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markets
for canadian
exporters

ALGERIA

MARKETS FOR CANADIAN EXPORTERS

ALGERIA



Government
of Canada

Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce

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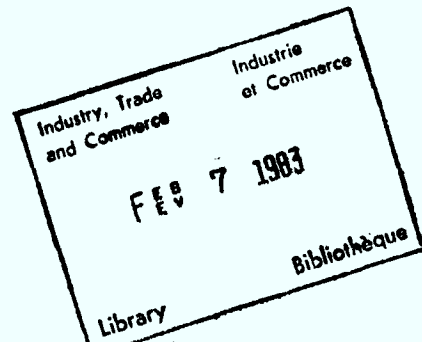
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I. GENERAL



Geography

Algeria forms part of the Maghreb region of North Africa. Its immediate neighbours are Morocco and Tunisia. It is the second largest country in Africa: 2,380,000 km² (approximately one-third the size of Canada) but most of the land is either desert or semi-desert. The remainder, some 300,000 km² includes a 1,200 km coastal zone (the Tell) overlooking the Mediterranean and high plateaus formed by two chains of the Atlas Mountains divided by fertile plains and valleys.

Major cities are Algiers (population 2.3 million), Oran (800,000), Constantine (600,000), Annaba (250,000) and Setif (150,000). Two large coastal industrial areas are now being developed: Arzew, near Oran, and Skikda, just west of Annaba.

History

The country was first settled by the Berbers. Over the centuries, however, it became a thoroughfare for a number of conquerors: Phoenicians, Carthaginians, Romans, Vandals, Byzantines, Arabs, Turks, Spanish and, finally, the French. The Arab and Islamic cultures have had the greatest influence on the Algerian people.

In 1962, after 130 years of French occupation, Algeria obtained political independence.

Government Organization

Algeria is a socialist republic administered by a civil government which exercises its functions under the authority and control of a president, assisted by a council of ministers. The Popular National Assembly, first elected in 1977, acts in an advisory capacity at the national level. There is only one political party, the National Liberation Front (FLN), whose function is to encourage, control and complement the administrative body.

Algeria is divided into 31 political and administrative districts called Wilayas. These are further subdivided into communes or dairas. The Wilayas are: Adrar, El-Asnam, Laghouat, Oum El Bouaghi, Batna, Bajafa, Biskra, Béchar, Blida, Bouira, Tamanrasset, Tebassa, Tlemcen, Tlaret, Tizi Ouzou, Alger, Djelfa, Djel, Sétif, Safda, Skikda, Sidi Bel Abbes, Annaba, Guelma, Constantine, Médéa, Mostaganem, M'sila, Mascara, Ouargla, Oran.

Population

The population is estimated at about 18.2 million (1978). The birthrate of 3.2 per cent annually is one of the highest in the world. More than 60 per cent of the population is less than 20 years of age and some 50 per cent lives in the countryside. The ethnic origin is mainly Berber (Kabyles and other groups) and Arab.

The Canadian colony in Algeria numbers about 1,000, most of whom are employed by Canadian or international companies.

Religions and Languages

The official language is Arabic. The only foreign language used in business and government circles is French. English is rarely used.

The state religion is Islam, practised by the bulk of the population. Other religions are accepted and respected.

Climate

Mediterranean and temperate, at least in the coastal region. Winters are relatively humid and cool, averaging about 10° to 15° Celsius. Summers are hot and dry, (25° to 30° Celsius). At higher altitudes the climate is cooler. In desert areas there is a pronounced difference between day and night temperatures in all seasons.

Local Holidays and Business Hours

Two legal holidays (January 1 and May 1); three national holidays (June 19, July 5 and November 1) and five Moslem holidays, the dates of which vary from year-to-year according to the lunar calendar (approximate dates in 1978: February 25, September 5, November 11-12, December 2 and December 11).

The Moslem fast, Ramadan, also varies from year-to-year. During this 28-day period Moslems must abstain from certain activities, such as smoking, eating and drinking between sunrise and sunset. Most of the restaurants and cafes (except for hotels catering to an international clientele) are closed during the day. The beginning of Ramadan advances 10 days each year (from August 5 to September 5 in 1978). Business slows down during this period which is not a good time for negotiations.

Business hours are generally from 8 a.m. to 5 p.m., with an interruption of an hour or two for the noonday meal. During the summer and Ramadan, however, a number of local firms adopt a system of continuous business hours, beginning later in the morning and finishing earlier in the afternoon without a break for the noon meal.

It is important to note that businesses are closed on Thursday afternoons and all day Friday. Saturday and Sunday are working days. The Canadian Embassy is closed Saturdays.

Weights and Measures, Electricity

The metric system is used. Electric current is usually 220 volts/50 Hertz, but some parts of the country still have 110 volts/50 Hertz. Electrical outlets are the European type.

Time Zone

Greenwich Mean Time plus one hour is used throughout the country except in summer, when the difference is two hours.

Currency

The monetary unit is the dinar, available in coins of 1 and 5 dinars and in banknotes of 5, 10, 50, 100 and 500 dinars. The rate of exchange fluctuates from month-to-month.

II. ECONOMY AND FOREIGN TRADE

Economic Organization

Algeria's gross national product (GNP) now amounts to some 25 billion dollars — about \$1,383 per capita. On the basis of its production and potential, Algeria is in a relatively advanced stage of development compared with other third world countries.

The economy is highly socialized. The public sector controls the mining of resources, primary production and a large part of secondary production, as well as import and export trade. It provides more than 90 per cent of the country's investment capital. The private sector is limited to textiles, leather, small industry and construction companies, professional services and retail business. Prices, salaries and interest rates are controlled by the state.

In 1966, the Algerian government initiated an intensive four-point development policy, the aims and anticipated results of which may not have been equalled elsewhere in the world. These were: (a) rapid construction of large industrial units for processing natural resources locally, along with an industry for providing import substitutes; (b) sweeping structural reforms intended to socialize industrial and agricultural activities; (c) an accelerated education program and (d) consumer austerity.

As a result of this policy production units — some of which are among the largest in the world — have already been constructed or are in the planning stages (plants for processing and liquefying gas, oil refineries, iron-smelting plants, aluminum works, mechanical and electrical construction). Approximately 50 per cent of the revenue obtained from the public sector has been allocated for industrial investment. Growth in savings is now double that of consumption and the overall economic growth at constant prices has improved by more than 10 per cent over the last few years.

Algeria's strategy in its industrial development depends primarily on its revenue from hydrocarbons. In 1978, 96 per cent of foreign currency revenue, 45 per cent of the government's revenues and 25 per cent of the GNP came from the hydrocarbon industry. This revenue is obtained initially from crude oil exports, but revenue increases centre on liquefying Algeria's large natural gas resources (fourth in the world after Russia, Iran and the United States).

Eighty per cent of investment financing is provided by the country's savings, particularly those of government. Larger and larger amounts must be covered, however, through loans by government and state-owned corporations, on international banking markets and by credit from suppliers. Government loans in the form of development aid are limited.

Development Programs

The government produces programs every three or four years. The most recent covered the period 1974-1977, in which it established development priorities. Investments of \$25.7 billion were provided for, a sum eight times the amount of the preceding four-year program. Some 44 per cent of this money was to be spent on industry (including hydrocarbons), 15 per cent on agriculture, 14 per cent on infrastructure, 13 per cent on social services and nine per cent on education. Ninety per cent of the program has apparently been carried out, although agriculture, irrigation, education, social services, transport and housing are somewhat behind schedule. Government investment slated for 1978, the year scheduled for consolidation of the preceding program, was in the order of \$12 billion. The new program is slated to start in 1981.

As a general rule all industrial projects set up with a foreign partner as supplier of equipment, contractor or technical adviser must first be included in the government program, then approved by a procedure known as "individualization".

Oil and Gas

Algeria has proved reserves of 1,023 million tonnes of oil and 3,000 billion cubic metres of natural gas. In 1976, the country produced 50 million tonnes of oil, 9.5 per cent more than in 1975. Algerian production of liquid gas represents only a small portion of its exports (\$145 million in 1976), but growth in this area should be, by 1980, the keystone of all Algerian industrialization. If all projects now under way are successfully completed, Algeria will be exporting some 80 billion cubic metres of liquid gas annually by the beginning of the next decade. This would provide about the same revenue as the country now receives from crude oil exports. Almost five million tonnes of oil are refined locally, 80 per cent of which is for domestic use. Algeria also produces some 460,000 tonnes of fertilizer a year, 100,000 tonnes of nitric acid and 49,000 tonnes of ammonia.

Agriculture

There have been profound structural reforms in agriculture since independence. Of the nine million hectares of arable land, 1.5 million have been redistributed among 500,000 or so small farmers who make up some 650 co-operatives. The agricultural economy depends mainly on grain (3.0 million tonnes in 1976), including hard (durum) wheat (1.2 MT), soft wheat (150,000 MT), and barley (1 MT); and also on wine, citrus fruit, dates and olive oil. Tobacco, cotton, beets and alfalfa are also cultivated.

Livestock is composed of approximately one million head of cattle. Only one per cent of the country's surface is covered by forest, the main wood product being cork-oak. A large reforestation program is now under way to create an east-west green belt five to 20 kilometres wide along the edge of the Sahara Desert.

In spite of investments and structural reform, agricultural production has barely been able to hold its own during the last few years. The government spends almost one-third of its oil export revenue on importing foodstuffs.

Mines

Algeria has large mineral resources, especially iron, phosphates, mercury, lead, zinc, copper and barium oxide. The Sahara region of Hoggar may contain large unexplored deposits, including veins of uranium and asbestos. Mining production in 1976 amounted to 2.7 million tons of iron ore, 0.8 MT of phosphates, 32,000 bottles of mercury, a little zinc, barium oxide, marble, etc. In the past few years the Algerian government has spent up to \$50 million annually on exploration.

Industry

Industrial production (excluding hydrocarbons) amounts to about \$2 billion annually; 32 per cent from heavy industry, 31 per cent from food and agriculture, 15 per cent from textiles and leather. The public sector now accounts for more than 70 per cent of such production, and the percentage is increasing. In 1977 it controlled more than 300 industrial units, the majority of which were constructed during the previous two or three years. The largest investments in the 1974-77 program were in hydrocarbons (\$5 billion), iron and steel (\$1.5 billion), mechanical and electrical construction (\$1.5 billion), building materials (\$1 billion) and chemical (\$1 billion).

Among the major achievements are: four refineries; several plants for processing and reinjecting natural gas; four liquid gas factories; a methanol plant; two liquid ammonia plants; an

ethylene plant; an increase in the iron and steel industry's production capacity of up to 2 million tons of steel; a direct reduction factory and several flattening-mills; a number of cement works; a mechanical construction factory (tractors and engines); a plant for manufacturing household utensils; and a radio-TV factory. These new industries are all large, integrated and technologically advanced.

Infrastructure

Algeria possessed excellent infrastructure upon receiving its independence. Subsequent improvements to the infrastructure have been concentrated mainly in the area of services required for the country's industrialization program: oil ports, railroad expansion, improvements in telecommunications, and the acquisition of a merchant marine fleet (particularly for transporting hydrocarbons).

The country has approximately 80,000 km of roadway, 30,000 of which are paved; 4,000 km of railroad (one line crossing the country from east to west); eight seaports; an extensive network of supply lines from the oil and gas fields in the south to Algiers, Arzew and Skikda, and six international airports, two of which are in the south. Transportation is controlled almost exclusively by the public sector. Heavy trucking is handled by the Société nationale des transports routiers (SNTR), the railway by the Société nationale des chemins de fer algériens (SNTF), air transport by Air Algérie and shipping by the Compagnie nationale algérienne de navigation (CNAN).

The communications system is also state controlled, under the jurisdiction of the Ministère des postes et communications (PTT). The network includes a satellite relay ground station, wireless beams and coaxial cables. Algeria has an estimated 240,000 telephones and 100,000 television sets.

SONELGAZ, a state-owned corporation, is responsible for providing hydro-electric power and gas. Present electrical power is estimated at 1,440 MW, with a 17 per cent annual increase in production. Some 20,000 million thermal units of gas were piped to more than 300,000 customers in 1977. About 90 per cent of electricity production is provided by gas-powered thermal generators.

Foreign Trade

Algeria has traditionally had a balance-of-trade deficit (services and merchandise) — \$1.5 billion in 1976, \$2.5 billion in 1977 — except in 1974, when there was a surplus of about \$200 million. The deficit is balanced largely (almost 75 per cent) by bank loans and credit from suppliers.

The domestic market is in the order of \$9 billion per year (imports in 1978), the lion's share, although rapidly declining, is from France (\$1.4 billion in 1976, or 27 per cent), West Germany (\$800 million, 15 per cent) and the United States (\$660 million, 12 per cent). Italy, Japan, Britain and Spain are also major suppliers.

Algerian exports (\$8.1 billion in 1979) include crude oil and gas related products (96 per cent). Other major exports include wine and citrus fruit and mined products. They are shipped to the United States (42 per cent in 1976), West Germany (17 per cent), France (14 per cent) and Italy (nine per cent). Algeria has a favourable balance of trade with the United States, a more-or-less equal trade balance with West Germany and Italy, but an unfavourable balance of trade with France, Japan and Spain. The volume of trade with Eastern European countries is small (approximately seven per cent, two per cent of which is with the U.S.S.R.)

Trade with Canada

Canadian exports to Algeria represent approximately two per cent of Algerian purchases. In 1979, our exports totalled \$214 million, as opposed to \$160 million in 1978. In addition, Canada has a number of service contracts which are not included in trade statistics. Algeria is Canada's largest market in Africa.

Main Canadian exports to Algeria are: wheat, milk, barley, rapeseed, lumber, metal fabricated, oil and gas machinery, prefabricated buildings.

The sole Algerian product which Canada imports is crude oil (\$87 million in 1979).

A dozen Canadian companies are permanently represented in Algeria; most of which work on contracts for technical assistance.

III. DOING BUSINESS IN ALGERIA

Markets for Canadian Exporters

The Algerian market is interesting for Canadian companies in several ways. Imported products have a high technological content and "product in hand" projects as well as works and service contracts are extremely large. They are concentrated in areas in which Canada is most familiar: hydrocarbons and petrochemicals, primary industry, building materials, transportation and communications infrastructure, all of which are excellent markets for spare parts and equipment. Finally, the Algerian government has a policy of diversifying its sources of supply.

Penetrating the Algerian market is not easy. Local companies usually deal only with foreign partners who have succeeded in gaining their confidence through personal visits and in maintaining close contacts thereafter. It is often necessary to have had previous international experience and to invest considerable sums of money to open a market outlet: but the contracts are large.

The following areas appear to be of particular interest to Canadian companies:

- Agricultural products: hard (durum) wheat, soft wheat, barley, meat, potatoes, eggs, butter, powdered milk, oilseeds.
- Industrial chemical products: pharmaceutical products; steel; non-ferrous metal in wires, cables and rods; coke; iron; asbestos; all-wood products; pulp and paper; certain building materials.
- Industrial equipment: especially for processing; hydrocarbons; iron and steel; mining; processing plastics; and agricultural products; equipment for education and health services; transportation and communications.
- Services: design and construction of industrial plants; management and technical training for government organizations and state-owned corporations; projects involving the economic infrastructure, especially railway transportation; telecommunications; production and transmission of electricity; and the social infrastructure, urban planning and water treatment; health and occupational training; and agricultural projects.

Import and Distribution Methods

Foreign trade is strictly regulated and imports are largely controlled by the government.

About 20 state-owned corporations share state monopolies on importing. These corporations are parapublic organizations which operate autonomously but under the jurisdiction of a government department.

Other state-owned corporations and government bodies may also import directly by previous arrangement with a monopoly-holding company. A list of the major monopoly-holding companies is included in the appendix.

Statute 78-02, passed by the Assemblée populaire nationale on February 11, 1978, stipulates that contracts and transactions involving the importing and exporting of products, goods and services of any kind whatsoever are under the exclusive control of the state. The new legislation forbids private importing and exporting.

Calls for Tenders

Any purchase or procurement of services from a foreign country by government or paragonovernmental bodies such as a state-owned corporation involving more than 50,000 dinar (\$15,000) requires that an international call for tenders be published or, in some cases, sent directly to a number of pre-qualified companies. The procedures to be followed in the publication of such calls for tenders, deadlines, and the way in which tenders are to be submitted are regulated (Ordinance 67-50 of June 17).

Calls for tenders are published in the Algiers daily El Moudjahid, 20, rue de la Liberté, Alger, Telex ELMO, Presse 52-952 and, where justified, in the international press. Restricted calls for tenders are sent directly to companies which have made contacts by writing, but more especially by personal visits.

The conditions of a contract may be obtained at the address given in the published notice, often for a fee of between \$25 and \$100. Deadlines for submitting tenders are short — it is imperative that interested companies obtain the documents and prepare bids quickly. In rare cases, a deadline may be extended on request.

Bids must be prepared according to instructions given in the conditions of contract. Conditions of a contract are prepared according to strict regulations which must be met by the organization issuing the call for tenders. The selection of a bid must be reviewed and approved by an inter-departmental commission known as the commission des marchés.

The Trade Section of the Canadian Embassy sends the most interesting calls for tenders to the Department of Industry, Trade and Commerce in Ottawa, or directly to Canadian companies which have shown interest. In exceptional cases, the Trade Section may also help in obtaining and handling the conditions of contract and in the preparation of bids.

“Product-in-Hand” Industrial Projects

Much of the equipment and services which Algeria buys is for large industrial projects designed, constructed and put into operation by a foreign partner. A “product-in-hand” project differs from a turnkey project in that the Algerian client requires guarantees concerning the operation of the industrial unit as well as for its construction.

It is essential in such cases that the foreign group assume responsibility for the project. Such a group may be a consortium, a business firm, a supplier of equipment or an engineering-consulting firm. An important aspect is that the group becomes the prime contractor for the project. If necessary, it may sub-contract various phases of construction.

Negotiations are always lengthy, and personal contact is essential. It must be remembered that state-owned corporations, the major clients, rarely correspond with bidders and seldom reply to letters. It is therefore necessary to travel a fair amount. Contracts must be carefully drawn up. It is becoming increasingly important to include a detailed section on technical training during the early stages of operation, as well as a financing program.

Contracts

Algerian law requires that a contract be signed with a foreign partner when the transaction amounts to more than 100,000 dinars. A contract does not take effect until it has been approved by all bodies concerned, especially the Ministère des finances (FINEX) for the transfer of foreign currency funds. The clauses of the contract, particularly for works and services, must be carefully studied to anticipate as much as possible the problems which may arise in interpreting and fulfilling the contract terms. The problems most frequently encountered include: the high cost of living for on-site working parties, delays in getting material cleared through Customs and a certain amount of bureaucratic red tape in obtaining approvals and permits.

Local Representation

Some foreign companies maintain liaison offices in Algiers which have neither legal status nor tax obligations but allow the companies to keep one or more employees on-site on a more or less permanent basis. These employees are subject to Algerian income tax laws with respect to their salaries. Although this is an expensive procedure, it is sometimes necessary in order to ensure a certain continuity in business contacts.

The official buying policy of Algerian state-owned corporations and governmental bodies is not to rely on the services of agents or middlemen — Algerian or foreign — but to purchase supplies directly from the producer. All contracts signed with foreigners must contain a declaration by the seller to the effect that no commission has been paid to a person acting as an agent or middleman. However, this policy does not seem to apply to international trading houses whose services may be required or accepted in certain specific cases, such as consolidation of stock, formation of a sales consortium, customer services or emergency provision of foodstuffs. Nor does the declaration seem to exclude the use of a local business agent for such services as interpreting, preparation and routing of conditions of contract, legal advice and arranging meetings. In such cases the foreign supplier is billed directly with no sales commission involved.

Quoting Prices

Foreign bids may be made in dollars or any other convertible currency. The call for tender specifies whether prices must be quoted in f.o.b., c.i.f. or both. It is strongly recommended to include a clause to the effect that all taxes are extra in the case of bids for service contracts. If a contract involves expenditures by the foreign supplier in Algerian dinars, such expenses are usually billed and paid for in that currency.

Sea and Air Services

Three shipping companies have regular cargo service to Algeria:

Alexandria Shipping and Navigation Co.

— monthly service from Saint John, New Brunswick

la Compagnie algérienne de navigation (CNAN)

— monthly service from Montreal during the summer and from Saint John year round.

Black Sea-Canada Line

— monthly service from Toronto during the summer.

These and other shipping companies offer extra services if the volume justifies. Lloyd Intermodal Lines has a container service from Eastern Canada. Refrigerated goods as well as all cargo from the Canadian West Coast must be shipped via the U.S.

Because of the heavy port traffic and delays in Customs clearance, it is recommended that shippers have insurance which is valid until such time as the goods are cleared through Customs.

There are no free zones in the ports of Algeria. If merchandise has not cleared Customs within 15 days it is liable to a double tax (extended storage tax and a fixed-sum tax). Merchandise may be seized if not claimed within four months and 15 days, and sold if not claimed within eight months and 15 days.

There is no direct air route to Algeria. Shipments must be routed via major European cities such as Paris, London, Zurich, Brussels or Madrid.

Method of Payment

Purchases made by state-owned corporations and government bodies are at times payable on receipt of the documents, but credit from 60 to 180 days is frequently granted by international competitors. Because of bureaucratic delays letters of credit should be avoided, and it is rare for a state-owned corporation to accept them except for incoming shipments of perishable goods.

In the case of contracts for services, works or equipment for industrial projects or infrastructure projects, sales are usually tied to a financing offer covering a period of five, 10 or 15 years. Although Algerian state corporations have a reputation for meeting their financial obligations, payment in foreign currency may encounter bureaucratic delays, occasionally lengthy, particularly if they are not carefully followed up. The supplier should take such delays into account in his financial forecasting.

When shipping to private companies in Algeria you must ensure before shipment that the purchaser holds an import licence or visa.

Post Office, Telegraph and Telephone

It is usually possible, with delays of less than a day, to contact persons in Algeria by telephone or telex from Canada.

Air mail takes about 10 days, surface mail approximately one month.

Packages sent by mail must not exceed a volume of 25 cm x 30 cm x 10 cm and must not weigh more than three kilos. Otherwise, they must be sent by air freight. In all cases the contents and value must be clearly printed on the outside of packages to facilitate Customs clearance. A shipment notice must also be sent to the addressee.

Patents and Trademarks

Algeria follows the International Convention for Industrial Property. Patents are valid for a period of 20 years on condition that they be used within a certain period of time. Trademarks are valid for 10 years and are renewable.

Advertising and Information Services

Advertising is not widely used. It is possible, however, to place advertisements in local newspapers and magazines, and also in certain cinemas.

The best way to make your product known is by direct personal contact with the individuals responsible for purchasing in the state corporations involved.

Banking and Credit

The banking system is under government control. In addition to the Banque Centrale, which is responsible for issuing money, the control of exchange, credit and rebates, there is also the Banque Algérienne de Developpement (BAD), which supplies and manages medium and long-term investment loans, especially from foreign sources and three commercial banks which play an important role in the control of finances, obtaining international loans and selecting projects for state-owned corporations.

Each of these banks is given specific areas over which it has exclusive jurisdiction. The Banque Nationale d'Algérie for agriculture, agricultural products, textiles, wood, mines, processing metals and Air Algérie. The Banque Extérieure d'Algérie (BEA) for hydrocarbons, iron and steel works, building materials, paper, electricity and correspondence with foreign banks. The Crédit Populaire d'Algérie for regional business firms and regional governments, construction, transportation and tourism.

Foreign companies which have contracts in Algeria but do not have offices there must open a non-resident internal account (INR).

Trade Reciprocity

Although Algeria has not yet made extensive use of trade reciprocities in its international transactions, some companies may in fact be of assistance in placing Algerian products on foreign markets, either through their knowledge of international markets or within the framework of one of their business transactions with Algeria. Examples of the Algerian products suitable for export are: wine; fresh fruit and vegetables; canned fruit and vegetables; cork; olives and olive oil; phosphates; alfalfa paste; certain textiles; chemical and iron and steel products; and hydrocarbons.

Algiers Trade Fair

The Algiers International Trade Fair is held annually, in September. Some 40 countries, mostly from the West Bloc, participate. Canada's Department of Industry, Trade and Commerce participates in the fair each year. Additional information may be obtained from:

Trade Fairs and Missions Branch
Europe, Middle East and Africa Division
Department of Industry, Trade and Commerce
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 995-7334

Packages with a value of less than 60 dinars (\$15) may be imported duty free up to a maximum of 240 dinars per year.

Samples are generally admitted duty free, but it is necessary to include a pro forma invoice clearly indicating that the package has no commercial value. It is also necessary to make sure that the package does not contain any items of commercial value.

Publicity material and brochures may be liable to Customs duties unless they are sent as printed matter, in which case the contents and the name and address of receiving persons must be indicated on the package.

Whenever anything is mailed — especially in the case of bids for services — it is essential that the sender forward to the addressee or transport agent a notice providing all possible details concerning contents of the package, shipping date, value, and reference number of the bill of lading or air way bill.

IV. LAWS AND REGULATIONS

Foreign Exchange Regulations

There are certain regulations covering the transfer of dinars into foreign currency. Payment in foreign currency for the purchase of goods and services outside the country may be made only after approval from the Banque Centrale or, if such authority is delegated, from Algerian Commercial banks. The Direction des finances extérieures (FINEX) of the Ministère des finances is responsible for legislation in this field.

State-owned corporations are granted fixed amounts for purchase of equipment from foreign sources. Private buyers, however, may obtain an import licence only after the central bank has confirmed the availability of funds. Instalments, deposits and other payments made before the goods have been received must be "domiciled" (that is, registered) with a local bank before payment can be made. "Product-in-hand" contracts, contracts for services and works signed by state-owned corporations must also be approved.

Import Regulations

Most Algerian imports come under the control of the Ministère du commerce in one way or another; Centre national du commerce extérieur: COMEX (statute 74-12 and decree 74-14 of January 30, 1974).

Certain items are not allowed into Algeria. Others may be imported only after obtaining an import licence, which may be granted under the terms of an annual quota controlled by the Ministère du commerce. More than 80 per cent of imports, however, are controlled by state monopolies and government organizations under a system known as "Autorisation globale d'importation" (A.G.I.) (Blanket Authorization to Import). Under this system lump sums are granted to companies or organizations, making it possible for them to import for the purpose of reselling, for their own use, or for specific purposes, such as the construction of industrial projects.

Certain products may be imported duty free. Such imports, however, are controlled by regulations governing foreign exchange.

A Canadian exporter dealing with a state-owned corporation or government organization can assume that the purchaser has the power to import. In dealing with private importers, however, the exporter should make sure that the prospective client possesses an import licence.

Customs Regulations

Algeria has special Customs rates for countries which have granted it a "most-favoured-nation" (MFN) status. This includes Canada. The rates may be high — for example, luxury consumer products.

The Brussels Tariff Nomenclature is in use. Duty is calculated "ad volorem" c.i.f.

Documentation and Labelling

An invoice, a certificate of origin and a bill of lading (air or sea) are always required for the entry of goods to Algeria (see section on Import Regulations). Algerian Customs are most strict with regard to the proper completion of documents. Canadian exporters must be certain that documents are prepared correctly and sent off in time.

Invoices must be in duplicate, at least, and indicate in French, the list of goods, serial numbers, size, etc., quantity and price. If possible include factory price and c.i.f. or c.a.f. and the market contract number. Prices may be in dinars or foreign currency. The country of origin must be shown and the invoices signed. Errors in addition may be challenged by Customs authorities. Separate invoices must be prepared for each crate or package.

The certificate of origin may be under separate cover or attached to the invoice and must be signed by the sender. Certification by a consulate is not usually required.

The bill of lading must contain a description of the parcels, weight, size, import licence number if required, contract number, value of the merchandise, shipping costs, name and precise address of the addressee. A lading list describing the contents of each crate must be included. Metric measurements must be used.

Temporary Imports

The temporary importing of equipment duty free or at reduced rates may be arranged with the approval of Direction nationale des douanes. This procedure is often used by foreign companies which have service or works contracts in Algeria. A bank guarantee may be required.

Investment Regulations

The Algerian government exercises strict control over foreign investments in Algeria. Any creation or change of foreign capital requires authorization in advance. Some sectors such as hydrocarbons and natural resources are reserved for the state.

In practical terms, the only influx of foreign capital which is encouraged by the state is that made by minority stockholders (49 per cent) in a so-called mixed corporation in which control (51 per cent) is held by an Algerian state corporation. There are about 30 such corporations, half of which are concerned with supplying services for mining hydrocarbons. The others are in mines, the iron and steel industry, consulting services, civil engineering, and construction.

Taxation

The main direct taxes for companies are the tax on industrial and commercial profits (BIC) — 60 per cent — and the tax on non-commercial profits (BNC) — 24 per cent. Sales taxes are also

levied on the production and importing of goods and services; a single inclusive tax on production or importing of goods and services; a single inclusive tax, on production, of between 25 per cent and 150 per cent (T.U.G.P.) and a single inclusive tax of six per cent on the provision of services (T.U.G.P.S.).

Foreign suppliers who sign service contracts such as research or study are liable for a nominal tax of six per cent on the provision of services (T.U.G.P.S.) and, where necessary, must pay the social insurance benefits of local employees. One must be careful to negotiate a "plus all taxes"-type contract or anticipate the payment of such taxes or charges in the calculation of fees.

In any event, a tax adviser should be consulted before concluding a service or labour contract which involves providing for employees on the project site. The Canadian Embassy can supply advice in this regard.

According to Algerian law, Canadian employees staying in Algeria for a period exceeding three months and therefore possessing a "permis de travail" (work permit) and a "carte de séjour" (identity card) are affected by Algerian tax laws regarding personal income. Such persons must obtain a "permis de sortie" (exit permit) each time they wish to leave the country. This permit is granted only if taxes have been paid.

V. YOUR BUSINESS TRIP TO ALGERIA

How to Prepare

Before departure you must obtain an entrance visa and reserve a hotel room. Confirm appointments by letter, if not by telex. Prepare a sufficient quantity of advertising leaflets in French and Arabic.

The commercial section of the Canadian Embassy can be of great assistance in providing a preliminary list of prospective clients among Algerian organizations and state corporations. If advised of your visit well in advance, the Embassy is often able to set up a tentative program of appointments.

The problems which arise in business negotiations in Algeria stem largely from inadequate communication. Thus it is important to keep local Canadian Trade Commissioners advised of any follow-up action required after your initial contacts.

How to Get There

Frequent flights from Canada via London, Paris, Rome, Madrid, Brussels, Geneva and Zurich.

When to Go

September to June are the best months for conducting business. During August and the month of the observance of Ramadan commercial activities slow down, making negotiations difficult.

Bear in mind that Thursday afternoons and Fridays are holidays.

Entry Formalities

An entry visa is required for Canadian citizens and may be obtained from the Algerian Embassy, 435 Daly Avenue, Ottawa, Ontario. Tel: (613) 232-9453. Visa is valid for a stay not exceeding three months. An entry card must also be completed. It is provided on board the aircraft or on arrival in Algeria.

If you arrive from a contaminated area, proof of vaccination against cholera and yellow fever may be required.

Personal luggage, plus 200 cigarettes, or 50 cigars and one bottle of alcohol per person are admitted duty free.

Bringing in Foreign Currency

There is no limit on foreign currency. However, the total of all foreign currency and valuables in your possession must be declared on the form given you on reaching Algeria. The form must be completed carefully and kept up-to-date each time money is changed and must be surrendered when you leave the country. The responsible authorities may demand proof that you are actually exporting the amounts of money listed.

You may purchase dinars at the airport, banks or large hotels. Try to anticipate your requirements. Dinars in your possession when leaving the country are exchangeable to a maximum of 25 per cent of the total purchased. Cash in excess of the maximum may not be exported, but it is possible to have such monies held in reserve for a subsequent visit.

Large hotels accept travellers cheques. American Express and Diners' Club credit cards may be used in some hotels and with certain airlines.

Travelling in Algeria

You can ride by taxi from the airport to the centre of Algiers for about 50-60 dinars.

There is taxi service for travelling within Algiers. Some taxis are hooked up to a radio network. (Tel: 57-82-75 to 79 or 57-90-85 to 89). If you have several appointments, you are advised to arrange for a half-day or full-date rate (approximately 30 dinars per hour), as taxis are not always available on demand. Rental cars are available. The cost, including chauffeur, is approximately 360 dinars per day. Car rental organizations are:

ALTOUR, Unité centrale des transports
3, rue de l'Industrie
Hussein-Dey
Tel: 77-93-45 or 77-12-32

Algérie Auto Tourisme
5, rue Prof. Cortellet
Tel: 65-89-08

COOPEMAD
12, rue Emir Khaled
Bologhine
Tel: 57-85-75 to 79

Avis
109, Didouche Mourad
Algiers
Tel: 66-59-62

Africar
8, boul. Colonel Amirouche
Algiers
Tel: 63-45-03

Cars must be reserved several days in advance.

Air Algérie has regular flights from Algiers to Constantine, Oran, Tindouf, Bechar, Annaba, Ghardaia, Hassi Messaoud, El Golea, Tamanrasset, In Amenas, Adrar and Djanet. There are also convenient bus services throughout the country (Société nationale de transport des voyageurs (SNTV)).

Where to Stay

The three most comfortable hotels in downtown Algiers are the El Aurassi, the St-Georges and the Aletti. The El Aurassi is the most luxurious and most modern and by far the most expensive. The Aletti is often requisitioned for two or three months when the Assemblée Nationale Populaire Algérienne (Algerian Parliament) is in session.

The Albert ler and the Suisse are well-located but not elegant. The Ziri Hotel is near the airport and the Algiers Trade Fair site. The El Riad, the El Mannar, the Hôtel du Port and the Sables d'Or are located on the coast in a tourist area about 25 kilometres from Algiers. They are relatively comfortable, but rather difficult to get to and often fully booked during the summer season.

Tips are included in all prices, except for porters, who should be paid one or two dinars per bag.

Following is a list of hotel addresses and approximate rates for one night, single room:

El Aurassi (250 DA)
Boulevard Frantz Fanon
Tel: 64-82-52
Telex: 52475/6/7

St-Georges (100 DA)
24, av Souidani Boudjema
Tel: 60-87-77 — 60-81-86
60-82-04 — 60-84-21
Telex: 52484 (Closed for three years)

Aletti (100 DA)
Rue Hocine Asselah
Tel: 53-50-40
Telex: 52142

Albert ler (70 DA)
5, avenue Pasteur
Tel: 63-00-20 to 22

Suisse (70 DA)
6, rue Drouillet
Tel: 63-49-11

Ziri (100 DA)
Palais des expositions
Tel: 76-39-70

El Riad (95 DA)
Sidi Ferruch
Tel: 80-14-02

Hôtel du Port (95 DA)
Sidi Ferruch
Tel: 80-10-15 to 17

El Mannar (95 DA)
Sidi Ferruch
Tel: 78-34-11 to 13

Sables d'Or (95 DA)
Zéralda
Tel: 78-26-29

Where to Eat

All hotels have restaurants but the quality of the food varies from one hotel to the other and prices are often high. A selection of restaurants is listed below:

Downtown Algiers

El Baçour
1, rue P. Lumumba
Tel: 63-50-92

La Roue
Avenue DeBussy
Tel: 66-66-80

Le Cyrnos
64, rue Didouche Mourad
Tel: 63-47-26

La Bressane
37, boulevard Mohamed V
Tel: 63-95-27

La Colomba
115, rue Didouche Mourad
Tel: 64-39-02

Le Carthage
1, chemin des Glycines
Tel: 60-28-63

On the outskirts of Algiers:

El Djenane
Bouzaréa (22, rue des Deux piliers)
Tel: 73-48-17

Le Bon Canard
Dely Ibrahim
Tel: 81-17-08

Auberge du Moulin
Cheraga
Tel: 81-10-73

Tips are usually included in the bill. Imported alcoholic beverages are expensive. For example, a glass of whiskey at the bar of the Aurassi costs 60 Da or \$15.00.

VI. SERVICES FOR EXPORTERS

Export Development Corporation

The Export Development Corporation is a commercially self-sustaining enterprise of the Government of Canada. It provides services to facilitate and expand Canadian export trade and create employment at home by providing insurance, guarantees, long-term loans and other services necessary for Canadian exporters and/or investors to compete in international markets. Similar facilities are provided by every major exporting country in support of its exporters.

EDC provides:

1. Credit insurance to exporters and guarantees to banks and other financial institutions that finance Canadian exporters.
2. Long-term loans to foreign buyers of Canadian capital equipment and technical services, plus guarantees to financial institutions against losses incurred in financing either the Canadian supplier or the foreign buyer in an export transaction.
3. Foreign investment guarantees, insuring Canadians against loss of, or in respect of, investment abroad resulting from political action.
4. Surety insurance for Canadian exporters, banks and other financial institutions against calls on performance bonds and guarantees.
5. Contractors' surety insurance to provide assistance enabling Canada's construction industry to sell its expertise to other countries.

NOTE: The facilities provided by EDC do not subsidize exporters or investors. Canadian firms compete in foreign markets on the normal commercial basis of price, quality, delivery and service.

For further information contact:

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

Mailing Address:
P.O. Box 655, Ottawa, Ontario
K1P 5T9
Tel: (613) 237-2570
Telex: 053-4136
Cable: EXCREDCORP

EXPORT DEVELOPMENT CORPORATION
Eastern Region
Export Development Corporation
Suite 2724, 800 Victoria Square
P.O. Box 124
Tour de la Bourse Postal Station
Montréal, Québec
H4Z 1C3
Tel: (514) 878-1881
Telex: 05-25618

ATLANTIC REGION
Atlantic Representative
Export Development Corporation
Suite 1401, Toronto-Dominion Bank Building
1791 Barrington Street
Halifax, Nova Scotia
B3J 3L1
Tel: (902) 429-0426
(toll free from St. John's Nfld.; Charlottetown, PEI; Sydney, N.S.; Moncton, Saint John,
Fredericton, N.B. Call operator and ask for Zenith 02300)
Telex: 019-21502

ONTARIO REGION
Ontario Region Assistant Vice-president
Export Development Corporation
Suite 2600
P.O. Box 64
One First Canadian Place
Toronto, Ontario
M5X 1B1
Tel: (416) 364-0135
(Toll free from Belleville, Kingston, London, Kitchener-Waterloo, and Windsor. Call
operator and ask for Zenith 8-5920)
Telex: 06-22166

WESTERN REGION

Western Region Assistant Vice-president

Export Development Corporation

Suite 1030, One Bentall Centre

505 Burrard Street

Vancouver, British Columbia

V7X 1M5

Tel: (604) 688-8658

(Toll free from Winnipeg, Regina, Saskatchewan, Edmonton, Calgary, Victoria — call operator and ask for Zenith 0-8659)

The EDC is also represented by the regional offices of the Department of Industry, Trade and Commerce in Fredericton, Winnipeg, Regina and Edmonton.

Federal Export Programs and Services

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

- a) The Promotional Projects Program (PPP)
- b) The Program for Export Market Development (PEMD).

Through the PPP, the department can organize the following activities: participate 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.

Missions and technical seminars vary in type depending on the objectives. Outgoing missions are used for market investigation, evaluation and identification of 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 supply. Technical seminars are used to acquaint potential buyers with Canadian expertise and technology in specific fields. 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 governments or companies' trade representatives and buyers to Canada.

The objective of the Program for Export Market Development is to develop and increase exports of Canadian goods and services by sharing with the business community the financial risks of entering new foreign markets. Such risks may result from the unusual size and complexity of a large specific project venture, international competition, new and unfamiliar market conditions or the need of a consortium approach to meet opportunities abroad.

The program is divided into five sections to meet different export marketing needs: Section A — specific project bidding; Section B — market identification; Section C — participation in trade fairs; Section D — incoming buyers; Section E — formation of export consortia.

APPENDIX I.

MAJOR ALGERIAN ORGANIZATIONS

General business correspondence should be addressed to: Direction des approvisionnements (Purchasing Branch) for the supply of goods. Letters relating to industrial projects should be addressed to: Direction des études (Studies Branch). Detailed information about the organizations listed may be obtained from the Canadian Embassy, Algiers.

MINISTÈRE DE L'ÉNERGIE (Department of Energy)

State Organization	Address
SONATRACH Société nationale pour la recherche, la production, le transport, la transformation et la commercialisation des hydrocarbures	80, avenue Ahmed Ghermoul Alger Tel: 66-33-00 Telex: 52790/52916

Hydrocarbons, petrochemicals including plastics and rubber; production, imports and exports.

State Organization	Address
SONELGAZ Société nationale de l'électricité et du gaz	2, boulevard Salah Bouakour Alger Tel: 64-82-60 Telex: 52898

Production of electricity and distribution of gas.

MINISTÈRE DE L'INDUSTRIE LOURDE (Department of Heavy Industry)

State Organization	Address
SNS Société nationale de sidérurgie	5, rue Abou Moussa Alger Tel: 64-75-60—64 Telex: 52887

Exclusive Rights for importing and producing steel and steel products.

State Organization	Address
SONAREM Société nationale de recherches et d'exploitations minières	Immeuble "Le Nador" 127, boulevard Salah Bouakour Alger Tel: 63-14-55—62 64-31-15—17

Exclusive Rights for importing mined products. Research and mining production.

WESTERN REGION

Western Region Assistant Vice-president
Export Development Corporation
Suite 1030, One Bentall Centre
505 Burrard Street
Vancouver, British Columbia
V7X 1M5
Tel: (604) 688-8658
(Toll free from Winnipeg, Regina, Saskatchewan, Edmonton, Calgary, Victoria — call operator and ask for Zenith 0-8659)

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State Organization	Address
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Production of electricity and distribution of gas.

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State Organization	Address
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Exclusive Rights for importing mined products. Research and mining production.

State Organization

SONELEC
Société nationale de fabrication
et de montage électrique et
électronique

4 - 6 boulevard Mohamed V
Alger
Tel: 63-70-82—86
Telex: 52867

Exclusive Rights for importing electrical and electronic products. Also manufactures and distributes such products.

State Organization

SONACOME
Société nationale de
construction mécanique

Route nationale no. 1
Birkadem
Tel: 66-93-92—96
66-97-30—34
Telex: 52800

Exclusive Rights for importing mechanical equipment such as agricultural vehicles and machinery and equipment for public works. Also manufactures and distributes such products.

State Organization

SN METAL
Société nationale de
construction métallique

38, rue Didouche Mourad
Alger
Tel: 63-29-30—32
Telex: 52889

Industrial production of metal products.

MINISTÈRE DE L'INDUSTRIE LÉGÈRE (Department of Light Industry)

State Organization

SNIC
Société nationale des
industries chimiques

4 - 6 boulevard Mohamed V
Alger
Tel: 64-07-73—74
Telex: 52820

Exclusive Rights for importing and producing chemical products such as detergents, paints, varnishes, glues, inks and glass.

State Organization

SNLB
Société nationale des industries
du liège et du bois

1, rue Aristide Briand
Hussein Dey
Tel: 77-50-00
Telex: 53726

Production and distribution of cork and wood products.

State Organization

SNMC
Société nationale des matériaux
de construction

17, rue Hamani
Alger
Tel: 63-04-60—63
63-97-65—66
Telex: 52812

Exclusive Rights for importing and producing building materials such as cement, bricks, sanitary equipment, asbestos, etc.

State Organization

SN SEMPAC
Société national de semoulerie,
meunerie, pâtes alimentaires

6, boulevard Zirout Youcef
Alger
Tel: 63-98-91
63-92-97—99
Telex: 52912

Industrial production of pasta.

State Organization

SOGEDIA
Société de gestion et de
développement des industries

13, avenue Claude Debussy
Alger
Tel: 64-39-01
64-38-33

Industrial production of food products such as sugar and preserves.

State Organization

SONIPEC
Société nationale des industries
des peaux et cuirs

100, rue du Tripoli
Hussein Dey
Tel: 77-20-42—43
77-26-04—06
Telex: 52832
52068

Industrial production of skin and leather products.

State Organization

SONITEX
Société nationale des
industries textiles

5, rue Abane Ramdane
Alger
Tel: 64-41-35—37
Telex: 52873

Industrial production of textiles and textile products.

State Organization

SNTA
Société nationale des tabacs
et allumettes

40, rue Hocine nourredine
Belcourt
Tel: 66-69-42
66-18-68

Exclusive Rights for importing and manufacturing tobacco and matches.

State Organization

SONIC
Société nationale des
industries de la cellulose

63, rue Ali Haddah
El Mouradia
Alger
Tel: 66-38-00—01
Telex: 52933

Exclusive Rights for importing paper and raw materials for the manufacture of paper.

MINISTÈRE DU COMMERCE (Department of Trade and Commerce)

State Organization

ENC
Entreprise nationale de commerce
d'outils de quincaillerie et
d'équipement ménager

6, rue Lamartine
Alger
Tel: 77-43-20—22
Telex: 52068

Exclusive Rights for importing and distributing hardware and household equipment.

State Organization

ONACO
Office national de
commercialisation

29, rue Ben M'Hidi Larbi
Alger
Tel: 64-04-75—77
Telex: 52991/52992

Importing a number of grocery products such as butter, cheese and condensed milk.

State Organization

SN COTEC
Société nationale de
commercialisation des textiles
et des cuirs

2, boulevard Anatole France
Alger
Tel: 62-57-66
62-53-31
Telex: 52072

Exclusive Rights for importing and distributing textiles and leathers.

State Organization

SONACAT
Société nationale de
commercialisation et
d'applications technique

87, boulevard Mohamed V
Alger
Tel: 60-12-52—55

Exclusive Rights for importing and distributing electrical household appliances.

State Organization

SONACOB
Société nationale de
commercialisation des bois
et dérivés

3, boulevard Mohamed V
Alger
Tel: 63-85-32—33
Telex: 52508

Exclusive Rights for importing wood and wood products.

State Organization

SNNGA
Société nationale "Les
Nouvelles Galeries
Algériennes"

27, rue Larbi Tebessi
Alger
Tel: 66-23-65—66
Telex: 52776

Manages one hundred stores and imports and distributes consumer products.

State Organization

AIR ALGÉRIE
Société nationale Air Algérie

1, Place Maurice Audin
Alger
Tel: 64-02-43—47

Exclusive Rights for domestic and international air transport.

State Organization

CNAN
Compagnie nationale
algérienne de navigation

2, Quai d'Ajaccio
Alger
Tel: 61-14-78
Telex: 52980

Exclusive Rights for marine services in Algerian ports. Also manages the national merchant fleet.

OAP
Office algérien des
pêches

Quai d'Aigues Mortes
Alger Port
Alger
Tel: 62-01-00

Fishing industry including the acquisition of boats and processing equipment.

State Organization

SNTF
Société nationale des chemins
de fer algériens

21-23, boulevard Mohamed V
Alger
Tel: 61-15-10
Telex: 52851

National Railway Company

State Organization

SNTR
Société nationale des transports
routiers

27, rue des 3 Frères Bouadou
Birmandreis
Tel: 60-24-77
60-43-92

Partial monopoly of trucking.

State Organization

SNTV
Société nationale de
transports des voyageurs

B.P. 82
Zone industrielle
Route nationale no. 5
Rouiba
Tel: 80-86-49—51
Telex: 52903

Exclusive Rights for intercity public transportation.

State Organization

ONP
Office national des ports

Quai d'Arcachon
Port d'Alger
Alger
Tel: 62-57-48—51

Management of ports.

State Organization

SONATMAG
Société nationale des
transits et des magasins

8, rue Said Bakel
Alger
Tel: 64-86-36—38
Telex: 52071

Transport agent. N.B. There are also a few private transport agents.

MINISTÈRE DE L'AGRICULTURE (Department of Agriculture)

State Organization

OAIC Office algérien interprofessionnel des céréales	5, rue Ferhat Boussan Alger Tel: 66-28-32—35 Telex: 52798
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Exclusive Rights for importing, exporting and distributing grains.

State Organization

OFLA Office des fruits et légumes d'Algérie	12, avenue des 3 Frères Bouadou Birmandreis Tel: 60-02—99 60-94-66 Telex: 52703/52823
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Distribution of fruit and vegetables. May purchase directly from foreign countries.

State Organization

ONAB Office national des aliments de bétails	23, boulevard Zirout Youcef Alger Tel: 63-79-05—06 63-91-44
--	--

Industrial production and distribution of livestock feed.

State Organization

ONALAIT Office national du lait et des produits laitiers	1, Place Carnot Hussein Dey Tel: 77-05-11 77-08-60 Telex: 52550
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Exclusive Rights for importing fresh and powdered milk, oil, butter and livestock. Industrial production of milk products.

State Organization

ONAMA Office national de matériel agricole	16, rue Arab Si Ahmed Birkadem Tel: 60-23-92 Telex: 52948
--	--

Distribution and maintenance of agricultural equipment. Purchases directly or via SONACOME.

State Organization

ONAPO
Office national des produits
oléicoles

Domaine Garidi
Kouba
Tel: 77-41-70—72

State Organization

SAP
Société algérienne de
Prévoyance

19, rue Khodja Djeld
Birmandreis
Tel: 60-37-20—21
Telex: 52296

Imports vegetable seeds.

MINISTÈRE DU TOURISME (Department of Tourism)

State Organization

ALTOUR
Société nationale de tourisme

8, rue Dr Cherif Saadane
Alger
Tel: 64-66-92—95
Telex: 52900

MINISTÈRE DE LA SANTÉ PUBLIQUE (Department of Public Health)

State Organization

PCA
Pharmacie centrale algérienne

2, rue Bichat
Alger
Tel: 76-63-80—81
76-59-97—98
Telex: 52843

Exclusive Rights for importing, manufacturing and distributing pharmaceutical products.

MINISTÈRE DE L'INFORMATION (Department of Information)

State Organization

SNED
Société nationale d'édition
et de diffusion

3, boulevard Zirout Youcef
Alger
Tel: 63-92-67
63-97-12—13

Exclusive Rights for importing and distributing books, publications, school and office supplies.

MINISTÈRE DES POSTES ET TÉLÉCOMMUNICATIONS (Department of Telecommunications and the Post Office)

State Organization

P.T.T.
Ministère des postes et
télécommunications

4, boulevard Salah Bouakouir
Alger
Tel: 61-12-20
Telex: 52020

Responsible for infrastructure projects involving telecommunications and postal services.

APPENDIX II.

USEFUL DOCUMENTATION

Reference Books:

Area Handbook for Algeria: U.S. Department of the Army. Government Printing Office, Washington, D.C.

Market Profiles for Africa: 1975. U.S. Domestic and International Business Administration. (Overseas Business Reports OBR 73-21), Government Printing Office. Washington, D.C.

REMILI Abderrahmane: "Les Institutions administratives algériennes". Société nationale d'édition et de diffusion (SNED), Algiers.

Réglementation des changes: Ministère des finances; Direction des finances extérieures. République algérienne démocratique et populaire. Algiers.

Publications

Marchés tropicaux et méditerranéens (weekly), Société René Moreux et Cie, 190, boulevard Haussmann, 75008, Paris, France.

Industries et travaux d'outre-mer (monthly), Société René Moreaux et Cie, 190, boulevard Haussman, 75008, Paris, France.

Maghreb-Sélection (bi-monthly bulletin of economic news on the Maghreb countries), Ediafric-La Documentation africaine, 57, avenue d'Iena, 75783, Paris, France.

Afrique Industrie (bi-monthly on industrial and economic news) 11, rue de Téhéran, Paris 75008, France.

Afrique Agriculture (monthly on agricultural news) 11, rue de Téhéran, Paris 75008, France.

Quarterly Economic Review — Algeria (quarterly); The Economist Intelligence Unit Spencer House, 27 St. James's Place, London SW1A 1M2.

REGIONAL OFFICES

IF YOU HAVE NOT PREVIOUSLY MARKETED ABROAD, CONTACT THE NEAREST REGIONAL OFFICE OF THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE IN YOUR AREA.

NEWFOUNDLAND LABRADOR	P.O. Box 6148 127 Water Street (2nd Floor) St. John's, Newfoundland A1C 5X8	Tel: (709) 737-5511 Telex: 016-4749
NOVA SCOTIA	Suite 1124, Duke Tower 5251 Duke Street, Scotia Square Halifax, Nova Scotia B3J 1N9	Tel: (902) 426-7540 Telex: 019-21829
NEW BRUNSWICK	Suite 642, 440 King Street Fredericton, New Brunswick E3B 5H8	Tel: (506) 452-3190 Telex: 014-46140
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