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Iraq

markets
for canadian
exporters

IRAQ



Government
of Canada

Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce



MARKETS FOR CANADIAN EXPORTERS

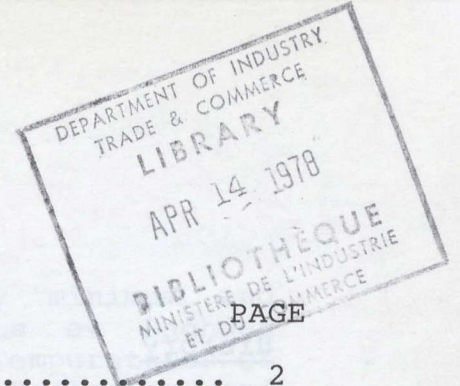
IRAQ

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I GENERAL

History

Iraq was the homeland of some of the earliest civilizations, and its recorded history predates the third millenium B.C. Over the centuries Iraq has been influenced by most of the great Eurasian civilizations. Sometimes at the centre of great empires (Sumerian, Assyrian, Babylonian), and sometimes province and buffer for empires centred in other regions (Parthian, Greek, Ottoman), Iraq is the product of a rich and varied past.

The borders of modern day Iraq were established in the recent past but the region emerged as a nation state in the 1920's following dissolution of the Ottoman Empire. From 1921 to 1932 Iraq was a British mandate ruled by a constitutional monarchy and parliament. When the British mandate ended in 1932 Iraq joined the League of Nations as an independent monarchy but Britain continued to exert considerable influence until 1958.

The early days of Iraq's nationhood were politically turbulent and the period climaxed in a coup d'état, July 14, 1958. The monarchy was terminated and replaced by a republican form of government which has continued to the present. The makeup of the parties in power has changed a number of times since 1958, however, due to administrative changes and a number of coups d'état. The current regime dates from 1968 when the Arab Baath Socialist party came to power with the support of the military.

Geography

Iraq has an area of 438,446 square kilometres. It extends from Turkey in the north to Saudi Arabia in the south; to the Arabian Gulf and Kuwait in the southeast; and from Iran in the east, to Syria and Jordan in the west. Principal cities and towns are situated on the two great rivers, Tigris and Euphrates, which bisect the country north to south. Iraq is divided into three basic regions:

- the great arid desert lands of the south and west which cover more than half Iraq's total area;
- the alluvial plains or river valleys of the Tigris and Euphrates rivers whose sources are in the mountains of Turkey;
- the rugged mountain area in the north and east which receives an abundance of rain.

There are extensive marshes in the southeast at the confluence of the two rivers. In this region some communities are actually afloat, either in boats or on rafts. Extensive spring flooding often turns the area into a vast lake.

Climate

Iraq has a subtropical climate. Average daily minimum and maximum temperatures in July are 25° and 43° Celsius at Baghdad Airport, and nights are somewhat warmer in town. Temperatures of 40° Celsius or more are common from June through September and frequently reach 46°. The highest temperature ever recorded in Baghdad was 50° Celsius. Along the Gulf and in the swampy areas to the south (the Basrah area), humidity is sometimes high. Inland however the heat is quite dry. In the winter, days are pleasantly warm although nights are cool, temperatures at times fall below the freezing level. Average daily minimum and maximum temperatures in Baghdad in January are four and 16° Celsius. In the northern mountains the winters can be exceptionally cold.

Rainfall is minimal over most of the country but in the north and northeast can reach between 40-65 centimetres per year, generally during the winter months. Baghdad has an average of 15 centimetres of rain annually, all of which falls between October and May.

Government

Iraq is currently governed under the authority of a provisional constitution issued September 22, 1968. It established Iraq as a democratic republic, governed according to socialist principles. Islam is the state religion. The constitution protects basic freedoms of religion, speech, etc., similar to other socialist states, and calls for an elected national assembly which has not yet been established.

Iraq has only one political movement, the National Progressive Front. This is a coalition created in 1973 to join the dominant Arab Baath Socialist party and the Iraq Communist party which was legalized when the coalition was formed. The Kurdistan Democratic party representing Kurdish interests, also is a member of the coalition.

The government is headed by a Revolutionary Command Council chaired by the president of the Republic. The vice-chairman of the RCC carries out the functions of a prime minister. A council of ministers (cabinet) is responsible for the administration of the various ministries and state organizations and answers to the president and the RCC. The Revolutionary Command Council is responsible for the election of the president, appointment of ministers and must approve all legislation. There is no office of prime minister.

Population

Iraq's population is estimated at 11.5 million. The majority is Arabic-speaking who co-exist with a number of minority groups. The largest, the Kurds, number about two million and are basically concentrated in the north. Other minorities are Armenians (15,000), Assyrians (20,000) -- in the extreme northwestern part of the country -- Yazidis (30,000) and Jews (500). In addition, there are approximately 200,000 Iranian nationals residing mainly in the eastern area.

Iraq's capital and largest city is Baghdad with about three million people. Other leading cities with their estimated populations are Mosul, one million; Basrah, 900,000; and Kirkuk, 600,000. Baghdad is the centre of economic activity.

Language

Iraq's official and most widely used language is Arabic. Kurdish has equal official status in the autonomous region of the northeast where most Kurds live. Regionally, Kurdish and Turkish dialects are heard in the northern area and Persian is spoken by various tribesmen in the eastern area. The Iraqi population uses these languages in the following approximate proportions:

Arabic	79 per cent
Kurdish	16 per cent
Persian	3 per cent
Turkish, Assyrian, Armenian	2 per cent

Most Iraqi officials and businessmen speak some English, which is the country's principal foreign language. If necessary, they provide interpreters.

Religion

Islam, the state religion, is practised by the overwhelming majority -- more than 90 per cent -- of the population. Both the Sunni and Shi'ia sects of Islam are represented, generally in different geographic areas. The Shi'ias, the majority of the population, are concentrated in southern provinces while the Sunnis are situated mainly in central and northern Iraq.

Religion is important in the life of the people. Citizens publicly violating the observance of fasting during the Moslem month of Ramadan are punished by law.

II. ECONOMIC DEVELOPMENT

Iraq's centrally planned economy and all economic development proceeds according to government planning. The authority is the Higher Planning Council which must review and approve all development plans. The Higher Planning Council is composed of the vice-chairman of the Revolutionary Command Council, the ministers of planning, finance, industry and agriculture, and the governor of the Central Bank.

The Ministry of Planning is responsible for preparing plans and undertakes all necessary feasibility studies, project reviews and assessment of proposals by the various ministries. The ministry is also charged with ensuring that timing and pace of development projects is co-ordinated with the availability of capital and labour. It must approve all projects valued in excess of one quarter million dinars.

Economic development in Iraq is proceeding according to the Five-Year National Development Plan for the period 1976 to 1980. It is a political and economic document and aims to maximize rates of growth within the limitations of Iraqi human and material resources. Goals include strengthening the socialist sector of the economy, improving technical education, and extending rural electrification and education to those parts of the country lacking such services. The plan stresses improved infrastructure, the expansion of housing, education and health services, and emphasizes agricultural development with the long-term aim of exporting food to neighbouring Gulf states. Priority sectors in industry are petrochemicals, the food processing industry, and light industry and basic construction materials. Few figures have been cited in the five-year plan, but the total investment will be \$49 billion, with the following target figures for annual rates of growth:

Gross national product	16.8%
Per capita income	13.3%
Oil and mining	more than 15.5%
Agriculture	7.1%
Processing industry	32.9%
Distribution sector	16.9%
Public services	10.4%

1976, the first year of the plan, saw an interim budget designed to provide for the completion of essential projects while the economic development strategy was re-examined and the planning function strengthened. This followed a period of hectic expansion resulting in overstraining of the bureaucracy accompanied by delays and inflationary pressures. Severe congestion of Iraq's ports and transportation system resulted in shortages of basics (foodstuffs, etc.). The retrenchment period that followed alleviated some of these by reducing bureaucratic delays and red tape, but shortages of a number of basic items continue.

Budgeted Expenditures - 1976

	<u>Thousands of dinars</u> <u>(1 I.D. = \$3.38 U.S.)</u>
Agriculture	389,876
Industrial	966,000
Transport and communications	351,600
Building and services	288,170
Education and scientific research	79,875
Other	<u>281,579</u>
Total	2,357,100

Industry

A major objective of Iraq's industrialization program is to reduce imports to the greatest degree possible. Some major industries such as refined petroleum, sulphur, vegetable oils, and occasionally cement, have achieved sufficient production to enter export markets. However most Iraqi industries are small or medium-size, producing principally for domestic consumption. The types of industries established include cement and concrete products, bricks, glass, food processing, plastics, batteries, and a wide variety of consumer goods.

With increasing government ownership of the economy, state organizations produce 78 per cent of the gross national product and account for 89 per cent of all imports. The private sector consists mainly of some foods processing; construction; textile and clothing manufacturing; smaller factories producing consumer goods; tourism; services; small-scale agriculture; and retailing. All major enterprises are government-owned. Above a certain size, private factories become national enterprises whereby the government shares the ownership of a company. Approximately 15-20 per cent of Iraq's labour force is employed in the industrial sector.

Minerals

There are known deposits of iron ore, chromite, copper, lead and zinc in the northern area, and further exploration will be done to prove them out. There also have been discoveries of limestone, gypsum, salt, phosphates and sulphur.

The main sulphur deposit will be developed by the General Organization for Minerals, and a 120,000 ton sulphur recovery plant has been built at Kirkuk to process gas from adjacent oil fields. This operation comes under the jurisdiction of the State Establishment for Oil Refining and Gas Processing. Projected total annual sulphur output is 250,000 tons.

The General Company for Phosphates has been set up to administer the development of western Iraq's rich phosphate deposits. Extensive processing facilities are to be constructed at Al Qaim and Akashat and the townsite will be considerably expanded as well as rail lines built.

Oil Sector

In 1975 Iraq was responsible for some 12 per cent of Middle East oil production, about four per cent of world production. In 1976 published proven reserves were about 34 billion barrels. The petroleum sector has been a major factor in the health of the Iraqi economy for some time, contributing an average of 58 per cent of government revenues in the three-year period ending in 1973. Since the steep rise in oil prices that occurred in 1973, this sector accounts for more than 80 per cent of government revenues and 98 per cent of export income. The five-year development plan aims to reduce petroleum's share of the gross national product to 50.6 per cent by 1980.

Following a period of nationalization and reorganization, Iraq's oil production is now centralized under the Iraqi National Oil Company (INOC), a general organization within the Ministry of Oil. INOC in turn encompasses a number of general organizations which are responsible for oil exploration, production and marketing. Policy decisions relating to the oil sector, however, are the responsibility of the Follow-up Committee for Oil Affairs and the Implementation of Agreements which oversees the activities of the Ministry of Oil. This committee is headed by the vice-chairman of the Revolutionary Command Council.

There are two major oil producing areas in the country, roughly centred on Kirkuk in the north and Basrah in the south. Oil from the southern fields is shipped from deep-water facilities at the head of the Gulf. Until April 1976 most of the northern area's oil was exported via pipelines through Syria. However with the Iraqi government's decision to suspend Mediterranean deliveries through the pipeline across Syria to Tripoli, Lebanon, because of disputes with Syria over transit fees and political issues, crude production dropped from 1975's average of 2.26 million to an estimated low of 1.4 million barrels per day in April 1976. Additional outlets have been provided by the strategic north-south pipeline to the Gulf completed in August of 1976; and by a 1,000 km east-west pipeline to the Mediterranean via Turkey which was completed in May 1977. An oil products pipeline was opened in 1976 to connect Baghdad with the Basrah area. In 1976 Iraq produced an average of 2.2 million barrels per day. Iraq's oil transport system now has an export capacity of 5.9 million barrels per day. In addition Iraq produces 350 billion cubic feet of natural gas per year of which 85 per cent is currently flared. Iraq has industrial, transport and export projects planned for its natural gas resources.

Agriculture

At the peak of its ancient civilization, Iraq's agriculture was sufficiently developed to provide for a population of more than 10 million. Mongol invasions in the 14th century destroyed much of the irrigation system upon which agriculture depended, and centuries of neglect during the Ottoman period produced a sharp decline to the point where Iraq's population at the end of the 19th century was only three million.

Since the 1950's massive plans for construction of dams for electricity, water storage and control, and irrigation and drainage schemes have been under way. Complex problems involving soil salinity have limited yields but drainage schemes, on a scale that seems to constitute a third major river, are planned to alleviate these limitations. Fewer than four million hectares are now cultivated, but there is potential for 12 million hectares.

More than 75 per cent of the country's cultivated area is devoted to wheat and barley. Production varies considerably from year to year depending on rainfall, and in 1975/76 was 1.312 million tons and 0.579 million tons respectively. However production is not yet sufficient to supply total domestic requirements and these commodities are still imported.

Iraq is the world's leading exporter of dates. Production increased significantly in 1975 to a total of approximately half a million tons. Date exports worth \$40 million were recorded for the 1975/76 season. Rice and tobacco can be produced without irrigation and are important crops, as are sugar, maize, chick peas, sesame, lentils and paddy rice.

Livestock raising, with special emphasis on Friesian cows, is established in many areas. Iraq has a sizable livestock population: sheep 8.4 million; goats three million; cows 1.8 million; buffalo 1.5 million.

As part of its agrarian reform policy, a substantial amount of land has been expropriated for distribution among previously landless farmers. Government's goal is the transformation of the countryside, and there will be greater emphasis on the development of large state farms, collective farms and co-operatives as ancient methods of agriculture are gradually modernized. There will be increased opportunities for education, and irrigation and drainage will be employed to a much greater extent. Ultimately, Iraq intends to be a net food exporter.

III. IRAQ TRADE

Foreign Trade

In 1975, Iraq's total imports amounted to U.S. \$6 billion of which about 50 per cent represented capital goods and 30 per cent nondurable consumer goods and foodstuffs. Western and Eastern European countries have been major suppliers of Iraqi imports over the past five or six years, accounting in 1975 for 35 per cent and 25 per cent respectively. In the 1970's the U.S. and Japan also became important suppliers. Iraq's leading supplier is the Federal Republic of Germany.

In 1975, total exports amounted to U.S. \$8.4 billion of which U.S. \$8.3 billion were oil exports. Non-oil exports (approximately U.S. \$100 million) were principally dates (30 per cent of this total) and industrial products (40 per cent) such as processed foods, cement, fertilizers and oil by-products. Italy was the main purchaser with imports from Iraq valued at about U.S. \$1.7 billion, followed by France (U.S. \$1.1 billion), Brazil (U.S. \$600 million), Turkey (U.S. \$504 million) and Spain (U.S. \$500 million).

Iraq's Imports by Commodity Grouping 1976 (in millions of Iraqi dinars - 1. ID = \$3.38 U.S.)

	Gross:
All food items	140.124
of which cereals	account for 66.461
Raw and processed materials	39.549
of which lumber	accounts for 21.212
Chemicals, fertilizers, pharmaceuticals, etc.	53.440
Textiles, minerals, metals and their manufacture	273.494
of which iron and steel	account for 120.742
textile yarns and fabrics	43.335
miscellaneous metals manufactures	52.977
Non-electric machinery	251.138
Electrical machinery and apparatus	96.892
Transport equipment	135.192
Scientific and control instruments photographic goods, etc.	15.500
Other manufactures	<u>13.737</u>
Totals do not add due to omission of minor items	<u>1,024.654</u>

Iraq's trade surplus has increased rapidly since the oil price increase of 1973. It stood at U.S. \$1.4 billion, \$4.2 billion and \$2.4 billion respectively in the years 1973-75. Official international reserve holdings at the end of September 1976 were U.S. \$3.4 billion compared with U.S. \$2.7 billion a year earlier and U.S. \$781.5 million in 1973.

Canada/Iraq Trade

Canada exported \$68 million of goods to Iraq in 1975 and perhaps half as much again in services. Iraqi exports to Canada, once negligible, rose to \$36 million in 1974 and reached \$134 million in 1975 -- all in oil. Reflecting the economic retrenchment in Iraq in 1976, Canadian exports dropped to \$35.6 million in that year, while Iraq's exports to Canada remained at \$135 million.

CANADA/IRAQ TRADE STATISTICS
(Can. \$'000)

	<u>1972</u>	<u>1973</u>	<u>1974</u>	<u>1975</u>	<u>1976</u>
Exports to Iraq	3,600	1,034	19,174	67,603	35,644
Imports from Iraq	12,858	20,550	36,671	133,956	133,630

Exports to Iraq

	<u>1976</u>
Wheat	17,993
Railway and street railway rolling stock	7,121
Lumber softwood	3,696
Wood pulp and similar pulp	1,656
Other paper	1,586
Heating and refrigeration equipment	961
Asbestos, unmanufactured	792
Construction machinery and equipment	334
Electric lighting and distribution equipment	204
Other non-metallic mineral basic products	178
Other telecommunication and related equipment	165

Imports from Iraq

Crude petroleum	132,585
Fruits, dried or dehydrated	976

IV. CUSTOMS AND EXCHANGE INFORMATION

Tariffs

Iraq has a single column tariff based on the Brussels Nomenclature. Ad valorem rates predominate although many are specific. The customs duties are levied on the basis of c. and f. value.

Export Controls and Import Licences

No goods worth more than 10 dinars may be imported without an import licence and, where payment is required, an exchange control permit. The granting of an import licence means that, based on financial allocations for the state and private sectors, approval has been given for the purchase of goods with foreign exchange obtained in Iraq. Once a licence has been obtained, the authorized banks can approve foreign exchange applications for imports in any quantity by opening a documentary letter of credit without a previous submission being made to the Exchange Control Committee or the Central Bank of Iraq.

Companies should ensure that a licence has been issued before accepting an order since goods which arrive without a licence will almost certainly be confiscated. Licences for private imports usually are issued on the c. and f. value and are valid for six months from the date of issue. They are automatically renewable for a similar period if a letter of credit has been opened. Licences for government imports and official agencies are valid for 12 months from the date of issue.

Licences are issued at the beginning of the fiscal year (January 1) and automatically expire December 31. They can be extended for customs purposes only if the goods have been shipped before December 31 on sight draft terms or if a letter of credit has been opened before December 31.

Exchange transactions for commercial imports take place through the Rafidain Bank or the Central Bank. Advance payments can only be made with the approval of the Directorate of Foreign Exchange of the Central Bank; such advance payments may be given for large orders (i.e. turnkey projects involving industrial construction).

Letters of credit may not be opened unless the importer holds a valid import licence; these letters are normally valid for up to three months but may be extended to the end of the validity period of the import licence where this exceeds three months.

Foreign exchange transfers for services rendered in Iraq by Canadian firms require exchange control approval. Approval is generally given except for that portion of the total charge assessable to local expenditure. Before entering into a contract for services, Canadian companies are advised to ensure that the Iraqi party obtains preliminary exchange control approval, and the conditions governing the proportion to be exchanged should be stated in the contract.

Usually import licences are granted only to established importers and within the limits of allocation made each year by the Import Program Committee. "Established" importers are state owned commercial companies, government purchasing agencies, and members of one of the Iraqi chambers of commerce which maintain business offices and are registered with the Import and Income Tax Departments, and have previously imported the commodity. New importers may be authorized if they meet requirements. Some 90 per cent of all imports are controlled by the various state agencies.

Import licences are issued by the Ministry of Trade -- Government and Private Imports Section, and export licences by the Iraqi Export Company, State Organization for Export belonging to the Ministry of Trade. The State Organization for Industrial Development belonging to the Ministry of Industry and Minerals is responsible for approving purchases of plants by the private and mixed sectors, and approving granting of import licences by the Ministry of Trade for importing of the required machinery and raw materials for such plants.

Imports of about 120 commodities are prohibited from all sources, and at present an additional list of about 100 items is suspended from importation. The lists are available from the Middle East Task Force, Department of Industry, Trade and Commerce, Ottawa or from the Commercial Division of the Canadian Embassy in Baghdad. Imports of consumer goods are more extensively restricted than imports of raw materials and industrial equipment.

Certain goods that compete with locally manufactured items cannot be imported. Such prohibitions can, however, be waived in the national interest.

Shipping Documents

Commercial Invoices

These must be certified by a recognized Board of Trade/ Chamber of Commerce (which keeps one copy) as to country of origin and current export prices for the product. The original and five copies must first go to the Iraqi Embassy, Ottawa, for legalization then sent to the consignee. Freight charges must be shown separately from the value of the merchandise. The wording must also agree with that on the import licence.

Arabic and English are acceptable. For air cargo, three copies accompany the shipment with additional copies to the consignee.

Certificate of Origin

This must be certified by a Chamber of Commerce then by the Iraqi Embassy, 377 Stewart Street, Ottawa, Ontario.

Packing List

Two copies must accompany other documents listing contents of containers, marks, description, weight, size, colour, etc.

Bill of Lading

Three copies must be prepared with gross weight, quantity, nationality of vessel, consignee, port of discharge, marks, kinds of packages.

For air, an air waybill is required.

Minimum B/L \$27.00 -- \$29.95 plus congestion surcharge from Atlantic ports.

Import Licence

This is required by the Iraqi importer and must be obtained before goods are shipped; goods arriving in Iraq without licence are liable to confiscation.

Export Declaration

This is required when an export licence from Canada is needed.

Arabian Gulf

Documents or markings should refer to the Arabian Gulf and not to the Persian Gulf.

Samples

Samples are always required for food, consumer products and precision instruments. If they are of no commercial value (less than ID 10 or \$35) they can be imported duty free -- import licences are not required -- and must be re-exported within six months.

Markings, Packing and Labelling

Outer containers should show gross weight in kilos, consignee's mark and port mark and should also be numbered (to correspond to packing list), unless their contents can be otherwise readily identified. If in transit, they should be marked exactly as shown on the bill of lading.

Careful attention should be paid to packing which must be as secure as possible; bales with metal strapping rather than boxes are advisable to avoid damage and limit pilferage.

Pharmaceuticals and spirituous liquors are subject to marking and labelling requirements. There are special Arabic marking regulations concerning their directions for use accompanying pharmaceutical specialties. These regulations are not applicable to new preparations for a period of up to six months from the date of their registration with the Iraqi Ministry of Health. "Imported especially for Iraq" must be marked on all imports of spirituous liquors.

Consular Fees

Documents submitted for legalization should be accompanied by a stamped self-addressed envelope. The fee for legalization of a commercial invoice (with origin certification) is \$1.40, for a certificate of origin, \$1.75 and \$.35 for additional legalized copies of each. For a certificate of analysis, agency agreement or power of attorney the legalization fee is \$1.12.

V. DOING BUSINESS IN IRAQ

Economic Organization

Iraq is essentially a socialist state and all import decisions are made by the various ministries and their general economic organizations; and by state companies which report to these economic organizations. While the below-mentioned state companies under the jurisdiction of the Ministry of Trade are responsible for a considerable volume of imports, they are not the only state organizations of interest and exporters should contact the Canadian Embassy for a complete list of potential buyers. Under the General Trade Organization for Capital Goods:

General Automobile Company

The only importer of motor vehicles and spare parts. (This company usually buys directly from foreign suppliers.)

General Company for Importation of Steel and Timber (GECIST)

All types of lumber and wood construction materials; all forms of steel and tubes.

General Construction Materials Import Company (GECIMCO):

Imports a wide range of construction materials, including cement. Also copper pipes and locks. (This company buys directly and by tender.)

Chemicals Importation and Distribution Company (CIDCO):

Imports chemicals and fertilizers for industry and agriculture. (This company buys directly and by tender.)

State Machinery Import Company (SMIC):

Imports pumps, internal combustion engines, earth-moving machinery, agricultural equipment, machine tools and equipment, and forklift trucks.

Under the General Trade Organization for Consumer Goods:

Iraqi Trading Company

Exclusive importers of many home appliances, stereo and TV equipment, wire and power cable and tires and batteries. (This company buys directly from foreign suppliers).

Iraqi Stores Co.

Exclusive importers of canned goods, alcoholic beverages, cosmetics, tobacco products, apparel and textiles, furniture, toys, sporting goods, glassware, and household utensils. (This company buys directly from foreign suppliers.)

General Trading Company for Foodstuffs

Imports cheese, beans, peas, lentils, starch, canned meat and vegetables, olive oil, figs, jams, spices, sugar, coffee beans, nuts, baby foods, oats, sauces, ketchup, mustard, sardines, mushrooms, mayonnaise, tea, citric acid, tartaric acid, razor blades, wood charcoal, baby milk powder and foods, feeding bottles, honey, yeast, baking powder, ready-made soups.

General Company for Importation and Distribution for

Precision Instruments

Imports stationery and office equipment, opticals and photographic equipment, watches, medical instruments, laboratory and precision equipment.

Price Quotations, Warehousing and Terms of Payment

Prices should be quoted in U.S. dollars, or any other convertible currency, c. and f. Basrah or Baghdad. When quoting to government departments and state companies it is recommended that price quotations be made valid for a period of at least four to six months. Insurance for goods destined to Iraq must be placed with the Iraq National Insurance Company by the importer as foreign exchange cannot be used to purchase insurance internationally. However to minimize the risk of problems over claims, some exporters place insurance at their own expense since the quotation must be read c. and f. only.

Goods in transit are exempt from import duties but are subject to handling, storage and transit fees.

Common terms of payment are irrevocable confirmed letters of credit, or to a lesser extent cash against documents.

Shipping Services

Shipping services from Eastern Canadian ports to ports in the Arabian Gulf improved considerably with the reopening of the Suez Canal in June, 1975 and in response to increased imports by the oil producing countries. Currently, there are six lines operating monthly sailings from Eastern Canadian ports to the principal ports in the Gulf. There are also sailings at least monthly from Vancouver to the principal ports in the Gulf.

A major problem in shipping to countries of the Middle East is the serious congestion resulting from inability of ports to cope with the substantial increase of imports into the area. As a result shipments to the more congested ports can face significant surcharges depending on prevailing delays. Port conditions are likely to remain unpredictable for the balance of the seventies, and close consultation with a knowledgeable freight forwarder or shipping line will be necessary to select the most cost efficient system at time of shipment.

Air Services Between Canada and the Middle East

At present there are no scheduled air services between Canada and Iraq. Passenger or cargo charter services, however, can be arranged on an as-required basis to most major airports in the Middle East. Air Canada and CP Air provide connections with scheduled carriers serving the Middle East at such gateways as New York, London, Paris, Frankfurt and Rome.

Currency

The unit of currency is the Iraqi dinar (ID) which is divided into 1,000 fils and is equivalent to approximately U.S. \$3.38. The Iraqi currency is supported by a statutory financial reserve of 70 per cent retained in gold and foreign currencies at the Central Bank.

Banking

Commercial banking is conducted solely by the government-owned Rafidain Bank which provides short-term financing, accepts deposits and engages in foreign exchange transactions. The Central Bank of Iraq is now responsible for all foreign exchange transactions, including control over currency prices.

In addition, there are three development banking institutions: the Agricultural Bank, the Industrial Bank and the Real Estate Bank. Their main function is to provide long-term credit and aid for industry and agriculture. Funding is by way of deposits usually from government and quasi-government departments and agencies and loans and advances from the Ministry of Finance and the Central Bank.

Local Representation

The state agencies responsible for virtually all imports into Iraq prefer to establish direct relations with their foreign suppliers. This has advantages in terms of price and directness of contact. There are occasions however, when a local representative knowledgeable in the social and business customs of the Iraqi market can be a useful addition to the marketing team. In such cases, the relationship between an agent and a foreign supplier is governed by Law number eight of 1976. The Canadian Embassy can provide copies of this law and of the regulations governing its application together with a sample copy of an agreement between an Iraqi agent and a foreign supplier. The law requires that:

- a) the duties which the agent is to perform be outlined
- b) commissions to be paid to the agent be fully disclosed
- c) the supplier guarantees that actions taken by the agent on his behalf shall conform to Iraqi laws and regulations
- d) there be strict penalties for exporters and/or agents violating these regulations
- e) Iraqi public servants exercising improper influence on the drafting of tender regulations and/or the award of contracts be subject to severe penalties.

In the event of a decision to employ a local marketing representative, close attention should be paid to fulfilling the requirements of this law in order to avoid unnecessary difficulties in marketing products to Iraq.

Weights and Measures

The metric system is used in Iraq's international trade and generally throughout Iraq, although ancient Iraqi measures, particularly in agriculture, continue to be used, e.g. 1 donum = 1 meshara = 0.25 hectare.

Electricity Supply

The domestic electricity supply is 220 volts 50 cycles AC. All types of 2-pin and 3-pin plugs are used. Lamp fittings can be either bayonet or screw type.

Advertising

No commercials are permitted on radio or TV. All advertising must go through the National House for Publication, Distribution and Advertisement, Jumphuriyah Street, Baghdad. Limited advertising is still available in cinemas and on billboards. Newspapers are an additional means of reaching the public. All written material including magazines and newspapers entering Iraq are subject to strict censorship.

The Baghdad International Fair is held annually from October 1 to 15 and offers an excellent opportunity for exposure in the market. In addition, Iraqi authorities plan to hold a number of small specialized trade fairs each year.

Correspondence

Correspondence should be in English or Arabic, and submissions on international tenders should be in English. Correspondence to government officials should be addressed by title and not by name, as this is considered improper by the Iraqi government.

Exporters planning to visit Iraq should obtain a list of potential buyers and contacts from the Canadian Embassy well in advance of their visit. They should then introduce their firm by sending full product and company information to these prospects. A visit may then be planned, either to follow up on their initial effort or on specific opportunities including tender submissions.

Mail, Telephone and Telegraph Facilities

Surface mail for letters will take one month and surface parcels approximately 2½ months to travel between Iraq and Canada. Air-mail service usually takes between six and 11 days.

Telegram service is available 24 hours a day at the Central Post Office on Rashid Street in Baghdad. Telex facilities are available to an increasing extent. Satellite linkup provides direct dial service for telephone calls to Europe and North America, however the demand is such that all circuits are frequently busy, and callers should allow at least three hours lead time.

Debt Collection

The Canadian Embassy in Iraq can recommend suitable lawyers to act on behalf of Canadian businessmen.

Patents and Trademarks

Foreigners not resident in Iraq may apply for a patent or a patent of importation, which will be valid for the unexpired term of the basic foreign patent, but not exceeding 15 years. After first being taken out in the name of the inventor, a patent can be reassigned to others.

Where a patent is not exploited within three years or exploitation is suspended for two years, the registrar has the right to issue a licence to another person.

A trademark may be registered for a period of 15 years by the first applicant and renewed for similar periods within two months of the expiry of the previous period. Failure to use a registered trademark for two consecutive years may lead to cancellation of the trademark by a court decision.

The Commercial Section of the Canadian Embassy in Baghdad can assist businessmen by recommending suitable law firms.

Government Procurement -- General

Most procurement in Iraq is through secret tender. Calls for tenders are usually announced in the local newspapers and the Canadian Embassy forwards details to the Department of Industry, Trade and Commerce in Ottawa and those Canadian companies which have previously advised the Embassy of their interest. Some tender documents which the Embassy receives are complimentary copies only, are marked as such, and can be used to prepare the bid, however a noncomplimentary copy should be purchased in the bidder's name and the receipts must then be enclosed with the offer. When the Embassy purchases documents at the company's request, the company will be billed in due course by the Department of External Affairs. For some specialized equipment and projects, registered known suppliers are invited directly by the state organization concerned. The result of tenders are not made public, i.e. neither the price, nor the names of the winning or bidding companies are disclosed. Unconditional bank guarantees must be submitted with offers. The amount may be a percentage of the value of the tenderer's offer, or will be a fixed sum specified in the tender conditions. Bids without such bank guarantees are usually disregarded. In the event that the bidder is successful, the bank guarantee must be increased to (usually) 10 per cent of the contract value to act as an unconditional performance guarantee.

Tender deadlines often require quick response and it is sometimes necessary for bidders to submit the basics (price, delivery, etc.) of their bids by telex to meet closing dates, assuring the state organization that full details of their bids have been sent by registered airmail, date marked before the closing date. Bidders should not send their offers by air freight addressed to the Canadian Embassy for delivery as the process sometimes requires completion of customs formalities, pick-up and delivery, which can be time consuming. However if two copies are sent the Embassy will confirm the bid to the state company.

It is the general preference of state organizations to deal directly with manufacturers rather than through export agents, unless the latter are the exclusive export marketing agency in Iraq for the manufacturer. The other exception to this rule is where tenders call for a wide variety of items which a single manufacturer could not supply. In such cases the services of a trading house are valuable.

Government Procurement -- Projects

Many opportunities in Iraq arise through calls for turnkey bids, often associated with large national development projects. Such projects often require the formation of a Canadian or international consortium to provide the full range of capabilities and share the commercial risks involved. Association with international contractors such as Yugoslav, Egyptian, or Asian firms familiar with Iraq can be beneficial. While the turnkey method of tendering is still the most prevalent, there is some trend towards separate design and project management, construction, and equipment packages.

Companies or consortia which can offer management services and technical training for Iraqis will be well received in submitting proposals because of the Iraqi government's great interest in technical co-operation. Association with private Iraqi engineering consulting offices or contractors is an acceptable and useful formula.

Companies pursuing project contracts should familiarize themselves with certain laws, regulations, and local living conditions if they expect to have Canadian staff residing in Iraq. The Embassy has material on these regulations which business visitors are welcome to examine. It is advisable that any project involving the stationing of Canadian personnel in Iraq be included under law No. 157 of 1973 "The Implementation of Major Development Projects" which grants certain customs, foreign exchange, and taxation facilities for foreign personnel. In any event all essential elements should be included in the contract. For instance 50 per cent of the salary of foreign personnel may be transferred abroad, but can be increased to 75 per cent if included in the contract. Government decisions proclaimed in April 1977 require foreign companies operating in Iraq, in agreement with the executing ministry, to provide housing for foreign personnel, and a sufficient number of non-Iraqi technicians to avoid increasing the shortage of skilled workers locally. Furthermore, foreign firms may not hire Iraqis at more than twice the salaries paid at the officially published scale.

Financing

Iraq has generally not requested financing and normally pays by letters of credit. In recent years it has taken out three major loans, two loans each of one billion dollars from Japan and a 500 million dollar loan from a Eurodollar banking consortium. The use of long-term project financing however is not to be excluded.

VI. YOUR BUSINESS VISIT TO IRAQ

Passports and Visas

A visa is necessary to enter Iraq. Persons arriving without a valid visa are refused entry. Visas should be obtained before leaving Canada by applying to the Iraqi Embassy, 377 Stewart Street, Ottawa and paying a fee of \$2.80. Businessmen should not rely on obtaining an Iraqi visa en route -- such as in London -- where they may encounter delays. A transit visa, which must be obtained prior to arriving in Iraq, is valid for five days. An entry visa is valid for 90 days, but if the stay exceeds 30 days, it will be necessary to apply for an exit visa before leaving Iraq. Visitors must register with the police for stays exceeding 14 days. To obtain a visa quickly, it is usually necessary to present an invitation from a state organization to visit Iraq. They will issue an invitation only when they have a specific need for discussions with a company. The Embassy cannot help in obtaining an invitation. If no invitation has been received, a visa can be granted but delays of up to three weeks can be expected.

Health

A smallpox inoculation is necessary, and inoculations for typhoid (TAB) and cholera are recommended. In Baghdad and other cities, the tap water is generally safe to drink although if it has not been filtered it may contain a considerable amount of silt. Health conditions are generally reasonable but visitors are advised to exercise normal prudence in the selection of places to eat and drink. It is advisable to avoid eating fish in mid-summer unless one can be sure that it is fresh. Visitors coming direct from cooler climates in mid-summer should be sure to drink plenty of fluid to avoid the risk of dehydration due to the extremely high temperatures and low humidity.

Travel and Customs

Businessmen should allow at least double the time they would in North America to accomplish their tasks. Travellers can expect to encounter difficult travelling conditions, such as fully-booked hotels and flights; airports and borders congested with undisciplined crowds; occasional nonhonouring of confirmed hotel reservations, as the demand for these services has mushroomed in recent years. Accordingly travellers on a general Middle East tour should ensure that their visit is well planned in advance and changes should be kept to an absolute minimum. For instance, flight reservations cannot be changed by telephone but must be done in person at the airline office.

The major international airports are situated at Baghdad and Basrah. No Canadian carrier flies to Iraq but connections with direct flights from major European cities are available virtually every day. Within the country, air, rail or road travel (by taxi, hired car with driver, or bus) are all feasible. Iraq's rail network is extensive and comfortable, and arterial roads in acceptable condition connect the major cities. Rental cars are available but for travel within cities it is advisable to use taxis because of parking difficulties, locating specific streets, offices, etc.

Personal effects, including one litre of alcohol, and either 200 cigarettes or $\frac{1}{4}$ kilo of tobacco are admitted duty free. Foreign magazines, newspapers and books are subject to confiscation on entry unless they have been cleared by censorship.

Public Holidays and Timing of Business Visits

Thursday afternoons and Fridays are weekly holidays in Iraq. A number of public holidays are observed, some of which are Moslem religious holidays which follow the lunar calendar and hence advance approximately two weeks per year on the Christian calendar. Below, Moslem holidays are marked with an asterisk and are approximate as they depend upon the sightings of the moon. They may vary by one or two days from the dates given. Official public holidays in Iraq are:

New Year's Day (Christian calendar)	January 1
*Ashura (10 Muharram)	January 2, (1977)
Army Day	January 6
Anniversary of 1963 Revolution	February 8
*Prophet's Birthday	March 4, (1977)
Nawrooz Day (New Year's Day on Iranian Calendar)	March 21
Labour Day	May 1
Republic Day	July 14
Baath Revolution Day	July 17
*Eid Al Fitr (3 days)	September 13, (1977)
*Eid Al Adha (4 days)	November 20, (1977)
*Hajirah New Year	December 24, (1977)

The Canadian Embassy is closed on the following days:

New Year's Day	January 1
Anniversary of 1963 Revolution	February 8
Easter Sunday	April 10
Labour Day	May 1
Canada Day	July 1
Baath Revolution Day	July 17
Eid Al-Fitr	September 14
Eid Al-Adha	November 22
Eid Al-Adha	November 23
Christmas Day	December 25
Boxing Day	December 26

Hours of Business

Friday is the weekly holiday when all government offices and business concerns are closed. A few Christian-owned firms are closed on Sunday. A number of government offices now start and finish half an hour earlier than the times listed below:

Government Offices

Summer - 8:00 a.m. to 2:00 p.m. Saturday to Wednesday
 8:00 a.m. to 1:00 p.m. Thursday
Winter - 8:30 a.m. to 2:30 p.m. Saturday to Wednesday
 8:30 a.m. to 1:30 p.m. Thursday

Stores and Business Offices

Summer - 8:00 a.m. to 2:00 p.m. Saturday to Wednesday
 and 5:00 p.m. to 7:00 p.m.
 8:00 a.m. to 1:00 p.m. Thursday
Winter - 8:30 a.m. to 2:30 p.m. Saturday to Wednesday
 and 5:00 p.m. to 7:00 p.m.
 8:30 a.m. to 1:30 p.m. Thursday

Banks

Summer - 8:00 a.m. to 12:00 p.m. Saturday to Wednesday
 8:00 a.m. to 11:00 a.m. Thursday
Winter - 9:00 a.m. to 1:00 p.m. Saturday to Wednesday
 9:00 a.m. to 12:00 p.m. Thursday

Canadian Embassy

Summer - 7:30 a.m. to 1:30 p.m. Saturday to Wednesday
 7:30 a.m. to 1:30 p.m. Thursday (skeleton staff)
Winter - 7:30 a.m. to 2:30 p.m. Saturday to Wednesday
 8:00 a.m. to 1:30 p.m. Thursday (skeleton staff)

Appointments

Government officials do not accept advance appointments. All appointments are made after arrival of visitors in Baghdad. Visitors should bear in mind that it is difficult even after their arrival to obtain immediate appointments with key officials. And it is recommended that visitors be prepared to spend at least three to four days when visiting Iraq. It should also be noted that there are frequent reorganizations and changes of ministries' personnel.

Tipping/Cost of Living

Taxis: As fare from the airport has been fixed at ID. 1.500, a 10 per cent tip can be given. Otherwise tips are not usually given as all fares are negotiated. Taxis are fairly plentiful and can be rented at approximately ID 2.000 per hour. This can be arranged through the hotel. A reasonable fare from a downtown hotel to the Canadian Embassy is ID 1.000.

Air Porters: 50 - 100 fils per bag

Restaurants: 10 per cent of the bill unless a service charge is included.

Hotels

Businessmen have frequently heard about the extremely high costs and nonavailability of hotels in the Middle East. Baghdad hotel costs are reasonable, and a single room with bathroom in a first class hotel costs approximately eight to 10 dinars (\$30-\$35). Meals will cost from five to seven dinars daily, with alcoholic drinks somewhat more expensive than in Canada. Until the spring of 1977 it was almost impossible to obtain adequate accommodations in Baghdad without booking well in advance, and there was no guarantee that a room would in fact be available on arrival. With the opening of several small first class hotels in 1977 and a reduction in the number of business visitors, the situation has improved. However it is still extremely difficult to get good accommodations from mid-September to mid-October as the Baghdad International Fair takes place October 1 to 15 each year. Confirmation of a room usually requires a personal visit to the hotel, or a letter or deposit from the Embassy guaranteeing payment against nonarrival of the visitor.

There are no deluxe hotels in Iraq although a number are planned for the future. First will be the Melia Hotel which will open in 1979. Following is a list of hotels and restaurants and their approximate classifications.

<u>Hotel</u>	<u>Tel:</u>	<u>Address</u>	<u>Telex</u>
Dar Al-Salam	96151	Sa'doon Street	2101 IK
Al-Abassi Palace	93938	" "	2318 IK
Baghdad Hotel	89031	" "	2200 IK
Khayam	96176	" "	2429 IK
Ali Baba	92396	" "	
Andalos Palace	96145	" "	2172 IK
Orient Palace	90911	Masbah	
Al-Mansur Hotel	5520655	Al-Mansour	
Al-Aghadir	8886604	Sa'doon Street	

2nd Class

Ambassador	86105	Abu Nawas Street	
Diwan	89961	Sa'doon Street	Dhtel
Tigris Palace	87624	Sa'doon Street	Tigris Otel
Beau Rivage	95098	Abu Nawas Street	Rivagtel
Sahara	90003	Nidhal Street	Saratel
Ara House	96421	Masbah	
Cazablanca	91707		
Ramsis	8882160		

3rd Class

Akad	92376	Nidhal Street	Akad Hotel
Ashur Banibal	92391	Sa'doon Street	Ashur Banibal
Carlton	96091	Aqaba Ben Nafie' Sq.	Carlo Hotel
Atlas	89558	Sa'doon Street	Atlas Hotel
Rumaila	92058	Sa'doon Street	
St. George	95121	Nidhal Street	St. George Hotel
Adam	92381	Sa'doon Street	Dam Otel

4th Class

UR	84156	Abu Nawas Street	UR Hotel
Gilgamish	96051	Sa'doon Street	
Hatra	90039	Agaba Ben Nafie' Sq.	
Opera	93008	" " "	Opera Hotel

<u>Hotel</u>	<u>Tel:</u>	<u>Address</u>	<u>Telex</u>
<u>Basrah</u>			
Shatt-Al-Arab Ur Hotel			
<u>Kirkuk</u>			
Railway Rest House			
<u>Mosul</u>			
Station - Idara al-Mahalia			

The best known Baghdad restaurants are:

Candles Restaurant (Mataam Al-Shemouh),
Tourism Administration Building
Saadoun Street

Farouq Restaurant
Mansour (beside fairgrounds)

Lanterns (Fawaneese),
Saadoun Street

Pine Palace (Qasr Al-Showbar)
near Al-Fateh Square

Golden Plate Restaurant (Al-Ena Al-Dhehebee)
Abu Nawas Street

Mataam al Mataam
Saadoun Street

Strand Restaurant
Saadoun Street

Clothing

During the summer months tropical, lightweight clothing is essential, e.g. cotton shirts, socks, etc. From the end of October to mid-April medium weight clothing is recommended although warm clothes are particularly useful in January when buildings are sparsely heated. A raincoat or light topcoat is suggested for this period. Dress requirements are fairly conservative. Entertaining during the evening requires suit and tie even during the extremely hot summer. Suits and ties should also be worn for meetings with senior officials, however more casual dress is acceptable during summer for other meetings.

VII. SERVICES FOR EXPORTERS

Export Development Corporation

Of vital importance to Canadian businessmen is the Export Development Corporation (EDC), a Crown Corporation that reports to Parliament through the Minister of Industry, Trade and Commerce. Its purpose is to encourage, facilitate and develop Canadian export trade by providing credit insurance, guarantees, loans and other financial assistance to enable exporters to meet international competition.

The main functions of EDC are:

1. to insure the Canadian exporter against nonpayment due to credit or political risks beyond the control of either the exporter or the buyer 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, the licensing or sale of patents, trademarks, copyrights, etc.
2. to issue appropriate guarantees to chartered banks or to any person providing nonrecourse supplier financing in respect of an export sale. Guarantees may also be issued in connection with a loan made to a foreign buyer for the purchase of Canadian goods and services;
3. to finance foreign buyers of Canadian capital goods and related services when extended credit terms are necessary and are not available from commercial lenders. Major engineering and other technical services (but not feasibility studies) may be financed, even when such sales are not related to the export of goods;
4. to insure Canadian investments abroad against non-commercial risks such as loss through confiscation, expropriation, war or revolution or the inability to repatriate capital or earnings.

For further information on EDC services contact:

EXPORT DEVELOPMENT CORPORATION
Head Office
110 O'Connor Street
Ottawa, Ontario
K1P 5T9

Tel: (613) 237-2570
Telex: 053-4136

EXPORT DEVELOPMENT CORPORATION
Eastern Region
Lock Box 124
Tour de la Bourse
Montréal (Québec)
H4Z 1C3

Tel: (514) 866-4796

EXPORT DEVELOPMENT CORPORATION
Ontario Region
Suite 2011
145 King Street West
Toronto, Ontario
M5H 1J8

Tel: (416) 364-0135

EXPORT DEVELOPMENT CORPORATION
Western Region
P.O. Box 49024
The Bentall Centre
Vancouver, British Columbia
V7X 1C4

Tel: (604) 688-8658
Telex: 045-4284

Federal Export Programs and Services

To further its export development objectives, the Department of Industry, Trade and Commerce administers two trade promotional programs, namely:

- a) The Promotional Projects Program (PPP) in which the department plans and implements the projects; and
- b) The Program for Export Market Development (PEMD) in which the initiative rests with Canadian companies operating either individually or collectively (for details see PEMD brochure).

Through the PPP, Canadian trade fairs abroad, trade missions and trade visits are initiated, organized and implemented by the department. The range of these activities includes participation in international trade fairs, solo shows and in-store promotions; the organizing of technical seminars and trade missions abroad; and the sponsoring of foreign visits to Canada to stimulate the sale of Canadian products in various export markets. The department also provides promotional publicity and specially designed exhibits for the trade fair participants. Missions and technical seminars vary in type depending on the objective. In general, outgoing missions are used for market investigation, evaluation and identification of technical market access problems. Incoming missions are designed to invite foreign government or company representatives, who can influence buying, to inspect the industrial capacity and technical capabilities of Canadian firms and the products and services they can supply. Technical seminars are used to acquaint potential buyers with Canadian expertise and technology in specific fields as a basis for joint ventures and/or sales of Canadian products and services. Using the Trade Visitors section of the PPP, the department is able to take advantage, on short notice, of export market opportunities by bringing foreign government trade representatives, buyers and export-oriented trainees to Canada.

In contrast to the PPP projects, proposals under PEMD are made by Canadian industry rather than the government. Through PEMD, the department makes repayable loans to individual companies to cover costs in developing export business which, because of the risks involved, might otherwise discourage such initiatives. There are several sections in PEMD each of which is designed to deal most effectively with a particular market in terms of the regions, products or services and marketing techniques concerned. In all sections, companies are encouraged to develop self-sustaining export markets for their products.

Section "A" deals with Canadian participation in capital projects abroad; Section "B" with the export of Canadian products and services; Section "C" with participation in trade fairs outside Canada; Section "D" with the bringing of foreign buyers to Canada; and Section "E" with the formation of export consortia.

REGIONAL OFFICES

IF YOU HAVE NOT PREVIOUSLY MARKETED ABROAD, CONTACT ANY REGIONAL OFFICER OF THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE AT THE ADDRESSES LISTED BELOW.

NEWFOUNDLAND 210 Water Street
St. John's, Newfoundland Tel: (709) 737-5511
A1C 1A9 Telex: 016-4749

NOVA SCOTIA Suite 1124, Duke Tower
5251 Duke Street, Scotia Square
Halifax, Nova Scotia Tel: (902) 426-7540
B3J 1N9 Telex: 019-21829

NEW BRUNSWICK Suite 642, 440 King Street
Fredericton, New Brunswick Tel: (506) 452-3190
E3B 5H8 Telex: 014-46140

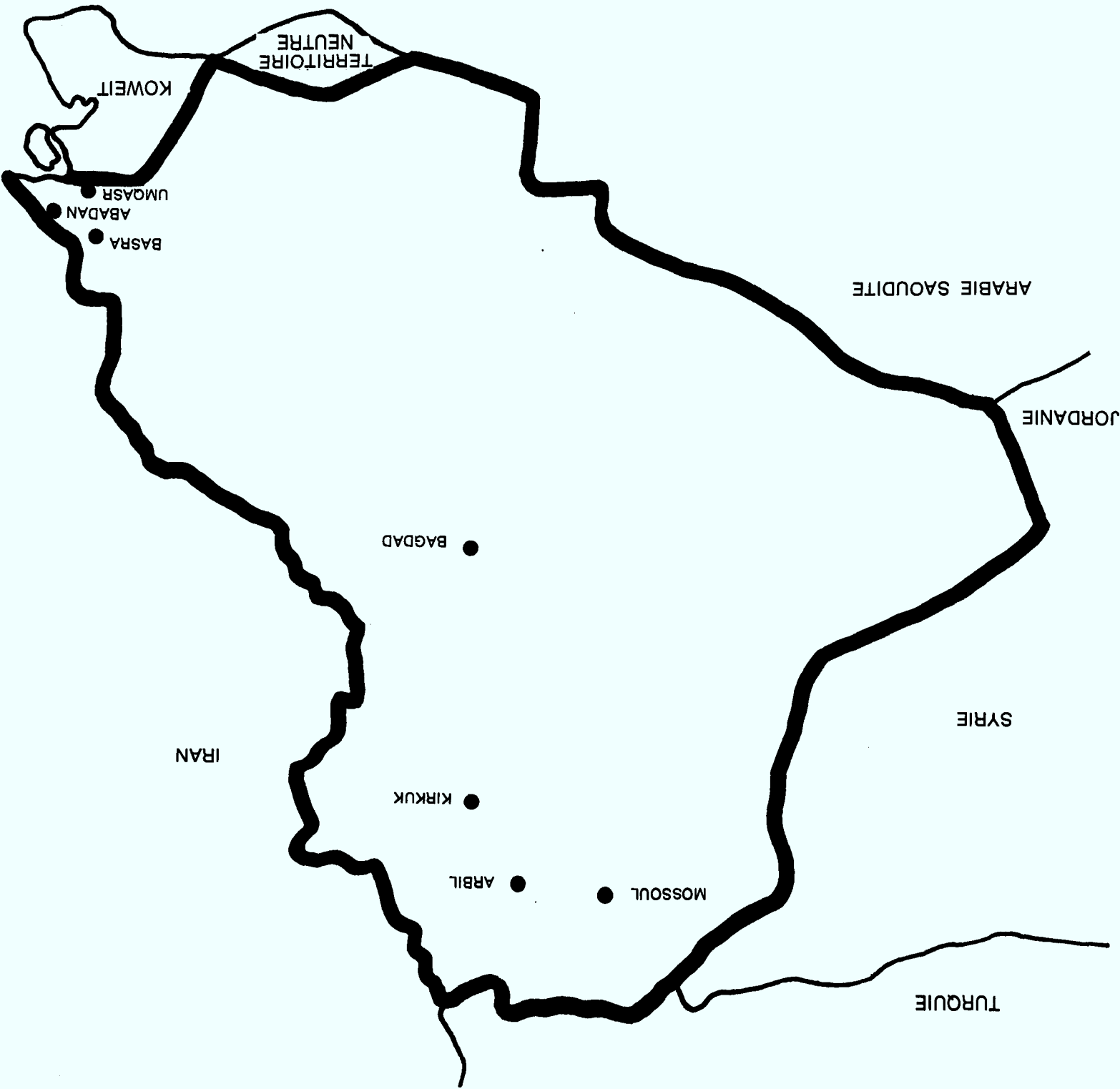
PRINCE EDWARD ISLAND P.O. Box 2289
Dominion Building
97 Queen Street
Charlottetown
Prince Edward Island Tel: (902) 892-1211
C1A 8C1 Telex: 014-44129

QUEBEC Bureau 2124, Place Victoria
C.P. 257, Tour de la Bourse
Montréal (Québec) Tél: (514) 283-6254
H4Z 1J5 Téléx: 055-60768

Suite 620, 2, Place Québec
Québec (Québec) Tél: (418) 694-4726
G1R 2B5 Téléx: 051-3312

Région de l'ouest du Québec
5e étage
150 rue Kent
Ottawa (Ontario) Tél: (613) 996-1218
K1A 0H5 Téléx: 053-4124

ONTARIO	Commerce Court West 51st Floor P.O. Box 325 Toronto, Ontario M5L 1G1	Tel: (416) 369-3711 Telex: 065-24378
	Eastern Ontario Region 5th Floor 150 Kent Street Ottawa, Ontario	Tel: (613) 996-1216 Telex: 053-4124
MANITOBA	Suite 1104 Royal Bank Building 220 Portage Avenue Winnipeg, Manitoba R3C 0A5	Tel: (204) 985-2381 Telex: 075-7624
SASKATCHEWAN	Room 980 2002 Victoria Avenue Regina, Saskatchewan S4P 0R7	Tel: (306) 569-5020 Telex: 071-2745
ALBERTA NORTHWEST TERRITORIES	500 Macdonald Place 9939 Jasper Avenue Edmonton, Alberta T5J 2W8	Tel: (403) 425-6330 Telex: 037-2762
BRITISH COLUMBIA YUKON	P.O. Box 49178 Suite 2743 Bentall Centre, Tower III 595 Burrard Street Vancouver, British Columbia V7X 1K8	Tel: (604) 666-1434 Telex: 04-51191



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