618
600-680 West Georgia Street
Vancouver, British Columbia
V6B 5H5
Tel: (604) 685-1444
Tel. (toll free): 1-800-563-0432
Telex: 04-51281
Fax: (604) 685-8330

Edmonton

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Canada Place Bldg.
9700 Jasper Avenue, Room 540
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T6J 2C3
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Fax: (403) 495-4507

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Toll free: 1-800-663-0433
Telex: 04-51191
Fax: (604) 666-8330

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Calgary

International Trade Centre

510 5th Street, S.W.,

Suite 1100

Calgary, Alberta

T2P 3S2

Tel: (403) 292-6660

Fax: (403) 292-4578

Saskatoon

International Trade Centre

105 21st East Street, 6th Floor

Saskatoon, Saskatchewan

S7K 0B3

Tel: (306) 975-5925

Telex: 074-2742

Fax: (306) 975-5334

Regina

International Trade Centre

1955 Smith Street, 4th Floor

Regina, Saskatchewan

S4P 2N8

Tel: (306) 780-6108

Telex: 071-2745

Fax: (306) 780-6679

Winnipeg

International Trade Centre

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330 Portage Avenue, Room 608

Winnipeg, Manitoba

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Tel: (204) 983-8036

Telex: 07-57624

Fax: (204) 983-2187

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International Trade Centre
Dominion Public Building
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Toronto, Ontario
M5J 1A4
Tel: (416) 973-5053
Telex: 065-24378
Fax: (416) 973-8161

Montreal

International Trade Centre
Stock Exchange Tower
800 Victoria Square, Room 3800
P.O. Box 247
Montreal, Quebec
H4Z 1E8
Tel: (514) 283-8185
Telex: 055-60768
Fax: (514) 283-3302

Moncton

International Trade Centre
P.O. Box 1210
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
Tel: (506) 851-6452
Telex: 014-2200
Fax: (506) 851-6429

Halifax

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P.O. Box 940, Station M
1496 Lower Water Street
Halifax, Nova Scotia
B3J 2V9

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Telex: 019-22525

Fax: (902) 426-2624

Charlottetown

International Trade Centre
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Confederation Court Mall
134 Kent Street, Suite 400
Charlottetown, P.E.I.
C1A 7M8

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Telex: 014-44129

Fax: (902) 566-7450

St. John's

International Trade Centre
P.O. Box 8950
Suite 504, Atlantic Place
215 Water Street
St. John's, Newfoundland
A1B 3R9

Tel: (709) 772-5511

Telex: 016-4749

Fax: (709) 772-2373



Export Development Corporation

British Columbia and Yukon Region

Export Development Corporation

One Bentall Centre

505 Burrard Street, Suite 1030

Vancouver, B.C.

V7X 1M5

Tel: (604) 688-8658

Fax: (604) 688-3710

Prairie and Northern Region

Export Development Corporation

Bow Valley Square III

255 5th Avenue S.W., Suite 2140

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T2P 3G6

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Toll free: 1-800-661-8638

Fax: (403) 294-1133

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Export Development Corporation

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Winnipeg, Manitoba

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Toll free: 1-800-665-7871

Fax: (204) 983-2187

Ontario Region

Export Development Corporation

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National Bank Building

150 York Street, Suite 810

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Fax: (416) 862-1267

Ottawa District Office

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Fax: (613) 237-2690

Quebec Region

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Tour de la Bourse

Postal Station

Montreal, Quebec

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London District Office

Export Development Corporation
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Atlantic Region

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Canadian Exporters' Association

99 Bank Street, Suite 250
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Canadian Importers' Association

210 Dundas Street West, Suite 700
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Fax: (416) 595-8226

Canadian Manufacturers' Association

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Trade Facilitation Office

56 Sparks Street, Suite 500
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Tel: (613) 233-3925
Fax: (613) 233-7860

Canadian International Development Agency

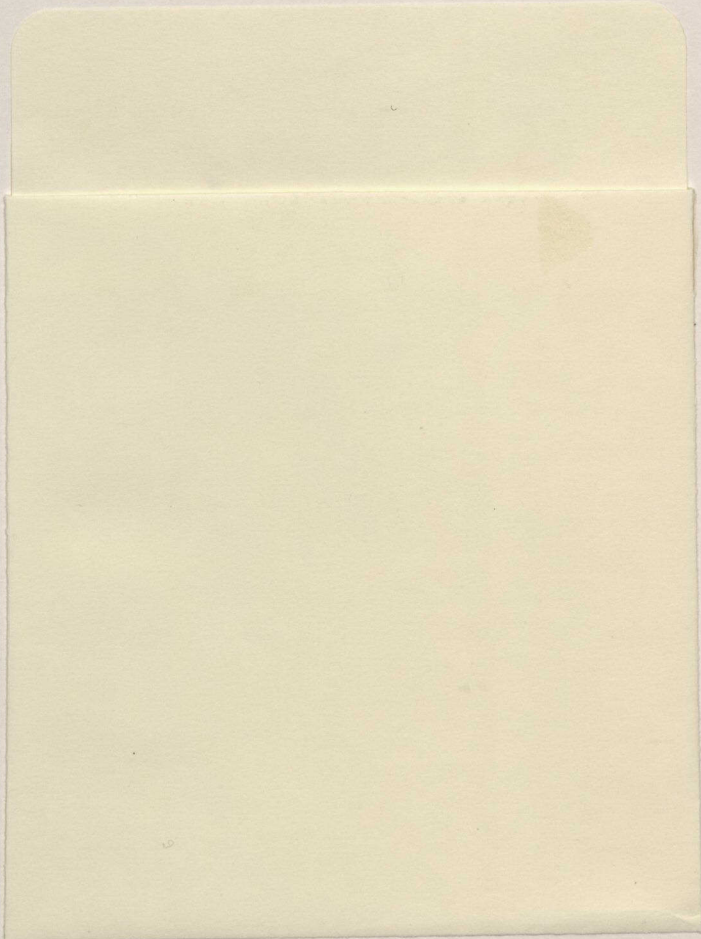
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