

# CAMEROON

*A Guide  
for Canadian Exporters*

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1988  
STORAGE

(Publié également en français)

# CAMEROON

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STORAGE

## A Guide for Canadian Exporters

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for Canadian Exporters

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Commercial Section  
Yamoussoukro  
Côte d'Ivoire

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Cat. No. E73-2/22-1988E

ISBN 0-662-16629-9

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# I. GENERAL

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## History

Cameroon has been inhabited since prehistoric times and there are now more than 210 diverse tribal and linguistic groups. The country's earliest known trade was with neighbouring African countries in the North — Egypt, the Fezzan, Libya and Chad.

The first Europeans in the area were the Portuguese. In 1472, Portuguese navigator Fernando Po sailed up the estuary of what is now called the Wouri River. He had named the river Rio dos Camarões and this name, transformed in English to Cameroon (Cameroun in French), became the name of the country.

Germany established a protectorate in Douala in 1884 and in 1916, the country was divided between France and Britain. This arrangement was confirmed in June 1919 by the Treaty of Versailles.

The country became independent on January 1, 1960, and the Federal Republic of Cameroon (English Cameroon and French Cameroon) was created on October 1, 1961. Eleven years later, the federal system was dismantled and a united republic was formed with a predominant French influence and a strong English-speaking minority. Since January 25, 1984, the country has been called the Republic of Cameroon.

## Geography

The country, with an area of more than 475 000 km<sup>2</sup> lies at the junction of Western and Central Africa. It is bounded on the west by Nigeria, on the east by the Central African Republic, on the north by the Republic of Chad, and on the south by the People's Republic of the Congo, Gabon and Equatorial Guinea.

In the southwest, Cameroon has a narrow (500 km) outlet to the Atlantic coast on the Gulf of Guinea; in the north, it opens on Lake Chad.

## Climate

Cameroon has a humid equatorial climate in the south and a Sahel-type climate in the north. The mountainous western region enjoys a fairly temperate climate and is

cool and dry. Humidity is very high throughout the year, especially on the coast.

The country is wholly within the tropics and generally has a very hot climate. Temperatures are high and constant, ranging between 24°C and 30°C. In the western region, temperatures are lower and sometimes drop below 20°C.

## Population

Cameroon's total population was estimated at 10 446 000 in 1986. Over the last five years, the average annual rate of increase has been 3.1 per cent.

In 1983, the estimated distribution by age group was:

0 to 14 years:	40 per cent
15 to 59 years:	53 per cent
60 years and over:	7 per cent

Over 67 per cent of the population live in rural areas. The main ethnic groups are the Bamileke and the Bamouns in the west, the Foulbes in the north, the Bantous in the south and the Bassas on the coastal plains.

## Principal Cities

Cameroon has ten provinces, eight of which are French-speaking and two English-speaking. The main cities are:

**Yaoundé** — Administrative and political capital: 500 000 people.

**Douala** — Port city, industrial and commercial centre: nearly one million people.

**Limbé (Victoria)** — Site of the oil refinery which is expected to be the focus of development after completion of a deep-water port.

**Kribi** — Tourist city by the sea which will be a focus of development because of possible exploitation of gas fields and iron deposits.

**Nkongsamba** — Agricultural city, coffee capital.

**Bafoussam** — Western provincial capital.

**Garoua** — Large northern Muslim city.

## Local Time

Cameroon is one hour ahead of Greenwich Mean Time (GMT) and five hours ahead of Eastern Standard Time (EST) in Canada. When it is 9:00 a.m. EST in Ottawa, it is 2:00 p.m. on the same day in Cameroon.

## Weights and Measures

Cameroon uses the metric system.

## Electricity

Electricity is supplied in single-phase 220 V and three-phase 220/380 V and 220/320 V.

## Currency and Rate of Exchange

Cameroon uses the CFA franc, which has a fixed parity of one French franc to 50 CFA francs.

## Public Holidays

**New Year's Day** — *January 1*

**Youth Day** — *February 11*

**Labour Day** — *May 1*

**National Day** — *May 20*

**Ascension Day** — *May 28*

**End of Ramadan** — *To be determined*

**Good Friday** — *To be determined*

**Festival of Sheep** — *To be determined*

**Assumption** — *August 15*

**Christmas** — *December 25*

## Business Hours

### Offices:

7:30 a.m. to 12:00 p.m.

Monday to Friday

2:30 p.m. to 6:00 p.m.

### Department Stores:

8:30 a.m. to 12:30 p.m.

Monday to Saturday

3:30 p.m. to 6:30 p.m.

### Banks:

BIAO Central

7:30 a.m. to 11:30 a.m.

Monday to Friday

2:30 p.m. to 4:00 p.m.

Saturday

Closed

BIAO Nlongkak — Yaoundé

9:00 a.m. to 1:00 p.m.

Monday to Friday

4:00 p.m. to 6:00 p.m.

9:00 a.m. to 1:00 p.m.

Saturday

BICIC – SGBC – SCB  
7:00 a.m. to 12:00 p.m.  
2:00 p.m. to 6:00 p.m.  
Closed

Monday to Friday

Saturday

The banks of Daoula's Amadou Ahidjo Avenue have the same business hours as those in Yaoundé, except that they are open on Saturday from 8:00 a.m. to 1:00 p.m.

## Language

French and English are Cameroon's two official languages. There are also many African languages spoken.

## Form of Government

Cameroon is a republic ruled by a president. There is only one political party — the Rassemblement Démocratique du Peuple Camerounais.

After 25 years in power, the first president of the Republic of Cameroon, Amadou Ahidjo, resigned from office in favour of Paul Biya. A period of political upheaval followed, but after an attempted coup d'état in April 1984, Paul Biya emerged as the country's undisputed ruler.

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## II. ECONOMY AND FOREIGN TRADE

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### General Information

Until 1975, Cameroon's economy was essentially based on agricultural exports (coffee, cacao, rubber and cotton). Since 1979, oil has been very important to the economy; the country produced approximately 8.5 million tonnes of oil in 1985. In the near future, the exploitation of natural gas, iron ore and bauxite is expected to increase the prosperity of the country.

Cameroon's system of economic liberalism is based on private initiative, although the state, as guardian of the public interest, plays a role in orienting, mobilizing, co-ordinating and controlling development activities.

In 1986, the average annual income per capita was \$860 (US).

### Industry

Cameroon's industrial sector represented 28 per cent of the gross domestic product (GDP) in 1983-84.

The country's principal industries are those involving the processing of agricultural commodities and of minerals. The most dynamic branches of the industrial sector are industries at the first stage of processing agricultural and fisheries products; textiles and the making of fabrics and miscellaneous articles; wood-working and furniture; manufacturing of non-ferrous metals and construction materials; and chemicals, cement, plastics and hydrocarbons.

Cameroon's industries depend for the most part on foreign capital and expatriate managers, although the government is usually equally involved in the largest projects. An investment code grants tax concessions for investment relevant to development (See the section, "Investing in Cameroon," in Chapter III.)

At the moment, Cameroon's industry suffers from a limited local market; inadequate means of communication; and foreign competition. On the other hand, assets include the development of new energy resources (oil, gas and hydro-electricity) and a large work force.

## Tourism

The government has set up a legal framework to promote the tourism sector and grants special concessions to the industry.

The country's climate, landscape, wildlife, plants, the welcome by local people, and the novelty of its folklore and traditions are major attractions. There are a number of national and wildlife parks; Waza National Park, Cameroon's most famous park features lions, giraffes, hippos, antelopes, gazelles and many varieties of birds.

## Transport

**Sea.** Most of Cameroon's foreign trade is carried out by sea. The country has a national maritime shipping company — Camship Lines.

Douala, the main port, has a capacity of 6 million tonnes and the potential to increase to 10 million tonnes. It is equipped with a roll-on, roll-off and container terminal; a 500-m dock and a 226 000 m<sup>2</sup> bulkhead wharf with a draft of 11.2 m; a fishing dock; a 4 500 m<sup>2</sup> refrigerated warehouse; a ship-repair facility; and a wood-loading dock.

Douala is the port of entry for such landlocked countries as Chad and the Central African Republic.

There are secondary ports at Kribi, Limbé and Tiko, and Cameroon plans to build a deep-water port, known as the Grand Batanga, at Kribi, and another at Limbé.

**Air.** Cameroon has 13 airports; 2 are international (Douala and Garoua) and 11 are served by regular domestic flights. Another international airport is under construction in Yaoundé.

**Roads.** There are 65 000 km of roads and trails, of which 2 500 km are bitumen-surfaced. It was estimated that there were 147 665 vehicles in the country in 1983.

## Agriculture, Livestock and Fisheries

Cameroon's agriculture is dominated by two major export crops, cacao and coffee. They account for approximately 32 per cent of the country's total value of exports.

In addition, the country produces some 15 agro-industrial commodities which are totally or partially exported, and 14 edible grains, tubers, oilseeds and leguminous plants.

Cameroon has achieved a relative degree of self-sufficiency in food and its agricultural production is growing more rapidly than its population. On the other hand, wheat imports amount to more than 200 000 tonnes per year and grain supply is still an unresolved problem.

Livestock-raising statistics indicate that each person in the country is provided with 9.28 kg of meat per year. The last census, in 1983-84, showed that there were approximately 4 040 000 cattle, 3 700 000 sheep, 988 000 pigs and 11 000 000 fowl.

Cameroon's fisheries sector is currently in crisis as the coastal fishing industry is noticeably declining. Fish imports as a result, are very high.

## Foreign Trade

Cameroon is suffering a trade balance deficit because of the increase of foreign trade over the past few years.

Some of the characteristics of the country's foreign trade are:

- a low volume of exports;
- the predominance of primary products as exports making the trade balance very sensitive to climatic conditions, instability in the international market (especially the oil market) and the deterioration of the terms of trade; and
- the concentration of foreign trade on a few products (in 1983, 72.6 per cent of export revenue came from coffee, cacao and crude oil) and a few countries (the European Economic Community takes 46.4 per cent of Cameroon's exports and supplies 63.6 per cent of its imports).

According to *La Direction de la statistique du Cameroun*, the principal suppliers to Cameroon in 1984 were France, the U.S., other EEC countries and Gabon. In 1987, the principal export markets were other EEC countries, France, the U.S., Central African Customs and Economic Union (CACEU), Spain and the Ivory Coast.

## Trade Balance (1983)

	Quantity in tonnes	CFA francs (thousands)
Exports	2 825 803	413 801
Imports	1 877 939	466 977
Trade Balance		453 176

Source: *La Direction de la statistique du Cameroun*

## Imports by Product Group

Product Group	Percentage of Total Imports	
	(1982)	(1983)
Hydrocarbons and lubricants	25	27
Semi-finished products	24	25
Unfinished products	20	22
Foodstuffs and beverages	23	20
Miscellaneous	8	5

## Principal Exports

- cacao and by-products
- robusta and arabica coffee
- rough and worked wood
- unprocessed aluminum and by-products
- cotton fibre and fabrics
- crude oil (40.6 per cent of total exports in value, 1983)
- fresh bananas, unprocessed tobacco, palm products
- other primary products including shrimp, natural rubber, soap, beer, matches, perfume and hydraulic cement
- palm oil

## Canada-Cameroon Trade

As many Cameroon companies are linked closely to European firms, the country's markets are very difficult to penetrate. Trade between Canada and Cameroon, however, has increased considerably over the past few years. Since 1978, Canada's imports from Cameroon have quintupled while exports have varied from year to year.

## Canadian Exports to Cameroon

	(Cdn \$'000s)		(Cdn \$'000s)
1975	4 046	1981	79 026
1976	3 205	1982	28 276
1977	1 404	1983	18 385
1978	14 590	1984	17 681
1979	9 420	1985	31 262
1980	14 650	1986	12 771
		1987	15 752

Source: Statistics Canada

## Canadian Exports by Product Group

Product Group	1985	1986 (\$'000s)	1987
Food, feed, beverages and tobacco	349	149	47
Fabricated materials, inedible	8 206	6 706	13 721
End products, inedible	21 070	5 234	1 984
Special transactions, trade	1 638	681	—

Source: Statistics Canada

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# III. BUSINESS IN CAMEROON

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## Opportunities for Canadian Products and Services

The Cameroon market is becoming more and more competitive. Canadian exporters must offer prices and products in line with those from Japan, Korea, Brazil and China. These countries, like Canada, are newcomers to Cameroon's market and they have adopted a market-penetration strategy offering highly favourable terms and attractive prices.

## Products with Sales Possibilities

### Grain and food products

- wheat and by-products
- malt
- milk and milk products
- fresh and frozen fish
- baby food
- distilled alcohol

### Primary and forest products

- wiredrawn and spun aluminum
- aluminum fluoride (cryolite)
- carbon anode
- alumina
- steel billets for casting
- galvanized steel articles
- cast-iron and steel pipes
- thermal metallizing equipment
- sandblasting equipment
- newsprint
- kraft paper, specialty paper, printing paper

### Chemical products

- fertilizer
- soda
- unsaturated polyester
- condensation products
- electrodes
- plastics: P.V.C.
- pneumatic devices
- nitrates
- veterinary products
- all tire industry inputs except rubber
- tallow
- potash
- explosives — polyvinyl chloride
- lubricants and greases
- methanol
- resins
- synthetic fibres
- pharmaceutical products
- veterinary equipment
- plant-care products

## Electronic and electric equipment

- sewing machines
- storm lanterns
- other electrothermic devices
- spare parts for sound equipment
- portable electric lamps
- microcomputers
- word processors
- air conditioners

## Miscellaneous products

- handling equipment
- flat glass and mirrors
- office automation equipment
- transport equipment other than automobiles
- all construction materials other than cement and marble
- electric lighting equipment
- plumbing
- small electric motors
- industrial equipment
- jute fibres
- forestry and agricultural equipment
- electronic communications equipment

There is also a large market in Cameroon for specialized studies in urban planning, decoration, architecture, topographic surveys, airborne mining surveys and photographic surveys, as well as for engineering, specialized computer software and the construction of cheap, ready-to-assemble housing.

## Marketing and Distribution

Three categories of importers operate in the country:

- Government and state-owned companies place the largest orders and make their purchases through domestic and international tender calls.
- Big business corporations and industrial companies which are subsidiaries of European interests that have been in the country for decades, may buy directly or through their parent companies. They control the marketing and sale of capital goods.
- Companies owned by local business persons who may be associated with foreign groups have some independence regarding foreign sources of supply and control over consumer goods. There are about 1 150 firms authorized to import; capacity and potential vary greatly from one company to another.

## Language and Sales Strategy

As Cameroon is a bilingual country, the government and most businesses involved in foreign trade accept letters and other documentation in English. It should be noted, however, that some business managers may answer in French.

Canadian business visitors should be of high rank in the company, usually on the vice-president or director level. During meetings with Cameroon representatives, new technical information on the company's products or services should be explained and updates to information sent prior to the visit should be provided.

## Representation and Agents

Most European and Japanese firms with sales in Cameroon have local representatives in the country. Many of the world's prestigious brands of products are also represented.

Canadian business persons are advised to call on the Canadian Embassy's Commercial Division to help them choose representatives and make the necessary contacts. If a Canadian supplier and a local importer are engaged in direct trade, it would be useful to provide the Commercial Division with the local importer's name for the purposes of a possible follow-up.

## Advertising and Promotion

Advertising may be done through radio, newspapers, posters and television.

## Pricing

Prices are generally quoted c.i.f. Douala but sometimes c.i.f. Yaoundé for customers in Yaoundé. Local importers prefer that prices be quoted in French francs.

## Usual Terms and Methods of Payment

For deals with the government, large state-owned corporations or large companies, the most frequent method of payment is confirmed irrevocable letter of credit. For smaller companies commercial papers are used more often with payment generally between 90 and 180 days after delivery. It is preferable, however, for a company to start by using the letter of credit until it becomes well known, especially if there is no local representative for the company in Cameroon.

## Debt Collection

To protect against doubtful accounts, it is advisable to investigate the trading partner's financial situation.

Debt collection is carried out by lawyers or public accountants registered with the government. The process is very long and complicated, however, so it is best to resort to it only when all other means have failed.

## Transport Services

*Marine transport.* Some Canadian transporters work in Cameroon and charter ships from Canada's east coast to the west coast of Africa. The crossing normally takes from three to five weeks depending on the number of ports of call.

Other transporters have more regular shipping operations to Africa. The German KUHNE AND NAGEL (see S.A.T.A.), the Swiss Panalpina, the Canadian Gilles Béchar, the Schenker companies, Saint-Arnaud et Bergevin, and Affiliated Custom Brokers are becoming increasingly aggressive with regard to the major routes to Africa, and to Cameroon.

International transporters based in Cameroon are:

MORY ET CIE

P.O. Box 572

Douala

Tel: 42-04-66

S.A.T.A. (Société africaine de transit et d'affrètement)

(agent: F.P.S. Canada)

P.O. Box 546

Douala

Tel: 42-97-94

Telex: 5239 KN or 5501 KN or 5682 KN

Yaoundé: Tel: 22-22-79

Telex: 8487 KN

SOAEM (Cameroon)

P.O. Box 4057

Douala

Tel: 42-02-88

Telex: 5220 KN MAFRIC

## SOCOPAO CAMEROUN

P.O. Box 215

Douala

Tel: 42-64-64

Telex: 5252 KN — Management and transit transport

5214 KN — Export products transport

5319 KN — Shipping and handling

5557 KN — Air service/airport

## TRANSCAP CAMEROUN

P.O. Box 4059

Douala

Tel: 42-72-14

Telex: 5247 KN or 5290 KN

## SOCALOG (agent: Logtrans, Montreal, Canada)

P.O. Box 5750

Douala

Tel: 42-59-97

Telex: 5200 KN

## CAMATRANS (agent: Delmas Vielleux, France)

P.O. Box 263

Douala

Tel: 42-47-50/42-10-36

Telex: 5222 KN

## FPS

P.O. Box 6881

Yaoundé

Tel: 22-22-79

Telex: 8487 KN

**Air Transport.** The following airlines travelling from Canada to Europe have connections to Cameroon:

- Air Canada, represented in Cameroon by U.T.A.
- Air France
- Alitalia
- Camair
- Canadian Airlines International
- British Airways
- Swissair
- Sabena
- Lufthansa
- Wardair, represented by British Caledonia

The connecting flights from Europe to Africa are with the following airlines:

- U.T.A.
- Sabena
- British Caledonia
- Swissair
- Cameroon Airlines
- Lufthansa

## Patents, Trademarks and Copyrights

The African Intellectual Property Organization (AIPO), whose membership includes several francophone African countries, registers and protects copyrights, patents, corporate symbols, trade names, trademarks and scientific work of all descriptions. The organization is based in Yaoundé and it works closely with the World Intellectual Property Organization (WIPO) which is based in Geneva.

## Investing in Cameroon

The investment code is a statute that provides guarantees and concessions to those carrying out or intending to carry out an economic activity in Cameroon. The code specifies that economic activity is free in Cameroon (article 3) and that foreign individuals and legal persons making investments in Cameroon are guaranteed, in accordance with the laws and regulations in force, the right to transfer their capital and income (article 9).

Tax concessions generally granted are a five per cent reduction on import duties and taxes and exemption from those collected on local purchases of equipment, construction materials, machines and tools, spare parts, raw materials, and packaging required for the production and processing of goods.

The four systems included in the code are:

**System A** — the promotional undertaking system.

To be included in this system, an undertaking must meet the following requirements. It must be set up in a frontier zone or one that is hard to reach; it must carry out an economic activity releasing large amounts of added value; it must further appropriate technologies; and it must be a major user of local skilled labour.

Undertakings in this category benefit from the tax concessions outlined above.

**System B** — the priority undertakings system.

In addition to the conditions required for System A, the following conditions must be met. The undertaking must make a noticeable and lasting contribution to improving the balance of payments; it must have a very large value-added component; and it must involve sub-contracts with other companies.

These undertakings receive the tax concessions mentioned above and are exempted from transfer taxes on the purchase of buildings necessary for their investment programs. They also benefit from tax write-offs for the fiscal years following the depreciation normally accounted for over the first three years.

**System C** — the small undertakings system.

This system is open to undertakings that meet all of the following conditions: at least a 65 per cent domestic interest in the capital stock; relatively low job-creation costs; a guarantee of continuous professional training; and an investment of less than \$1.7 million (Cdn.).

Among other concessions for this system, the investment code provides for an eight-year exemption from the tax on capital, the credit distribution tax, registration fees, corporate tax and the tax on business income.

**System D** — the system of undertakings subject to agreement.

This system involves undertakings with an "establishment agreement" signed with the state and that are to intervene in strategic economic areas.

## Small Business in Cameroon

Cameroon considers small business development essential to its industrial development. Small businesses in the country are firms with annual sales amounting to \$3.5 million or less and with at least 51 per cent of their capital and managers from Cameroon. Accumulated investments must not exceed \$1.5 million and cash outstanding must not exceed \$0.6 million.

FOGAPE (Fonds de Garantie aux Petites Entreprises — Small Business Guarantee Fund) was created by the government to guarantee credits granted to small businesses by banking, financial or other institutions; to

give reverse guarantees for commitments signed by these institutions on behalf of small businesses; to invest in the capital stock of small businesses; and to grant loans directly to small businesses to finance working capital or purchase materials or equipment. It should be noted that the investments include a resale clause in favour of either the firm's shareholders or a third party.

*Note:* In July 1987, the government of Cameroon announced that FOGAPE was to be disbanded and replaced by a commercial and industrial credit.

## Tender Calls

For most tender calls contracts are granted to firms with head offices or representatives or agents in Cameroon.

To assess the situation and relative costs, it is advisable to visit the location yourself although a representative should provide on-the-spot information. The Commercial Division of the Embassy can also assist by giving you specific information on local market conditions, the cost of local inputs (salaries, local insurance, energy costs, etc.) and the availability of local labour.

The Cameroon Ministry of Public Contracts centralizes and co-ordinates all tenders. Recommendations for a tender are made at the technical services level of the ministry or agency that initiated the tender call. Contacts in the ministry are useful, particularly at the level of the directors, heads of services or officials responsible for studies; these are the people who prepare the files and select the materials.

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## IV. CUSTOMS AND CURRENCY REGULATIONS

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### Canadian Export Documents

A Canadian Customs B-13 export form, available from any Canadian customs office, must accompany all exports. Canadian Customs require three copies at the time of shipment but it is advisable to prepare at least five. In the event that the goods are returned to Canada for any reason, it will then not be necessary for the exporter to submit a C-6 form to obtain certified copies of the B-13 form. Two numbered copies of the B-13 form must always accompany the customs declaration as proof of export. Unless otherwise specified on the B-13 form, two numbered copies will be returned to the exporter.

### Import Licences

The import system in Cameroon is defined each year by the "Programme général des échanges," which lists uncontrolled, controlled and sensitive import and export goods for the fiscal year.

The importation of sensitive goods is only authorized under certain conditions. The threshold above which a licence is required is set at \$2 200, and \$4 400 for department stores. To import controlled goods, the local importer must prove a sales turnover of similar products manufactured locally. The threshold for licenses is 50 000 CFA francs. Prior authorization is not required to import uncontrolled goods; it is sufficient to obtain a licence.

Import licences must be filled out in six copies at a bank and accompanied by all the appropriate supporting documents.

Every year, the Ministry of Trade and Industry publishes a list of registered importers and exporters. No import or export authorization can be issued to a business firm whose name does not appear on the list.

## Customs Duties

Cameroon's customs system is defined in the customs code of the Central African Customs and Economic Union (CACEU). Membership in CACEU includes Cameroon, the Congo, Gabon, the Central African Republic and Equatorial Guinea.

Import duties and taxes are divided as follows:

- Customs duties (CD): base c.i.f. value of the merchandise, ad valorem rate.
- Sales tax (ST): imposed on all goods put into local consumption, regardless of their origin.
- Entry duties (ED): base ST + CD + ED is ad valorem. The tax varies from one fiscal year to the next.

*Exchange regulations.* Since Cameroon is a member of the franc zone, exchange controls do not apply to its financial relations with other franc zone countries. Its exchange controls only apply to other countries. All exchange activities must be carried out through institutions (banks) registered with the Ministry of Finance. The same is true of all currency purchases and sales.

## Documents

Documents normally required by importers are certified commercial invoices, lists of contents, marine bills of lading, air waybills and insurance certificates. Health certificates are also required for certain goods.

## Samples and Advertising Material

Samples and advertising material of no commercial value and not intended for resale can enter Cameroon freely. The value of samples must be less than \$220; this limit does not apply to advertising material of no commercial value.

Printed matter published for advertising purposes and for its own account by a company, and printed matter devoted mainly to advertising (including tourist brochures) pay customs duties and taxes of approximately 37 per cent. Advertising brochures and instructions for the use of various products are considered to be part of those products if they would normally be presented or provided with them.

## Labelling

All goods classified as dangerous must bear a special label. Also, any food containing a preservative must bear an indication to that effect on the label.

## Packaging

As for other similar overseas destinations, the outer packaging must be able to withstand the heat and extreme humidity of Cameroon's tropical climate. Protective measures must be taken to prevent metal from rusting, leather or textiles from mildewing, and foodstuffs from spoiling. It is important to wrap metal objects in waterproof oilpaper and to put foodstuffs in airtight containers. Boxes and crates must be sturdy so as to withstand rough handling and discourage pilferage.

No special label is required for goods shipped to Cameroon; instructions on the crates must be written in French and English.

## Insurance

A number of insurance companies have branches in Cameroon. Damage assessors with these companies are responsible for inspecting goods that could be subject to claims.

## Additional Information

Additional information on customs duties, import licences, regulations relating to documentation, and exchange controls can be obtained by enquiring at the following locations:

### **Customs information**

Revenue Canada  
Customs and Excise  
Enquiries and Information Services  
360 Coventry Road  
Ottawa, Ontario  
Canada K1K 2C6  
Tel: (613) 993-0534/991-0526

### **Canadian import regulations**

Special Trade Relations Bureau  
Department of External Affairs  
125 Sussex Drive  
Ottawa, Ontario  
Canada K1A 0G2  
Tel: (613) 992-3386  
Telex: 053-3745 EXTOTT

### **Safety labelling**

Consumer and Corporate Affairs Canada  
Place du Portage, Phase 1  
50 Victoria Street  
Hull, Quebec  
(Mailing address: Ottawa, Ontario K1A 0C9)  
Canada  
Tel: (819) 997-2938  
Telex: 053-3694

### **Canadian food and drug regulations**

Health and Welfare Canada  
Brooke Claxton Building  
De la Colombine Boulevard  
Tunney's Pasture  
Ottawa, Ontario  
Canada K1A 0K9  
Tel: (613) 996-4950  
Telex: 053-3270

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## V. YOUR BUSINESS VISIT TO CAMEROON

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A single visit will not be sufficient to land a contract. Cameroon's colonial experience and geographic diversity have helped to orient its market toward European suppliers. It is therefore necessary to show patience, develop and maintain contacts and use one's know-how to obtain a share of this market.

A proposal sent by mail is not enough on its own and is almost never effective; a serious marketing approach is necessary and requires several visits.

### Services of the Commercial Division

The Commercial Division of the Canadian Embassy in Yaoundé operates as a liaison between Canadian firms and local businesses. The division sets up marketing programs designed to make the most of the local opportunities and to help increase the volume of Canadian exports. It responds to requests for information from Canadian companies and from local importers and exporters.

The trade commissioner at the Embassy can make certain representations on behalf of Canadian firms in Cameroon's market. It can also identify and interview potential representatives and recommend the most promising candidates to Canadian firms.

### Helpful Hints

Lightweight clothing in cotton or Terylene is advisable. For men a suit and tie should be worn for all meetings.

Inform the Embassy's Commercial Division in advance of your visit's purpose and of the contacts you hope to make in Cameroon. Send product brochures along with letters of introduction of your company. The trade commissioner at the Embassy can make the arrangements for meetings, draw up travel itineraries, reserve hotel rooms and provide other necessary information and assistance.

## **Canadian Embassy**

Avenue de l'Indépendance

Immeuble Stamatiades

P.O. Box 572

Yaoundé

Republic of Cameroon

Tel: 22-18-87/22-10-90

Telex: 8209 KN DOMCAN

Embassy hours: Monday, Tuesday, Thursday  
7:30–12:30 and 2:00–6:00  
Wednesday 7:30–1:00  
Friday 7:30–12:30

Consular assistance: Monday, Tuesday, Thursday  
10:00–12:00 and 4:00–6:00  
Wednesday and Friday  
10:00–12:00

The Canadian Embassy in Yaoundé is also accredited to Chad and the Central African Republic.

## **When to Go**

For most of Cameroon, the best time to visit is between November and May. For Yaoundé, any time of the year is appropriate.

## **Travelling in Cameroon**

While several airlines — Swissair, Air Afrique, UTA, British Caledonia, Ethiopian Airlines, Nigeria Airways and Lufthansa — serve Cameroon for international flights, the national air transport company has a monopoly on domestic flights. Small planes can be chartered to travel in Cameroon and to neighbouring countries.

Bus travel is not usually advisable because there are few buses and they are uncomfortable. Taxis are common but ask for the official fare list or you could wind up paying a higher fare for your trip. Cars can be rented, with or without a driver; there are several rental agencies in Cameroon. Travelling by highway from Douala to Yaoundé is not recommended but if you must, travel between 9:00 a.m. and 4:00 p.m. and avoid driving at night.

## Passport

A valid passport is necessary to enter Cameroon. For a business trip, a visa must be obtained prior to your arrival in the country. To stay in Cameroon beyond the period for which the visa was issued (usually 3 months), the traveller can request a visa extension or a "carte de séjour" from the local authorities.

You should contact the Canadian Embassy's consular service if you need help for a specific visa problem.

## Hotels

### Douala

Hotel Méridien	(4 star)	Tel: 42-61-36 Telex: HOMER 5822 KN
Sawa Novotel	(4 star)	Tel: 42-44-41 Telex: NOVOTEL 5532 KN
Akwa Palace	(4 star)	Tel: 42-26-01 Telex: AKWAPAL 5322 KN
Parfait Garden	(3 star)	Tel: 42-63-57 Telex: GARDEN 5716 KN
Arcade	(3 star)	Tel: 42-20-15 Telex: ARCADLA 6183 KN
Résidence Hôtelière la Falaise	(3 star)	Tel: 42-04-45 Telex: 5523 KN
Ibis	(3 star)	Tel: 42-57-45 Telex: IBIS DLA 5558 KN

### Yaoundé

Sofitel Mont-Fébé	(4 star)	Tel: 22-49-02 Telex: NOVOTEL 8263 KN
Les Députés	(3 star)	Tel: 23-01-55 Telex: RUCOTEL 8341 KN
Le Faubourg (Canadian Management)	(3 star)	Tel: 23-14-35
Mansel	(3 star)	Tel: 22-24-62 Telex: 8881 KN
Royal	(3 star)	Tel: 22-41-92 Telex: 8894 KN

## Restaurants

- Douala** Hôtel Akwa Palace  
Hôtel Sawa Novotel  
Hôtel Méridien  
L'Auberge  
Le Paris  
Le Jardin des loges  
Le Chinois  
Le Dragon d'or  
Les Baguettes d'or
- Yaoundé** Hôtel Sofitel Mont-Fébé (French/Cameroon)  
Hôtel Le Faubourg (International)  
Le Cintra (Snack/French)  
La Saladière (Snack/French)  
Les Baguettes d'or (Vietnamese)  
Le Dauphin (French)  
La Trappola (Italian/French)  
Le Romarin (French)  
Le Chaudron (French)  
Chez Wou (Vietnamese)  
L'Orchidée (Polynesian)  
Switza Pizza (Italian/International)

## What to Bring

Seasoned business travellers bring a number of useful business supplies. Among those recommended are:

- company stationery (for thank-you notes, confirming appointments and other correspondence);
- business cards; and
- additional passport photographs (for visas, etc.).

## Business Calls

It is important to present your company fully on the first visit. Your presentation should include literature, specifications, samples if possible, and all the price, delivery and quality-control information a buyer needs to compare your offer with those of his usual suppliers. Many buyers keep up-to-date files on their suppliers, so you would make a good impression if, on your first visit, you were able to provide the following summary:

- your name, address, telephone and telex numbers;
- your local representative's name, address and telephone number (if applicable);
- the company's date of establishment;

- the company's size;
- number of employees;
- principal products;
- the plant's location;
- a description of the production facilities and equipment;
- transport facilities;
- approximate annual sales volume;
- names of three typical customers;
- copies of advertisements published in Canada; and
- financial situation and credit rating.

## Follow-up

Appropriate follow-up can be crucial to the success of your business visit. Thank-you notes, brochures and requested information must be sent as soon as possible and it is advisable to maintain regular contact with the trade commissioner, representatives and important customers.

## Health Precautions

### Immunization

- Vaccination against yellow fever is mandatory in Cameroon (valid for 10 years).
- Vaccination against cholera and smallpox is not mandatory.
- Even for a short visit under the best of conditions, an injection of gamma globulin is strongly recommended to prevent hepatitis A.
- A booster dose of polio vaccine should be received four weeks before leaving Canada. If time does not permit this, a single dose of trivalent live vaccine is sufficient.
- All travellers should have their tetanus vaccinations up to date. Boosters should be received every 10 years.

### Malaria

- All travellers must take two aralen tablets a week. They must begin taking them one week before departure and continue to take them for six weeks after their return to Canada.

- Even if precautions are taken against malaria, a person could have a malaria attack several weeks or months after leaving Africa. If you suffer from a high fever after you return to Canada, advise your physician that you have travelled in Africa.

### **Other Medications**

- If you regularly take medication prescribed by your physician, bring enough with you for the period of your visit because it might be very difficult to find the equivalent in Cameroon.

### **Other Considerations**

- Get enough sleep to recover from the exhaustion caused by the heat.
- Drink plenty of fluids (bottled water, fruit juices) but avoid consuming too much alcohol. Also avoid ice cubes in drinks, especially in restaurants and hotels.
- Be careful to avoid prolonged exposure to the sun.
- Dress in cotton or Terylene clothing and avoid fabrics like nylon.
- Avoid eating uncooked food like salads or unpeeled vegetables or fruit.

### **Doctors Known to the Embassy**

**Yaoundé** Dr. André Pierre  
Cabinet la Source  
Tel: 22-23-20

Dr. Kathleen Ngu  
CHU (Centre Hospitalier Universitaire —  
University Hospital)

Dr. Anne-Marie Nkoulou  
Tel: 22-45-21

**Douala** Dr. Daniel Muna  
Clinique Bonanjo  
Tel: 42-99-09

Dr. Ebene  
Hôpital Laquitinie  
Tel: 42-68-68

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## VI. EXPORT ASSISTANCE

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### Export Development Corporation

The Export Development Corporation (EDC) is a Canadian Crown corporation whose purpose is to encourage, facilitate and develop Canada's export trade. EDC provides insurance guarantees, loans and other financial assistance and advice to exporters to allow them to compete in international markets.

### The EDC's principal functions are:

- To insure the Canadian exporter against non-payment due to political or credit risks beyond the exporter's or buyer's control when export sales are made on normal credit terms. Almost all export transactions are insurable, not only those involving goods or technical services but also those involving "invisible" exports, such as managerial services, advertising programs, or the licensed trading or sale of patents, trademarks or copyrights.
- To issue appropriate guarantees to chartered banks or to any person offering financing in an export sale in which the supplier has no possible remedy. Guarantees may also be issued in connection with a loan made to a foreign buyer of Canadian goods and services.
- To provide financing for foreign buyers of Canadian capital goods and related services when extended credit terms are necessary and financing is unavailable, even if the sales will not lead to goods exports.
- To insure Canadian investments abroad against non-commercial risks, such as loss through confiscation, expropriation, war or revolution, or the inability to repatriate the capital or earnings.

For further information on EDC services contact:

### Export Development Corporation

Head Office

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

## Program for Export Market Development (PEMD)

The Department of External Affairs (DEA) consolidated two of its international trade promotion and export activity programs. As of April 1, 1987, the Promotional Projects Program merged with the Program for Export Market Development, under the PEMD name. Existing agreements with businesses under the old programs will be honoured until their natural expiry dates.

The objective of the revised PEMD is to improve Canada's international trade performance and, at the same time, stimulate the Canadian economy through increased production and employment. In keeping with the government's industrial and international marketing strategies, PEMD offers an opportunity for Canadian businesses to undertake new, and often risky, export activities that they could not, or would not, normally undertake on their own.

PEMD offers financial assistance to Canadian businesses that wish to participate in or undertake various types of international trade promotion and export activities. The Program covers projects initiated by industry, as well as projects initiated by government that businesses participate in by invitation. PEMD is designed to assist companies regardless of size.

Financial assistance is available to eligible participants and applicants for the following export marketing activities:

### **Government-Initiated**

- Trade missions outside of Canada, and for foreign business and officials coming to Canada or to trade shows where Canadian business participation is substantial; and
- Trade fairs abroad in specific industrial sectors or for specific types of products. Participants in government-initiated trade fairs pay a participation fee.

### **Industry-Initiated**

- Participation in recognized trade fairs outside Canada;
- Visits outside Canada to identify markets, and visits of foreign buyers to Canada or to another approved location;
- Project bidding, or proposal preparation, at the pre-contractual stage, for specific projects outside Canada involving international competition and formal bidding procedures. Covers the supply of Canadian goods

and services for major capital projects including consulting services, engineering, construction and equipment;

- The establishment of export consortia for companies that would be better able to exploit export opportunities by pooling their resources and sharing the cost and risk with other companies;
- The establishment of permanent sales offices abroad (excluding the U.S.) in order to undertake sustained marketing efforts outside Canada; and
- Special activities for non-profit, non-sales, food, agriculture and fish organizations, marketing boards and agencies (for the benefit of their members). Activities include participation in trade fairs, visits, technical trials, products demonstrations, seminars and training, and commodity promotion.

The Program also allows businesses to enter into long-term PEMD marketing agreements to undertake a combination of the above activities. Assistance provided for PEMD industry-initiated activities is repayable if export sales result.

If you are an established Canadian business that has considered exporting, or if you are an experienced exporter wanting to explore a new market, you may be eligible for PEMD assistance. The *PEMD Handbook*, published by DEA, outlines the eligibility criteria for potential participants, applicants and activities, and describes how to apply for assistance in industry-initiated export marketing activities. For a copy, as well as the appropriate PEMD application form, contact DEA's InfoExport (1-800-267-8376), the Export Programs Division (1-613-996-8708), or your nearest International Trade Centre or Industry, Science and Technology Canada office. Please specify the official language in which you wish to receive literature and the type of activity you are interested in.

The head office for PEMD is:

**Export Programs Division (TPE)**

Department of External Affairs

L.B. Pearson Building

125 Sussex Drive

Ottawa, Ontario

Canada K1A 0G2

Tel: (613) 996-8708

Telex: 053-3745

Fax: (613) 996-9103

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## VII. USEFUL ADDRESSES IN CAMEROON

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### Government Services and Agencies in Yaoundé and Douala

Ministry of Planning and Land Management

P.O. Box 1060

Yaoundé, Cameroon

Tel: 23-40-40

Telex: MINEP 8268 KN

Ministry of Finance

P.O. Box 1070

Yaoundé, Cameroon

Tel: 23-40-45

Telex: MINFI 8260 KN

Direction des Douanes (Customs Division)

P.O. Box 1070

Yaoundé, Cameroon

Direction de la Statistique et de la Comptabilité  
nationale

P.O. Box 1060

Yaoundé, Cameroon

Tel: 22-07-88

Ministry of Mines, Water and Energy

P.O. Box 1070

Yaoundé, Cameroon

Tel: 23-18-64

Telex: MINERGIE 8504 KN

Ministry of Public Works and Transport

P.O. Box 1081

Yaoundé, Cameroon

Tel: 23-22-36

Telex: MINTRANS 8214 KN

Bureau d'accueil des investisseurs

P.O. Box 2301

Douala, Cameroon

Tel: 42-80-85

Ministry of Industrial and Commercial Development

Yaoundé, Cameroon

Tel: 23-40-40

Telex: MINCI 8638 KN

MAGZI

(Mission d'aménagement et de gestion des zones  
industrielles)

P.O. Box 1431

Yaoundé, Cameroon

Tel: 22-19-42

Société nationale d'investissement

P.O. Box 423

Yaoundé, Cameroon

Tel: 22-44-22

Crédit agricole du Cameroun

P.O. Box 1548

Yaoundé, Cameroon

Tel: 23-10-25

Délégation générale au tourisme

P.O. Box 266

Yaoundé, Cameroon

Tel: 22-44-25

Small Business Guarantee Fund (FOGAPE)

(Fonds d'aide et de garantie des crédits aux PME)

P.O. Box 1591

Yaoundé, Cameroon

Tel: 22-37-26

Société nationale d'électricité (SONEL)

P.O. Box 4007

Douala, Cameroon

Tel: 42-54-44

P.O. Box 151

Yaoundé, Cameroon

Tel: 22-40-04

Société nationale des eaux du Cameroun (SNEC)

P.O. Box 157

Douala, Cameroon

Tel: 42-29-94

P.O. Box 314

Yaoundé, Cameroon

Tel: 22-44-22

International Telecommunications Society (INTELCAM)

(Société des télécommunications internationales)

P.O. Box 1571

Yaoundé, Cameroon

Tel: 23-40-65

## Other Useful Addresses

### Professional Organizations

Chamber of Commerce, Industry and Mines  
(Chambre de commerce, d'industrie et des mines)

P.O. Box 4011

Douala, Cameroon

Tel: 42-28-88

Branches:

Yaoundé P.O. Box 36  
Yaoundé, Cameroon  
Tel: 22-47-76

Garoua P.O. Box 59  
Garoua, Cameroon  
Tel: 27-11-77

Limbé P.O. Box 211  
Limbé, Cameroon  
Tel: 33-42-30

Chamber of Agriculture, Livestock-Raising and Forests  
(Chambre d'agriculture, d'élevage et des forêts)

P.O. Box 287

Yaoundé, Cameroon

Tel: 23-28-44

P.O. Box 20

Douala, Cameroon

Tel: 42-52-80

Interprofessional Association for the Study and  
Co-ordination of Economic Interests in Cameroon  
(GICAM)

(Groupement interprofessionnel pour l'étude et la  
coordination des intérêts économiques du Cameroun)

P.O. Box 829

Douala, Cameroon

Tel: 42-31-41

P.O. Box 1134

Yaoundé, Cameroon

Tel: 22-27-22

- Cameroon Federation of Industrialists (Syndustricam)  
 (Syndicat des industriels du Cameroun)  
 P.O. Box 673  
 Yaoundé, Cameroon  
 Tel: 22-24-68
- P.O. Box 673  
 Douala, Cameroon  
 Tel: 42-30-58
- Cameroon Federation of Importers and Exporters  
 (SCIEC)  
 (Syndicat des commerçants importateurs exportateurs  
 du Cameroun)  
 P.O. Box 562  
 Douala, Cameroon  
 Tel: 42-03-04
- Cameroon Maritime Federation  
 (Syndicats maritimes du Cameroun)  
 P.O. Box 73  
 Douala, Cameroon  
 Tel: 42-05-99
- National Foreign Trade Centre  
 (Centre national du commerce extérieur)  
 P.O. Box 2461  
 Douala, Cameroon  
 Tel: 42-16-85  
 Telex: 5585 KN
- National Commodities Marketing Office  
 (Office national de commercialisation des produits de  
 base)  
 P.O. Box 378  
 Douala, Cameroon  
 Tel: 42-50-74  
 Telex: 5260 KN
- National Small Business Assistance Centre (CAPME)  
 (Centre national d'assistance aux PME)  
 P.O. Box 1397  
 Douala, Cameroon  
 Tel: 42-58-58
- Federation of Public Works and Construction  
 Contractors  
 (Syndicat des entrepreneurs de travaux publics et du  
 bâtiment)  
 P.O. Box 660  
 Douala, Cameroon  
 Tel: 42-31-41

Federation of Wood Producers and Exporters  
(Syndicat des producteurs et exportateurs de bois)  
P.O. Box 829  
Douala, Cameroon  
Tel: 42-31-41

P.O. Box 570  
Yaoundé, Cameroon

Association of Pineapple Producers  
(Association des producteurs d'ananas)

P.O. Box 752  
Douala, Cameroon  
Tel: 42-78-26

Association of Oil Professionals  
(Groupement professionnel des pétroles)

P.O. Box 4058  
Douala, Cameroon  
Tel: 42-20-45

Professional Association of Bankers  
(Association professionnelle des banques)

P.O. Box 4001  
Douala, Cameroon  
Tel: 42-80-11

### **Transport Companies**

Cameroon Shipping Lines

P.O. Box 4054  
Douala, Cameroon  
Tel: 42-52-12

Trans-Cameroon Railway Office (OCFT)  
(Office des chemins de fer transcamerounais)

P.O. Box 304  
Douala, Cameroon  
Tel: 42-60-45

Cameroon National Railway Company  
(Régifercam)  
(Régie nationale des chemins de fer camerounais)

P.O. Box 304  
Douala, Cameroon  
Tel: 42-60-45

Cameroon Airlines

P.O. Box 4092  
Douala, Cameroon  
Tel: 23-40-01

Air Afrique  
P.O. Box 4084  
Douala, Cameroon  
Tel: 42-42-22

Alitalia  
P.O. Box 1411  
Douala, Cameroon  
Tel: 42-36-08

Sabena  
P.O. Box 2074  
Douala, Cameroon  
Tel: 42-05-15

U.T.A.  
P.O. Box 4076  
Douala, Cameroon  
Tel: 42-28-78

Lufthansa  
82 boul. de la Liberté  
P.O. Box 5781  
Douala, Cameroon  
Tel: 42-62-62/42-00-86

British Caledonian  
61 boul. de la Liberté  
P.O. Box 3286  
Douala, Cameroon  
Tel: 42-01-47/42-38-73

Swissair  
P.O. Box 1283  
Douala, Cameroon  
Tel: 42-29-29

### **Banks**

Meridien International  
Bank Ltd.  
P.O. Box 1132 Douala  
Tel: 42-58-05

Paribas Cameroun  
P.O. Box 1589 Douala  
Tel: 42-23-42  
Telex: 5386 KN  
8510 KN

### **Correspondents in Canada**

-Chase Toronto  
-Toronto Dominion, Toronto  
-Toronto Dominion, Montreal

-Paribas Bank of Canada,  
Toronto

Chartered Bank Cameroun P.O. Box 1784 Douala Tel: 42-41-53	-Royal Bank of Canada -Boston Bank, Toronto
Bank of Credit and Commerce P.O. Box 1188 Yaoundé Tel: 22-29-86 Telex: 8558 KN	-BCCI, Canada Ind., Toronto -Bank of Montreal -Bank of Nova Scotia
BICIC (Banque Internationale pour le Commerce et l'Industrie) P.O. Box 4070 Yaoundé Tel: 23-40-08	-Royal Bank of Canada
BIAO-Cameroun P.O. Box 4001 Douala Tel: 42-20-11 Telex: 5218 KN 8220 KN	-National Bank of Canada, Montreal
SGBC P.O. Box 4042 Douala	-National Bank of Canada -Société Générale
Société Camerounaise de Banque Tel: 42-52-12	-Crédit Lyonnais, Montreal -Royal Bank of Canada
Trans-Cameroun Railway P.O. Box 404 Douala, Cameroun Tel: 42-52-24	
Correspondents in Canada -Chase Toronto -Toronto Dominion -Paribas Bank of Canada Toronto Tel: 42-52-24	Swissair P.O. Box 1588 Douala, Cameroun Tel: 42-52-28
	Medien International P.O. Box 1132 Douala Tel: 42-52-05
	Paribas Cameroun P.O. Box 1589 Douala Tel: 42-52-42 Telex: 5386 KN 8510 KN

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# VIII. USEFUL ADDRESSES IN CANADA

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## International Trade Centres

If you have not previously marketed abroad, please contact the Department of External Affairs International Trade Center (ITC) co-located with the offices of Industry, Science and Technology Canada (ISTC) in your province. ITCs are co-located with ISTC, except for the Northwest Territories and the Yukon, at the addresses listed below:

### **Alberta**

International Trade Centre  
Industry, Science and  
Technology Canada  
Cornerpoint Building  
Suite 505  
10179 - 105th Street  
Edmonton, Alberta  
T5J 3S3  
Tel: (403) 420-2944  
Fax: (403) 420-4507  
Telex: 037-2762

### **British Columbia**

International Trade Centre  
Industry, Science and  
Technology Canada  
Scotia Tower  
900 - 650 West Georgia  
Street  
P.O. Box 11610  
Vancouver, British  
Columbia  
V6B 5H8  
Tel: (604) 666-1437  
Fax: (604) 666-8330  
Telex: 045-1191

### **Manitoba**

International Trade Centre  
Industry, Science and  
Technology Canada  
330 Portage Avenue  
Room 608  
P.O. Box 981  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 983-4099  
Fax: (204) 983-2187  
Telex: 075-7624

### **New Brunswick**

International Trade Centre  
Industry, Science and  
Technology Canada  
Assumption Place  
770 Main Street  
P.O. Box 1210  
Moncton, New Brunswick  
E1C 8P9  
Tel: (506) 857-6440  
Fax: (506) 857-6429  
Telex: 014-2200

**Newfoundland and Labrador**

International Trade Centre  
Industry, Science and  
Technology Canada  
90 O'Leary Avenue  
P.O. Box 8950  
St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-5511  
Fax: (709) 772-5093  
Telex: 016-4749

**Nova Scotia**

International Trade Centre  
Industry, Science and  
Technology Canada  
1496 Lower Water Street  
P.O. Box 940  
Station M  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-6125  
Fax: (902) 426-2624  
Telex: 019-22525

**Ontario**

International Trade Centre  
Industry, Science and  
Technology Canada  
Dominion Public Building  
4th Floor  
1 Front Street West  
Toronto, Ontario  
M5J 1A4  
Tel: (416) 973-5052  
Fax: (416) 973-8714  
Telex: 065-24378

**Prince Edward Island**

International Trade Centre  
Industry, Science and  
Technology Canada  
Confederation Court Mall  
Suite 400  
134 Kent Street  
P.O. Box 1115  
Charlottetown,  
Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7443  
Fax: (902) 566-7450  
Telex: 014-44129

**Quebec**

International Trade Centre  
Industry, Science and  
Technology Canada  
Stock Exchange Tower  
Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montreal, Quebec  
H4Z 1E8  
Tel: (514) 283-6796  
Fax: (514) 283-3302  
Telex: 055-60768

**Saskatchewan**

International Trade Centre  
Industry, Science and  
Technology Canada  
6th Floor  
105 - 21st Street East  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-4343/5318  
Fax: (306) 975-5334  
Telex: 074-2742

## Industry, Science and Technology Canada

As noted above, the offices of ISTC are co-located with ITC, and are also situated in the following locations:

### **Business Centre**

Industry, Science and  
Technology Canada

235 Queen Street

Ottawa, Ontario

K1A 0H5

Tel: (613) 995-5771

### **Northwest Territories**

Industry, Science and  
Technology Canada

Precambrian Building

10th Floor

P.O. Box 6100

Yellowknife,

Northwest Territories

X1A 2R3

Tel: (403) 920-8568

Fax: (403) 873-6228

AES: (403) 920-2618

### **Yukon**

Industry, Science and  
Technology Canada

108 Lambert Street

Suite 301

Whitehorse, Yukon

Y1A 1Z2

Tel: (403) 668-4655

Fax: (403) 668-5003

# Export Development Corporation

## Head Office

151 O'Connor Street,  
Ottawa, Ontario

### Mailing Address:

Export Development  
Corporation

P.O. Box 655

Ottawa, Ontario

K1P 5T9

Tel: (613) 598-2500

Cable: EXCREDCORP

Telex: 053-4136

Fax: (613) 237-2690

## Atlantic Region

General Manager,

Atlantic Region

Export Development  
Corporation

Suite 1003

Toronto-Dominion Bank  
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Cameroon, a guide for Canadian  
exporters. --

15238936

# Cameroon

SCALE  100 km

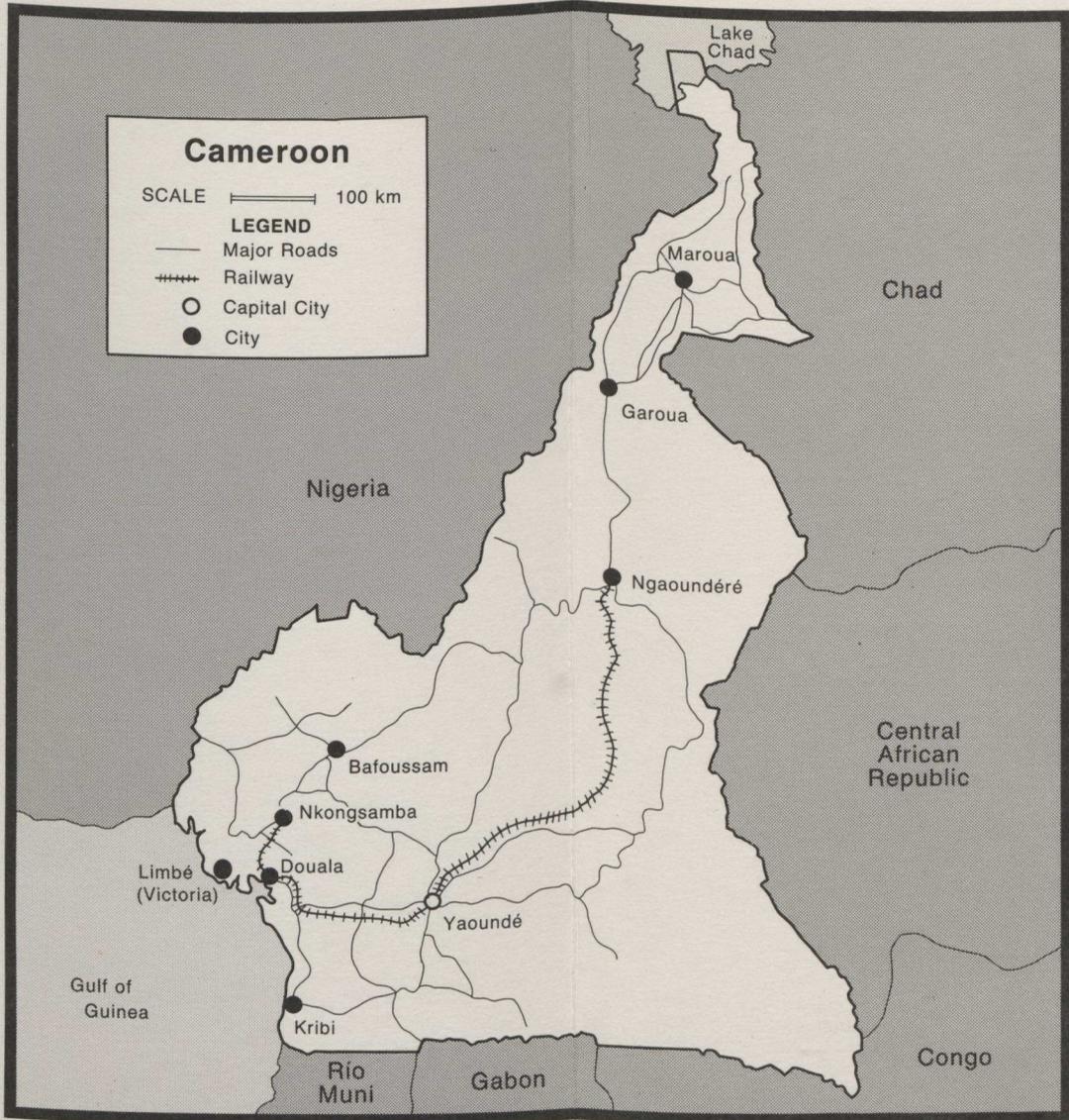
## LEGEND

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 Railway

 Capital City

 City





External Affairs  
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