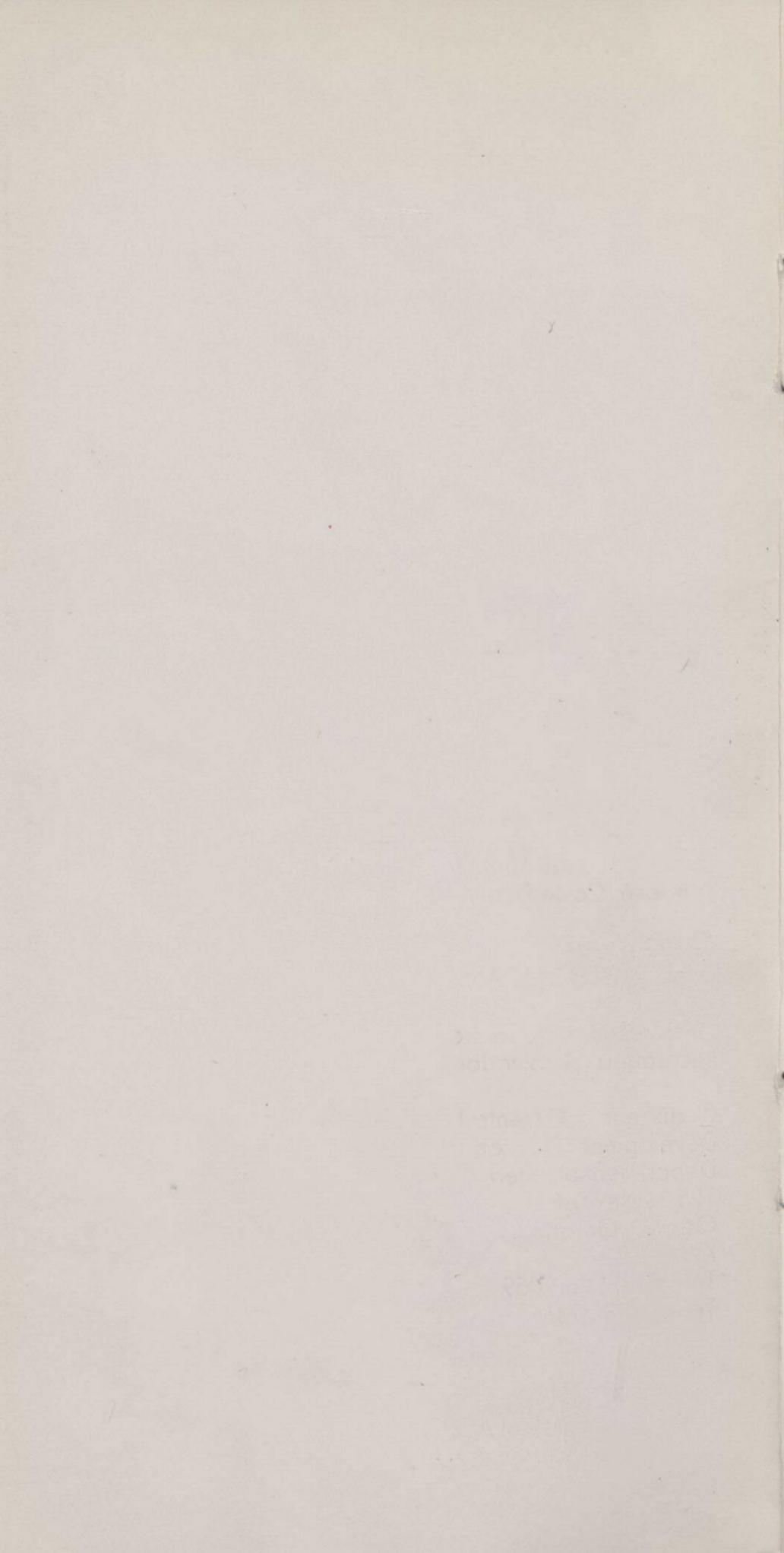


PANAMA

*A Guide for
Canadian Exporters*

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A Guide for Canadian Exporters

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TRADE OFFICE RESPONSIBLE:

Commercial Division*
Canadian Embassy
Apartado Postal 10.303
San José, Costa Rica

Tel: 23-04-46
Telex: 2179 DOMCAN

*Also responsible for trade relations with Costa Rica,
Nicaragua, El Salvador and Honduras.

Caribbean and Central America Trade
Development Division
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Tel: (613) 996-7059
Telex: 053-3745

15-234-059

External Affairs
Canada

Affaires extérieures
Canada

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I. THE COUNTRY

Area and Geography

Panama lies at the Southernmost end of the Central American isthmus, bordered by South America (Colombia) and Central America (Costa Rica). The total land area is 77,082 square kilometers, lying on a general East-West axis. Elevation varies from the near sea level regions bordering Colombia, in the East, to the higher elevations in Chiriqui Province, bordering Costa Rica, where some peaks reach 3000 meters and higher.

Climate

Panama City's climate is tropical, with an average daily temperature of 27° C (80° F) and little variation throughout the year. Humidity varies from 50% (March) to 98% (October). The two seasons are winter (rainy season) lasting from April to December, and summer (dry season) lasting December to March. Rain can be heavy during the winter, averaging about an inch per day. The summer is almost free of rain.

History and Government

The Isthmus of Panama was discovered by the Spanish in 1501 and, by 1513, Vasco Nuñez de Balboa had sighted the Pacific Ocean from the peaks of Darien. Panama City, on the Pacific Ocean, was founded in 1519 and served as the base for Spanish exploration and conquest of what are now Chile, Bolivia, Peru, Ecuador and Colombia. As colonial trade with Pacific South America developed, Panama became the transit point between Spain and these colonies, developing the commercial and trade fair activity which continues into the present.

Panama achieved independence from Spain in 1821, joining the Gran Colombia confederation composed of present-day Venezuela, Colombia, Ecuador and Panama. This confederation dissolved in 1830, although Panama remained part of Colombia until 1903 when, with the support of the United States, it achieved independence. The Canal Treaty with the United States was signed shortly thereafter.

Panama's government is divided into Executive, Legislative and Judicial branches. Executive power is held by the

President, two Vice-Presidents and the Ministers of State. The President and Vice-Presidents are elected, by direct popular vote, to single five-year terms. The Legislative Assembly is composed of representatives elected to five year terms, by popular vote, from 40 electoral districts. Supreme Court justices are appointed by the executive branch, subject to approval by the Legislative Assembly.

Population

Panama has a multi-racial population of about 2.2 million (1985), growing at 2.2% per year.

Language

The official language of Panama is Spanish. Nevertheless, Government officials and businessmen frequently have a good command of English, reflecting Panama's traditional close ties with the USA. Few Panamanians speak French.

Religion

Over 90% of Panama's population is Roman Catholic. Other significant religious groups are, however, present and enjoy full freedom of worship.

Education

Education is free and compulsory at the elementary level (first six years). The literacy rate is 84%. There are two universities in Panama, the University of Panama (state-run; approx. 40,000 enrolled) and the University of Santa Maria (run by the Catholic Church; approx. 3,500 enrolled). The number of Panamanian professionals trained abroad, particularly in the USA, is substantial.

Principal Cities

Panama City, with a population of approximately 800,000, is by far the largest urban area and is the commercial as well as political and administrative centre of the country.

Following Panama City in importance are:

Colon – population 125,000 – located at the Atlantic end of the Panama Canal, site of both the Colon Free Zone and Panama's main port (Cristobal), and a major centre for regional commerce and trans-shipment, and;

David – population 85,000 – capital of Chiriqui Province and the centre of Panama's agricultural sector.

Currency

Panama's official currency is the Balboa, which is at par with the U.S. dollar. The Balboa, however, is not issued except in coinage and U.S. currency is, therefore, the effective medium of exchange in Panama.

Working Conditions

(i) International Time

Panama operates on Eastern Standard Time, i.e. GMT-5.

(ii) Business Hours

Most Government offices are open Monday through Friday, from 08:30 A.M. to 04:30 P.M., with a break at lunch. Business offices follow similar hours. Banks are generally open from 08:00 A.M. to 01:00 P.M., without interruption.

(iii) Public Holidays

New Year	<i>January 1</i>
Martyr's Day	<i>January 9</i>
Carnival Monday (Mardi Gras)	<i>varies</i>
Carnival Tuesday (Mardi Gras)	<i>varies</i>
Good Friday	<i>varies</i>
Labour Day	<i>May 1</i>
Revolution Day	<i>October 11</i>
Independence from Colombia	<i>November 3</i>
Grito de Independencia	<i>November 10</i>
Independence from Spain	<i>November 28</i>
Mother's Day	<i>December 8</i>
Christmas	<i>December 25</i>

Many Panamanians take their vacation in the period from early December to mid-January, and business visits at that time should be avoided.

(iv) Interpreter and Translation Services

Most of the contacts of the typical Canadian business visitor to Panama will be able to operate well in English. In addition, many will have an extensive knowledge of North American business practices. Few, however, will have a working knowledge of French. Where required, interpreters/translators are available, but visitors should make arrangements through the Canadian Embassy (in Costa Rica) prior to arrival.

(v) Weights and Measures

Although the metric system is officially in use in Panama, the English system is often used for some measurements in retail trade.

(vi) Electricity

Panama has a 110V, 60Hz electrical system.

II. *DOING BUSINESS*

General Description of the Market

Panama's is a free market economy based primarily on private enterprise. The services sector of the economy is particularly large, reflecting the role of Panama as an international transportation, financial and commercial centre. Agriculture and manufacturing are also important, each contributing about 9% to GDP.

The main national infrastructure, including railways, ports, highways, telecommunications and electrical utilities are owned and operated by the government.

Foreign Trade (goods and services) (in millions of U.S. dollars)

Year	Exports	Imports
1982	3580	3703
1983	2951	2696
1984	2932	2897
1985	3274	3123
1986	3675	3378

Source: CEPAL

Main Sources of Panama's Imports

Country	% of Imports (1985)
United States	30.7
Japan	8.9
Mexico	7.9
Venezuela	6.3
Ecuador	5.9
Costa Rica	2.5
Switzerland	2.4
West Germany	2.3
Canada	1.1

Source: Dirección de Estadística y Censo

Main Products Traded (as % of total)

Exports	1980	1986
Sugar	18.6	6.1
Bananas	17.4	21.4
Fresh shrimp	12.4	20.8
Coffee	2.9	9.5
Fish meal	2.9	0.6
Cocoa	3.4	—
Clothing	2.7	4.2
Imports	1980	1985
Food products	7.5	9.9
Fuels, lubricants and related products	32.1	23.5
Chemical products	10.2	12.1
Transport equipment	20.1	23.6

Membership in International Organizations

Among the key international organizations of which Panama is a member are the United Nations, including most of its specialized agencies, the International Monetary Fund (IMF), the International Bank for Reconstruction and Development (IBRD-World Bank), the Inter-American Development Bank (IADB), the Organization of American States (OAS), and the Latin American Economic System (SELA).

Merchandising and Distribution

Foreign firms selling into the Panamanian market almost invariably find that the most efficient way to develop and maintain contact with their clients is through the services of an agent or distributor. Considerable care should, of course, be taken in the selection of such local representatives, not least because representation agreements, once concluded, are difficult to break. The Commercial Section of the Canadian Embassy in Costa Rica will be pleased to assist and advise in the selection of possible agents. Advice is also available from the Honorary Commercial Representative in Panama City.

Exporters should be prepared to visit Panama at least once in the process of selecting representation. Thereafter, periodic visits will continue to be required to maintain momentum. Good quality product literature is an important

tool in reaching and retaining any market, and this aspect should not be neglected. While English is widely understood in Panama, there is a distinct advantage in having such promotional material available in Spanish.

Price Quotations

International trade is invariably conducted in U.S. currency. All values must be clearly stated as F.O.B., C & F or C.I.F. All invoices must show the C.I.F. value (it is, as of late 1987, the basis for the assessment of Customs Duty). All charges must be clearly itemized.

Terms and Methods of Payment

Imports by the Panamanian Government and its agencies are generally settled on a cash or letter of credit basis, with any financing required being arranged through third parties, independently of the exporter.

Private sector imports are normally paid for through letters of credit or cash against documents. As an international banking centre, Panama enjoys the presence of branch offices of most large international banks, and there is usually little difficulty in finding appropriate banks through which letters of credit can be arranged.

Exporters considering payment options on particular sales, including the possibility of extending credit, may wish to contact the Commercial Division of the Canadian Embassy in Costa Rica for advice.

Banking System and Local Finance

Panama is an important international banking centre, hosting over 125 international banks, plus their branches. These banks provide financial services both within Panama and in Latin America generally. The Bank of Nova Scotia has been established in Panama since 1975, and is the only Canadian bank currently (February, 1988) operating in Panama under a General License, permitting banking activities both within and outside Panama.

Customs and Regulatory Information

(i) Customs Tariff

Panama's tariffs, on the whole, are moderate although rates on some luxury items, or items competing with

domestic industry can be high. Panama uses the Standard International Trade Classification for tariff purposes. Duties are assessed on the C.I.F. value or, for some items, as specific taxes based on weight, volume or units. As well as duty, most imports pay a 7% surtax (medicines and foodstuffs pay 2.5% and 3.5% respectively).

(ii) Import Licensing

Panama requires prior licensing for the importation of certain products which compete with domestic production. The required permits are issued by the Ministry of Commerce and Industry, following consultation with the Price Control Office and the Ministry of Finance. Permits are generally available within a quota for import volume of the item concerned.

(iii) Documentation

Panama requires the following documentation for imported goods:

- a Consular Invoice, in quadruplicate, in Spanish, on prescribed forms which are available from Panamanian consulates. For items shipped airfreight or parcel post and valued at less than U.S.\$50, a Consular Invoice is not required.
- Bills of lading - the original plus four copies.
- a commercial invoice, in quintuplicate, containing, in addition to the normal commercial information, a certification, in Spanish, by an official of the invoicing firm, to the effect that the details on the invoice are exact and true, and that the prices indicated are not subject to any deduction or rebate. The commercial invoice itself may be in either English or Spanish.
- the documents noted above must be legalized by a Panamanian Consul.
- Certificates of Origin are not required for Canadian products.
- Special certifications and prior authorization are required for the shipment of livestock and animal products.

(iv) Special regulations and Procedures

Foods, beverages, pharmaceuticals (including non-prescription medicines, e.g. vitamins) and cosmetics must be approved and registered by the Oficina de Farmacéuticos, Medicinas y Productos Alimenticios. Such registration will require the services of a Panamanian lawyer. The original registration is valid for ten years.

Transportation and Communications

Panama's principal Pacific Ocean port is Balboa, located at the Pacific entrance to the Panama Canal and adjacent to Panama City. The main port at the Caribbean end of the canal is Cristobal, adjacent to the Colon Free Zone. Both are large ports, with good warehousing facilities, reflecting Panama's importance as a trans-shipment point. Other, smaller, ports also exist.

Inland transport is primarily by highway, the principal route being the 550 Km Pan-American Highway, running from Panama City to Costa Rica. The second most important highway is that connecting Panama City and Colon, at opposite ends of the Canal.

Panama has a limited rail network, the principal line running between Panama City and Colon.

While there are no direct flights between Canada and Panama, air service is fairly good. Panama is an important connection point for U.S. and European airlines serving South America, and accordingly receives many flights. Goods shipped by air from Canada will generally connect in Miami or New York, and can arrive within 2 days. Delays in finding space aboard connecting flights are not uncommon, however, and transit times of 5 days to a week are not uncommon. All international flights arrive at Omar Torrijos Airport in Panama City.

Panama has good local and international telephone and telex service. Direct dialing is available to Canada, and to most other parts of the world. Mail services, however, are slow and unreliable. It should be assumed that letters will take two weeks, and sometimes more, to reach their destination.

The Colon Free Zone

The Colon Free Zone (CFZ), established in 1948, is the largest free zone in the Western Hemisphere and the second largest worldwide. Located in Colon, on the Atlantic side of the Isthmus, and at the northern entrance to the Panama Canal, the CFZ operates as an autonomous institution, providing a segregated commercial area where wholesale trade is transacted under special duty and tax provisions.

Approximately 500 international firms are presently operating in the CFZ, and a further 1000 or more companies are represented by CFZ firms. These firms mainly use the Zone as a marketing, storage and distribution centre for their Western Hemisphere operations. Some deal only in their own products, while others contract out their handling/warehousing facilities and distribution networks in e.g. South American markets, to other firms.

Among the advantages the Government of Panama provides firms located in the CFZ are: exemption from local taxes or other charges on goods entering, being transferred through, stored in, or departing the CFZ, or on commercial transactions prepared within the CFZ; exhibition facilities, facilities to store in bulk, and facilities to re-export in smaller quantities goods stored in bulk; taxation at preferential rates of income produced by CFZ firms from foreign trade operations.

In 1984, U.S. \$2.9 billion worth of goods was imported into the Colon Free Zone. U.S.\$1.5 billion of this amount was re-exported to other, mostly Latin American, markets. The Canadian Embassy in Costa Rica would be pleased to provide fuller details of the CFZ to exporters interested in the possibility of including this facility in their Latin American marketing strategy.

Foreign Investment, Joint Ventures and Technology Transfer

Panama enjoys a number of advantages which have attracted substantial foreign investment. Among these are: its geographic situation at the shipping crossroads of the Western Hemisphere; its strengths as an international banking centre, including the presence of most major international banks; good air connections; relative ease in doing business in English; a currency based on, and interchangeable with, the U.S. dollar; the availability of the Colon Free Zone, and the special facilities it offers; and

Government incentives, both fiscal and non-fiscal. Details on Panama as a site for investment are available from the following Panamanian government agency:

The Investment Council of Panama
Banco Nacional de Panama Building (main branch)
8th Floor, Tower "A",
Panama, Republic of Panama
P.O. Box 2350, Balboa-ANCON
Telex: 3499 INVEST PG Tel: 64-72-11

III. *YOUR BUSINESS VISIT*

Advise and Consult the Canadian Embassy

The Canadian Embassy in San Jose, Costa Rica, is responsible for Canadian relations with Panama. Staff from the commercial division of the Embassy travel regularly to, and are in frequent telephone and telex contact with, Panama. In addition, there is an Honorary Commercial Representative of Canada, located in Panama City, who is available for advice and consultation.

Canadian business visitors to Panama wishing assistance should make their plans known to the Commercial Division of the Embassy well in advance, and preferably by telex (mail can take several weeks). As much information as possible should be provided, including details of the purpose of the visit, the products or services involved, background on previous relevant activities and contacts in the market, and the arrangements required. These details will permit the commercial division staff to arrange a tentative itinerary and appointment schedule permitting the most effective use of the visitor's time.

Travel to Panama

The Government of Panama, as of December 1, 1987, no longer requires advance visas of Canadian business visitors, these now being issued, valid for 30 days, on arrival. This policy will considerably facilitate business travel. Nevertheless, in view of the possibility of changing circumstance, business travellers are urged to contact, prior to travelling, a Panamanian consulate in Canada.

Panama can be reached in one day from most Canadian cities, usually after making connections in the U.S.A. It is served by 36 international air carriers including U.S. airlines, most South and Central American carriers, and several European lines. As a result, regional air connections are excellent. Indeed, it is difficult to travel in Central and South America without connecting through Panama.

Internal Travel

The large majority of business visitors to Panama will do their business in Panama City. Some will need to travel to the Colon Free Zone. Very few will have a requirement to travel beyond these two areas. The most appropriate way to travel about Panama City is by taxi. These are plentiful, and can be hired, usually at the hotel, per trip, by the hour or by the day. Travel to the Free Zone can easily be done in day trips from Panama City by taxi, at reasonable expense.

Hotels

Panama City has a good range of hotels suitable for business travellers in terms of price, quality, location and facilities (telex, telephone service, etc.).

Customs Regulations

The normal items carried by a traveller (including cameras and personal, portable electronic equipment) can be brought into Panama without difficulty. Commercial samples can generally be imported with a minimum of formality. When in doubt, exporters should contact the Embassy for advice.

Health and Personal Security

Medical services can usually be obtained, if needed, through the hotel. Health risks generally, however, are not exceptional in Panama City. The tap water is drinkable, and meals at restaurants are safe. With respect to personal security, travellers should exercise the caution and care normally required in any large city.

Business Calls and Entertainment

Travel about Panama City is not difficult, and most visitors can make at least four business calls in a typical day. In addition, a working lunch is both possible and useful. Panamanians are very sociable, and will generally accept a luncheon invitation. The city has many good restaurants.

Mail

Regular mail can take two weeks, and sometimes more, to travel between Canada and Panama. For urgent material, the services of commercial couriers are recommended.

These offer particularly good service as many use Panama as the hub for their services to nearby countries. Most of the major couriers, including DHL, Emery etc. have offices in Panama. Parcels, such as catalogues, shipped through the mails can be delayed in customs if they exceed one kilogram in weight. Where possible, therefore, large packages should be divided up. As a general rule, correspondence of any kind with Panamanian clients/contacts should be despatched with a generous time margin.

IV. FEDERAL EXPORT ASSISTANCE

Market Advisory Services

As a service to Canadian business, the federal government maintains trade officers in 67 countries around the world. These representatives provide assistance to Canadian exporters and aid foreign buyers in locating Canadian sources of supply. In addition to providing the link between buyer and seller, the trade officer advises Canadian exporters on all phases of marketing, including identification of export opportunities, assessment of market competition, introduction to foreign business people and government officials, screening and recommending of agents, guidance on terms of payment and assistance with tariff or access problems. Trade officers also play an active role in looking for market opportunities and encouraging promotion efforts.

An additional source of information is the group of geographic trade divisions at the Department of External Affairs in Ottawa. Each of these offices concentrates on markets in specific geographical regions, in this case Latin America and the Caribbean. They are the central government link in Canada for the trade officers abroad. In the case of Panama, the trade officers in San Jose are in constant contact with their counterparts in the Latin America and Caribbean Branch in Ottawa (Address: Central America and Caribbean Trade Development Division – Latin America and Caribbean Branch, Department of External Affairs, 125 Sussex Drive, Ottawa, Ontario K1A 0G2, Telephone (613) 996-7059 Telex: 053-3745). This office can provide the following type of general information:

- market information, including economic outlooks for individual countries and information on the market for particular products;
- market access information on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents etc.; and
- publications, including editions of this publication, *Guides for Canadian Exporters*, and country briefs on smaller markets.

The geographic trade divisions are also responsible for assisting and advising exporters on marketing of their

products and services and on informing businesspeople about export services provided by the Canadian government and export opportunities as they arise.

Export Development Corporation

The Export Development Corporation (EDC) is a Canadian Crown Corporation whose purpose is to facilitate and develop Canada's export trade.

The EDC provides insurance, guarantees and export financing, which combined with financial advice and the organization of financial packages, facilitate the sale of Canadian goods and services abroad.

The Corporation offers the following services:

Export Insurance and Related Guarantees

- global comprehensive insurance
- global political insurance
- selective political insurance
- specific transaction insurance
- specific transaction guarantees
- loan pre-disbursement insurance
- foreign investment insurance
- performance security insurance
- performance security guarantees
- consortium insurance
- surety bond insurance
- bid security guarantees

Export Financing and Related Guarantees

- loans
- multiple disbursement agreements
- line of credit allocations
- note purchases
- forfaiting
- loan guarantees

The EDC head office is in Ottawa. (Address: P.O. Box 655, 151 O'Connor Street, Ottawa, Ontario K1P5T9, telephone (613) 598-2500, Telex 053-4136). Regional offices are maintained in Montreal, Toronto, London, Calgary, Winnipeg, Vancouver and Halifax. General inquiries regarding other EDC services may be channelled through the regional offices. Export services are only handled by the Ottawa office. Inquiries about export financing for a specific geographical area should be addressed to the manager of the appropriate department in the Export Financing Group of the EDC in Ottawa.

Program for Export Market Development

On April 1, 1987, the Department of External Affairs consolidated the Program for Export Market Development (PEMD) and the Promotional Projects Program (PPP) into one program called PEMD, a name well recognized by both the private sector and governments.

The new PEMD was designed to increase the marketing efforts of the private sector by helping them to participate in activities they would not, or could not, undertake on their own.

A summary of the types of assistance offered by the new PEMD follows.

Government-Initiated Activities – Trade Fairs and Missions

Under this PEMD activity, the government shares the cost of participating in national stands at trade exhibits outside Canada; sponsors outgoing trade missions of Canadian business persons to identify market opportunities abroad; and hosts incoming missions to Canada of foreign business and government officials who can influence export sales. In the case of trade fairs, a company can be eligible for assistance for up to three participations in the same fair event. There is no limit on mission participation. A new element in the program is the introduction of a participation fee for fairs to ensure a greater cost-sharing by industry of the costs related to government-sponsored activities.

Industry-Initiated Activities (for which the government contribution continues to be repayable if sales result) – Four applications per company per year.

Trade Fairs – Funding for companies wishing to participate individually in foreign trade fairs.

Visits – Actual travel costs up to 100 per cent of the return economy airfare will be paid for both incoming visits to Canada of foreign buyers and market identification trips by Canadian companies, outside Canada. In the case of market identification trips to the United States, only companies with annual sales below \$10 million will be eligible for assistance.

Project Bidding – This type of assistance shares the cost of bidding on specific projects outside Canada. The projects typically involve a formal bidding procedure in competition with foreign firms for consulting services, engineering, construction and the supply of Canadian goods and

services, major capital projects, and a special provision for mega-projects (over \$250 million Canadian content).

Establishment of Export Consortia – Participating firms of manufacturers, especially small and medium-sized companies, are helped to jointly establish an incorporated company to be engaged solely in the export of Canadian products and services. These export consortia should better be able to exploit opportunities by pooling their resources and sharing export marketing costs and risks.

Establishment of Permanent Sales Offices Abroad – Canadian exporters are assisted to undertake a sustained marketing effort by establishing facilities in a foreign market (excluding the United States). The government will provide up to \$125 000 per project and individual companies may have up to two approvals during their lifetime.

Activities Related to the Food, Agriculture and Fish Sectors – Up to \$125 000 per project is available to cover special activities undertaken by non-profit food, agriculture or fish organizations, marketing boards and agencies for technical trials, product demonstrations, seminars and training as well as commodity promotion. This assistance is non-refundable; two approvals per applicant per government fiscal year are permitted.

Marketing Agreement – The new PEMD offers applicants the flexibility to enter into agreement with the government to undertake a marketing program made up of a combination of activities eligible under the regular program for a period of up to two years. It is aimed at medium-sized manufacturers with some experience in exporting.

More information on the PEMD program is available from Info Export, the Central America Trade Development Division or the regional offices of DRIE.

Publicity

CanadExport, a bi-weekly newsletter published in English and French editions, is designed to promote Canadian exports abroad. It features a variety of articles and reports on export opportunities, trade successes, government services to industry, international market conditions and tenders, industrial development and joint industry-government trade-promotion activities. Articles also appear

regularly on fairs and missions organized abroad by the Department of External Affairs under its Fairs and Missions Programs, as well as major fairs worldwide, and on multilaterally funded capital projects overseas which offer good export opportunities for Canadian suppliers of goods and services.

CanadExport is available free of charge to Canadian manufacturers, from the Department of External Affairs (BTC), Lester B. Pearson Building, 125 Sussex Drive, Ottawa, Ontario K1A0G2. Call Info Export toll free: 1-800-267-8376.

Industrial Co-operation with Developing Countries

The Canadian International Development Agency (CIDA) supports the involvement of Canadians in investment projects in developing countries through its Industrial Co-operation Program (ICP). Under this program, CIDA offers Canadian companies wishing to investigate industrial co-operation opportunities in developing countries:

- funding for travel, profitability and risk analysis, product or technology testing;
- funding for project preparation studies as a lead-in to large capital projects;
- funding for demonstration or test projects as a lead-in to technology transfer;
- leads and information on opportunities, and on local conditions and business practices;
- assistance in locating qualified Canadians to work abroad;
- specialized training of local employees;
- professional services to cope with special situations, such as complex tax or legal problems; and
- investment missions to developing countries.

For developing countries seeking Canadian private sector participation in their economic development, ICP offers:

- investment-seeking missions to Canada;
- information on Canadian technology and expertise;
- trade facilitation;
- business training in Canada and the home country;
- linkages between Canadian and local business and manufacturing organizations;

- public sector institution building in co-operation with Canadian counterpart institutions;
- technical assistance to businesses requiring short-term experts; and
- long-term credits for the use of Canadian consultants or experts to assist in delineating industrial development priorities, promoting and managing exports, and providing direct, continuing, expert advice to all segments of the economy, both private and public.

For more information, write to:

Industrial Co-operation division
Canadian International Development Agency
200 Promenade du Portage
Hull, Quebec
K1A 0G4
Telephone: (819) 997-7901
Telex: 053-4140 CIDA/SEL

V. USEFUL ADDRESSES

Canadian Offices (Abroad)

Commercial Division

Canadian Embassy

Apartado 10.303

San Jose, Costa Rica

Tel: 23-04-46

Telex: 2179 DOMCAN

Canadian Honorary Commercial Representative in Panama

(contact Canadian Embassy in San Jose for address)

(in Canada)

Central America Trade Development Division Latin America and Caribbean Branch

Department of External Affairs

125 Sussex Drive

Ottawa, Ontario

K1A 0G2

Telephone: (613) 996-7059

Telex: 053-3745

Canadian International Development Agency (CIDA Headquarters)

200 Promenade du Portage

Hull, Quebec

K1A 0G4

Telephone: (613) 997-5456

Telex: 053-4140

Panamanian Offices in Canada

Consulate of Panama

62 Bedford Highway,

Halifax, Nova Scotia

B3M 2J2

Tel: (902) 443-0011

Consulate of Panama

1222 McKay Street, Suite 101

Montreal, Quebec

H3G 2H4

Tel: (514) 933-9915

Consulate of Panama

2315 Bromsgrove Road,
Suite 130
Mississauga, Ontario
L5G 4A6
Tel: (416) 822-0488

Export Development Corporation**Head Office**

151 O'Connor Street
Ottawa, Ontario
Mailing address:
P.O. Box 655
Ottawa, Ontario
K1P 5T9
Telephone: (613) 598-2500
Cable: EXCREDCORP
Telex: 053-4136
Facsimile: (613) 237-2690

District Offices:**Vancouver District Office**

One Bentall Centre, Suite 1030
505 Burrard Street
Vancouver, British Columbia
V7X 1M5
Telephone: (604) 688-8658
Facsimile: (604) 688-3710

Calgary District Office

Bow Valley Square III, Suite 2140
255-5th Avenue S.W.
Calgary, Alberta
T2P 3G6
Telephone: (403) 294-0928
Facsimile: (403) 294-1133

Manitoba-Saskatchewan District Office

330 Portage Avenue, Suite 707
Winnipeg, Manitoba
R3C 0C4
Telephone: (204) 943-3938
Telex: 07-57624
Facsimile: (204) 949-2187

London District Office

451 Talbot Street, Suite 303
London, Ontario
N6A 5C9
Telephone: (519) 679-6523
Facsimile: (519) 679-4483

Toronto District Office

National Bank Building, Suite 810
150 York Street
P.O. Box 810
Toronto, Ontario
M5H 3S5
Telephone: (416) 364-0135
Telex: 06-22166
Facsimile: (416) 862-1267

Montreal District Office

P.O. Box 124
800 Victoria Square, Suite 2724
Tour de la Bourse
Montreal, Quebec
H4Z 1C3
Telephone: (514) 878-1881
Facsimile: (514) 878-9891

Halifax District Office

Toronto Dominion Bank Building, Suite 1003
1791 Barrington Street
Halifax, Nova Scotia
B3J 3L1
Telephone: (902) 429-0426
Telex: 019-21502

Department of Regional Industrial Expansion

If you have never marketed abroad, please contact the
Regional Industrial Expansion Office in your province.

Alberta

Cornerpoint Building
10179-105th Street
Edmonton, Alberta
T5J 3S3
Telephone: (403) 420-2944
Telex: 037-2762
Facsimile: (403) 420-4507

British Columbia

Bentall Centre, Tower IV
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1055 Dunsmuir Street
P.O. Box 49178
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Telex: 04-51191
Facsimile: (604) 666-8330

Manitoba

330 Portage Avenue
Suite 608
Winnipeg, Manitoba
R3C 2V2
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Telex: 07-57624
Facsimile: (204) 983-2187

New Brunswick

Assumption Place
770 Main Street
P.O. Box 1210
Moncton, New Brunswick
E1C 8P9
Telephone: (506) 857-6472
Telex: 014-2200
Facsimile: (506) 857-6429

Newfoundland and Labrador

Parsons Building
90 O'Leary Avenue
P.O. Box 8950
St. John's, Newfoundland
A1B 3R9
Telephone: (709) 772-5511
Telex: 016-4749
Facsimile: (709) 772-5093

Northwest Territories

Precambrian Building, 10th Floor
P.O. Box 6100
Yellowknife, Northwest Territories
X1A 1C0
Telephone: (403) 920-8570
Facsimile: (403) 873-6228

Nova Scotia

1496 Lower Water Street
Box 940, Station M
Halifax, Nova Scotia
B3J 2V9
Telephone: (902) 426-3458
Telex: 019-22525
Facsimile: (902) 426-2624

Ontario

Dominion Public Building
1 Front Street West
Toronto, Ontario
M5J 1A4
Telephone: (416) 973-5049
Telex: 065-24378
Facsimile: (416) 973-8714

Prince Edward Island

Confederation Court
134 Kent Street
P.O. Box 1115
Charlottetown, Prince Edward Island
C1A 7M8
Telephone: (902) 566-7442
Telex: 014-44129
Facsimile: (902) 566-7450

Quebec

Stock Exchange Tower
800 Victoria Square
P.O. Box 247
Montreal, Quebec
H4Z 1E8
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Telex: 055-60768
Facsimile: (514) 283-3302

Saskatchewan

105 - 21 Street East
6th Floor
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Telex: 074-2742
Facsimile: (306) 975-5334

Yukon

108 Lambert Street, Suite 301

Whitehorse, Yukon

Y1A 1Z2

Telephone: (403) 668-4655

Facsimile: (403) 668-5003

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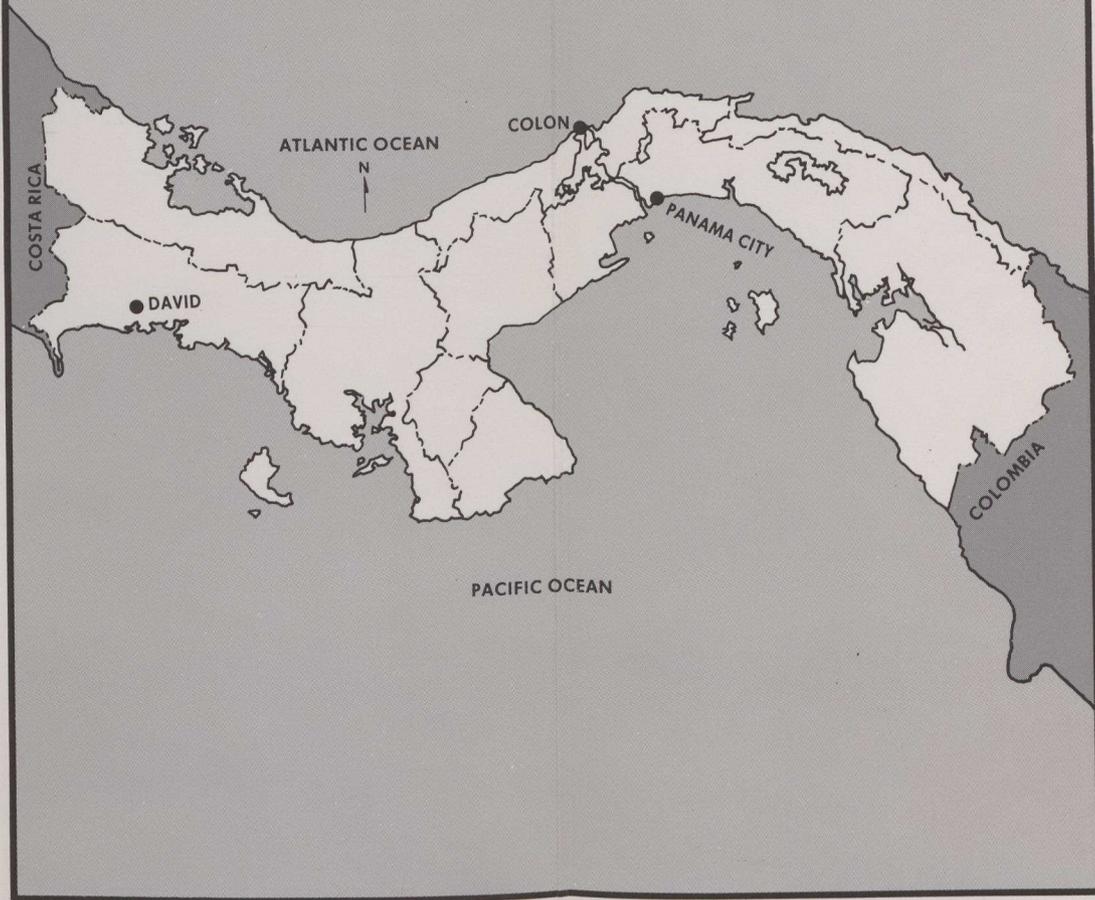
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