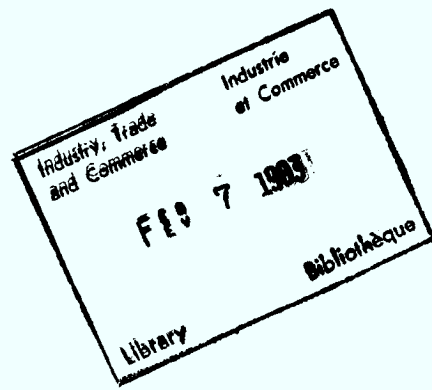


HF
3227
•C35
Cuba
1980

markets
for canadian
exporters

CUBA



MARKETS FOR CANADIAN EXPORTERS

CUBA

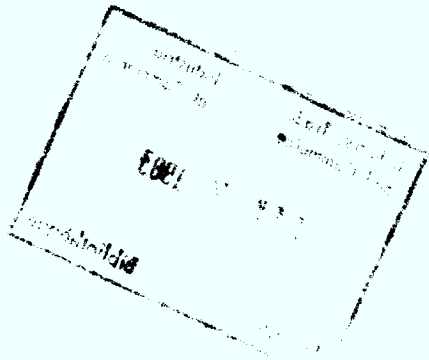


Government
of Canada

Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce



CONTENTS

	PAGE
I. GENERAL	5
II. ECONOMY AND FOREIGN TRADE	7
III. DOING BUSINESS WITH CUBA	12
IV. CUSTOMS AND EXCHANGE REGULATIONS	17
V. YOUR BUSINESS VISIT TO CUBA	19
VI. TRAVEL ARRANGEMENTS	22
VII. EXPORT ASSISTANCE	24
VIII. USEFUL ADDRESSES	25

I. GENERAL

Area and Geography

The largest Caribbean island, Cuba is located 90 miles (145 km) southeast of Florida. About 44,200 square miles (114,477 km²) in area, the country spans 750 miles (1,207 km) from east to west and between 26 and 160 miles (42 and 257 km) north to south.

Resulting from a major political and administrative reorganization that affected Cuba in 1976, 14 provinces were established in lieu of the previously existing six. They are: Pinar del Rio; La Havana; City of Havana; Matanzas; Cienfuegos; Villa Clara; Sancti Spiritus; Ciego de Avila; Camagüey; Las Tunas; Granma; Holguín; Santiago de Cuba; and Guantánamo. The Isle of Youth, formerly the Isle of Pines, is treated as a special municipality which reports directly to the central government.

Cuba's topography is characterized by five well delineated divisions: Oriente is high and mountainous; Camagüey has rolling, open plains; the central region is rough and broken; the regions of Matanzas and Havana are flat with occasional hills; and Pinar del Rio is dominated by a low mountain range.

Climate

Cuba's climate is subtropical, similar to but warmer than southern Florida. A Cuban winter's day is like a pleasant summer's day in Canada, with temperatures in the mid to high 70s. Humidity is not a factor at this time of year. A Cuban summer's day is hot and oppressive; humidity is high and temperatures vary from the mid-80s to 90s. Torrential rains occur almost daily in the summer, but provide little relief from the humidity.

Most of the rain falls during summer and autumn, while winter and spring tend to be dry. In addition, there is a possibility of hurricanes in the fall. Most business visitors go to Cuba between November and April.

Local Time

Cuba is on Eastern Standard Time, except from March to September when it changes to Eastern Daylight Time.

Population

Cuba's population is estimated at about 9.8 million (August 1979). Approximately 39 per cent of the people live in rural areas, while 61 per cent live in urban centres. City of Havana is the most populous province (almost two million inhabitants); Santiago de Cuba (910,000); Holguín (900,000); Villa Clara (770,000); Granma (730,000); Camagüey (652,000); Pinar del Rio (635,000); La Havana (580,000); Matanzas (565,000); Guantánamo (465,000); Las Tunas (430,000); Sancti Spiritus (400,000); Cienfuegos (325,000); Ciego de Avila (315,000); and Isle of Youth (51,000).

The City of Havana is also the capital of Cuba and its largest city. Other major cities, each with a population exceeding 100,000, according to December 1978 estimates, are Santiago de Cuba (330,000), Camagüey (240,000), Holguín (165,000), Guantánamo (160,000), Santa Clara (154,000), and Matanzas (100,000).

The Cuban population stems from Spanish and African ancestry. Almost none of the indigenous Indian population survived Cuba's colonial period. Visitors will find Cubans affable, hospitable and ready to be of assistance.

Historical Background

Cuba was discovered by Christopher Columbus in 1492. The island was governed by the Spanish from 1511 to 1898, with the exception of the years 1762-3 when it was under British rule. In 1898 the United States took effective control, which lasted until the Republic of Cuba was established in 1902. The Platt Amendment gave the United States considerable latitude in Cuban affairs until its abrogation in 1934. The present government dates from January 1, 1959 when the revolutionary movement headed by Fidel Castro ousted former President Batista. Castro now holds the positions of President of the Council of State and President of the Council of Ministers, Commander-in-Chief of the Armed Forces and First Secretary of the Central Committee of the Cuban Communist Party.

Principal Religions

Roman Catholicism is the principal religion. There are also a number of Protestant churches, including Anglican and Lutheran.

Public Holidays

National Day of Independence	January 1
Labour Day	May 1
Cuban National Day	July 26
Cuban War of Independence	October 10

The importance of the sugar harvest to Cuba's economic life, plus the desirability of cutting the cane during the months when the yield is at its highest, influence the pattern of Cuban public holidays. Christmas has not been observed since the early 60s. The result is a longer period of fiesta both preceding and following the July 26 holiday. Businessmen are advised to avoid visiting Cuba during this period.

Standard Measurements

Metric is the official system but some liquid measuring is done in U.S. gallons. Visitors to the agricultural sector should acquaint themselves with hectares (one hectare equals approximately 2.4 acres), caballerias or "cabs" (one caballeria equals 13.4 hectares or approximately 33 acres), and arrobas (one arroba equals approximately 25 pounds).

Electrical Standards

Equipment meeting CSA standards is acceptable. Electricity for domestic use is supplied at 110 volts, single-phase, 60 cycles AC. For commercial and industrial use it is supplied at 220 and 440 volts, three-phase, 60 cycles AC. Voltage is subject to considerable fluctuation.

Internal Transportation

Cuba is served by a number of ports, principally Havana, Santiago de Cuba, Matanzas and Cienfuegos. The Cuban railway system is extensive, with more than 9,000 miles (14,484 km) of track. A major program is under way to upgrade the system and includes right-of-way improvement, maintenance and new investment in rolling and motor power stock. The highway network is also undergoing expansion and improvement and is adequate for intercity freight and bus traffic. Cubana de Aviación operates an internal air service and Cabotaje operates coastal shipping facilities.

As Cuba buys on an f.o.b. (non-stowed) Canadian port basis (usually Toronto, Montreal, Saint John or Vancouver), the question of internal transportation is of direct interest only to the buyer (f.o.b. non-stowed means that ownership is retained by the exporter until goods pass into the holds of a Cuban ship). However, poor scheduling of Cuban or Comecon vessels calling at Canadian ports directly affects the Canadian exporter who has merchandise ready for shipping (see Shipping Services, Section III).

All internal transportation arrangements for business visitors are usually made by the Cuban state trading agency sponsoring the visit.

II. ECONOMY AND FOREIGN TRADE

Economic Organization

Cuba has a centrally planned economy. The body responsible for the development of both long and short-term plans is the Junta Central de Planificación (JUCEPLAN) which is the country's senior economic ministry. Cuba's first five-year economic development plan was launched in 1976 and JUCEPLAN is now in the process of drawing up the second plan for the period 1981-85 which will outline longer term development projects and provide direction for the national economy. JUCEPLAN is also responsible for preparing annual plans and budgets based upon submissions from the various sectors of the economy which in turn are closely linked to economic priorities and available resources. Through this system annual import requirements are established (based on requirements set by the various end users) in line with the financial resources available to pay for them (as determined by the central bank, the Banco Nacional de Cuba -BNC). Import allocations, while obviously remaining somewhat dynamic in order to react to changing circumstances, are usually approved between July and September for the following year. The various state trading organizations (empresas) are then authorized to issue requests for quotations (RFQ's), enter into negotiations and to sign contracts based on the approved plan.

While many individual ministries and agencies have certain economic responsibilities, JUCEPLAN has central responsibility for analyzing alternatives; setting priorities; co-ordinating plans; allocating purchases between socialist and non-socialist countries; allocating budgets; and approving capital projects and major purchases of equipment. With the exception of small farms, virtually all revenue is in the hands of the state.

Principal Economic Sectors

Agriculture is the backbone of the Cuban economy, with sugar by far the most important component. Almost half of Cuba's total arable land 9,389,800 acres (3.8 million ha.) is devoted to the cultivation of sugarcane, making Cuba one of the world's largest sugar producers. The

1978-79 harvest (Zafra) totalled 7,992,000 tonnes. Harvests through the 1980s should average around the eight million tonne mark.

Diversification of the agricultural sector has been occurring, with particular emphasis on citrus fruits production. Other important export crops are tobacco and coffee, while substantial quantities of rice are grown for local consumption. In addition, a wide variety of fruits and vegetables are produced primarily for domestic use. Considerable effort has been devoted to the livestock sector where the most notable progress has been made in egg production (15 million dozen in 1978) and the supply of dairy products. Meats of all kind are available only in limited quantities.

Mechanization of agriculture, particularly the cutting and handling of sugarcane, has progressed rapidly in recent years. Virtually all handling and transportation of cut cane is now mechanized while cane combines (now being produced in Cuba) account for about 50 per cent of the cane harvested. Recent Zafra (harvests) have employed approximately 100-120,000 field-workers, less than a third of those required in Zafra of the early 1970s.

More than 80 per cent of the nation's arable land is owned by the state. The remainder is composed of small privately held plots. The planning of private farm activity is co-ordinated by the central ANAP (Society of Small Farmers) authorities: seeds, fertilizer, machinery and other supplies are obtained from the state, while farm production is sold only to a state buying agency.

Cuba is a significant producer of nickel, having the world's fourth largest deposits of this mineral. Current annual production is in the order of 36,000 tonnes of nickel/cobalt oxide and sinter and nickel/cobalt sulfate. Expansion of the two existing plants (to a total of 46,500 tonnes) is currently under way together with construction of a new 30,000 tonne/year facility at Punta Gorda. Plans exist for the construction of another 30,000 tonne/year plant in the 1980s. Total steel production capacity will reach 150,000 tonnes per year by the 1990s. The Cuban government is also investigating the possibility of further processing the ore in Cuba in order to extract the cobalt content and capitalize on the high market value of this mineral. Quantities of iron ore, manganese, chrome, lead, zinc, copper and gold are produced together with a variety of industrial minerals. Limestone deposits support a major cement industry; planned production for 1980 is 3.2 million tonnes, with a target of more than five million tonnes by the mid-1980s. A substantial portion of cement production is for export.

Cuba's fishing industry represents a significant share of the overall Cuban economy. In 1978 the total catch exceeded 213,000 tonnes, of which more than 70 per cent was caught outside Cuban waters. Future growth in this sector — even maintenance of current levels — is highly uncertain at this time due to the growth of 200-mile fishing limits which exclude Cuban fleets from many of their former grounds.

Petroleum production is minimal (less than five per cent of national consumption) although plans are proceeding for a detailed offshore drilling and exploration program. Electricity generating capacity now exceeds 2,000 MW, almost all of which is oil fired. Plans exist for the construction of two additional 350 MW oil-fired thermal units near Havana during the early 1980s. A nuclear-powered generating plant, to be built by the U.S.S.R., is in early planning stages with a proposed completion date in 1986.

Manufacturing facilities exist for sugarcane harvesters, sugar processing machinery, agricultural equipment, automotive vehicles including buses, industrial equipment and spares, fertilizer, paper, tires, food products, beverages, textiles, shoes, general consumer products and electricals, light bulbs and pharmaceuticals.

International tourism is increasingly important as a source of foreign exchange for Cuba. Canadians form a significant proportion of tourists visiting Cuba, with recent annual totals averaging between 20,000 and 25,000. After sugar, nickel and marine products, tourism is probably the country's most important source of hard currency.

Domestic Trade

Internal commerce is completely controlled by the state. All consumer goods are rationed (the only food item not rationed is eggs). Prices are set by an arm of JUCEPLAN and generally are quite low for items bought "within" the ration.

External Trade

Trade with other centrally planned economies (essentially other members of the COMECON) has grown in importance in recent years. By 1978 more than 80 per cent of Cuba's total two-way trade (valued at U.S. \$9,276.8 million) was with socialist countries. Of these the U.S.S.R. is by far the most predominant (U.S.\$6,402.62 million or 69 per cent). Virtually all such trade is conducted on the basis of soft currency credits and barter through a system of annually negotiated trade protocols.

According to Cuban figures, 1978 exports (f.o.b.) (U.S.\$4,544.6 million) and imports (c.i.f.) (U.S.\$4,732.1 million) resulted in a total trade deficit equivalent to about U.S.\$187.5 million. However, Cuba's hard-currency trade (major partners are Japan, Spain, Argentine, Canada, Britain, France, Italy and Germany) is considerably more unbalanced. In 1978, Cuba's hard-currency deficit with these countries reached almost U.S.\$450 million. This negative hard-currency balance has been a recurrent factor in recent years, forcing Cuban planners to increasingly turn to soft-currency sources of supply and/or cut back on hard-currency imports.

All imports and exports are subject to control by JUCEPLAN and the Banco Nacional de Cuba — BNC, the central bank. Imports, particularly those from hard-currency countries, are limited to those industrial goods and essential food items deemed to have economic priority. There is virtually no import of consumer goods or luxury items.

The BNC is responsible for the day-to-day management of Cuba's foreign currency reserves. It reviews all contracts of more than \$25,000 which the empresas are considering entering into with foreign countries. These contracts are signed only after the BNC has reviewed all aspects and, in particular, has confirmed or made the necessary allocations of the foreign exchange required for the discharge of Cuba's obligations under such contracts.

Cuba's Foreign Trade

Main Imports

Industrial plants and machinery
Construction machinery
Lumber
Fertilizers
Pulp and paper
Chemicals
Transportation vehicles — buses, trucks, etc.
Foodstuffs
Communications equipment
Raw materials including petroleum

Main Exports

Sugar
Molasses
Marine products (frozen and processed)
Nickel
Tobacco and tobacco products
Citrus fruits
Sisal (fibre and twine)
Rum and liqueurs
Cement
Naphtha

Canada-Cuba Trade

Year	Exports from Canada to Cuba	Imports into Canada from Cuba
	(Cdn. \$ millions)	
1970	59.0	9.5
1971	58.8	10.4
1972	57.6	11.1
1973	81.7	16.6
1974	150.8	76.3
1975	226.1	81.4
1976	258.3	60.3
1977	184.0	45.3
1978	217.8	60.4
1979	257.0	107.0

Main Canadian Exports 1979 to Cuba

(in Cdn. \$'000s)

Meat — fresh, chilled or frozen	2,146
Dairy products	8,789
Barley	1,625
Other cereals, unmilled	15,772
Wheat	105,865
Wheat flour	86,436
Vegetables and preparations	981
Asbestos unmanufactured	1,845
Sulphur, crude or refined (n.e.s.)	885
Wood pulp and similar pulp	1,493
Paperboard	1,739
Other paper	1,494
Oils, fats, waxes, extracts and derivatives	1,720
Other chemical products	5,406
Electric lighting and distribution equipment	6,347
Telecommunications and related equipment	1,894
Containers and closures	2,406
Subtotal	246,883
% of Total	96%
TOTAL EXPORTS	257,371

Canada's Main Imports From Cuba

(in Cdn. \$'000s)

Sea fish, fresh or frozen (n.e.s.)	598
Tuna canned (n.e.s.)	293
Lobster, fresh or frozen	23,423
Shrimps and prawns	9,683
Raw sugar	68,752
Cocoa butter	1,056
Rum and liqueurs	150
Tobacco	524
Cigars	646
Subtotal	105,125
% of Total Imports	99%
TOTAL IMPORTS	106,633

Cuban Exports

(U.S. \$ millions)

	1977	1978	1979
Non-Communist Markets			
Spain	146	116	
Japan	63	105	
Canada	43	51	91
France	33	30	
Britain	17	15	
Federal Republic of Germany	16	38	
Total non-Communist markets	396	444	
Communist Markets			
U.S.S.R.	2,603	3,320	
German Democratic Republic	121		
Bulgaria	110		
China	91		
Czechoslovakia	42		
Hungary	28		
Poland	19		
Romania	19		
Total Eastern Europe	364	407	
Total Far East	113	138	
Total Communist Markets	3,080	3,865	
TOTAL ALL MARKETS	3,475	4,309	

Cuban Imports

(U.S. \$ millions)

	1977	1978	1979
Non-Communist Sources			
Japan	361	212	
Canada	174	185	218
Spain	142	109	
Federal Republic of Germany	75	73	
Britain	48	53	
Total from non-Communist sources	1,134	864	
Communist Sources			
U.S.S.R.	2,341	3,083	
German Democratic Republic	190		
Bulgaria	180		
China	82		
Czechoslovakia	58		
Hungary	47		
Poland	24		
Romania	18		
Total Eastern Europe	494	537	
Total Far East	95	149	
Total Communist sources	2,930	3,769	
Total All Sources	4,064	4,633	

III. DOING BUSINESS WITH CUBA

State Import-Export Agencies

The Cuban economy, the firms, agencies, divisions and institutes which perform economic activities in Cuba — whether they be agriculture, primary resource extraction, secondary manufacturing or tertiary service industries — are all state-owned, centrally planned and controlled by the Planning Council (JUCEPLAN) and the Cuban Central Bank (Banco Nacional de Cuba, or the BNC). Each of these economic units is responsible to a government ministry, committee or institute for its general objectives and performance. As end-users of imported goods and services, they turn to specialized state trading firms or “empresas” for their import requirements. In turn the empresas are responsible to the Ministry of Foreign Trade (MINCEX) or to the State Committee for Economic Collaboration (C.E.C.E.). The empresas that import on a continuous basis the goods and services required by end-users or consumers, or export their surpluses, come under the authority of MINCEX. The empresas which import or export packages of goods (machinery, complete plant) or services (technology, technical assistance) that are related to specific capital projects in Cuba or overseas come under the authority of CECE.

A list of the MINCEX and CECE empresas, together with the types of goods and services that each imports or exports, can be found in Section VIII.

Alternative Channels of Communication

When an end-user's production plans and the related import requirements are approved by JUCEPLAN and the BNC, the empresas can source the imports overseas.

In some cases the supply of certain quantities of specific products will have been arranged previously through periodically negotiated bilateral trade agreements with the U.S.S.R. and other COMECON countries. In other cases the empresas are free to negotiate with competing exporters in one or more countries simultaneously and eventually sign contracts with one of them.

Officials in the empresas in Havana may turn to their files on traditional suppliers for a source, or to directories and files of foreign company catalogues and brochures that they keep for reference, contacting a foreign firm identified on this basis directly by mail, telex or visit for a price quotation and other information. The empresas may also contact the Havana embassies of various foreign countries for assistance in identifying suppliers in their respective countries and obtaining the same information. Another alternative for the empresas is to communicate their requirements to Cuban embassies, consulates or trade commissions overseas and request that officials in these posts contact specified or unspecified foreign companies on their behalf. Finally, the empresas may use Cuban government-owned and MINCEX-controlled buying agencies established as private companies in several Western countries, e.g. Galax Inc., in Montreal.

Canadian exporters, therefore, could be contacted in several different ways by the empresas; and Canadian exporters have several options when they wish to initiate contact with the empresas: the Cuban Trade Commission, Galax Inc., the direct route by mail or telex to the empresas in Havana, or the Canadian Embassy in Havana (directly or indirectly through the Department of Industry, Trade and Commerce in Ottawa or its regional offices across Canada).

Cuban Trade Commission

The Cuban Trade Commission at the Cuban Consulate General in Montreal has overall responsibility for the development of trade with Canada. The Cuban Trade Commissioner is a useful contact for general information about his country's market. He works closely with the C.E.C.E. representative, who is also located in the Consulate General; with Galax Inc., in Montreal; CARIBEX, the Cuban fish product exporting company in Toronto; and the Cuban Embassy in Ottawa.

Galax Inc.

Galax Inc. was established in Montreal under the auspices of MINCEX. It is owned indirectly and controlled directly by the Government of Cuba, MINCEX and its state trading firms. The company acts as an import and export agent for Cuban state trading firms that come under the jurisdiction of MINCEX and charges a small commission to cover operating costs. When Galax Inc. began operations in 1979 it absorbed most of the staff of the Cuban Trade Commission in Montreal, which had previously performed these functions on a non-commercial basis. When sourcing in Canada the requirements of the state trading firms in Havana, Galax may contact Canadian firms to solicit price quotations, brochures, samples or proposals to be relayed to

Havana, and forward contracts and confirm shipping arrangements to Canadian companies. Officials of the Cuban state trading firms usually use Galax's office as a base during their visits to Canada. Galax may also arrange for visits of Canadian company officials to Havana when authorities there consider the visits are warranted.

Canadian Embassy, Havana

The Commercial Division of the Canadian Embassy in Havana has daily contact with Cuban state trading firms in promoting Canadian exports to Cuba. At the request of the Department of Industry, Trade and Commerce, Ottawa, its regional offices across Canada, or at the request of a Canadian exporter, Canadian Government foreign service officers or Cuban commercial officers of their Embassy's Commercial Division will provide information on the Cuban market, or put questions to the Cuban state trading firms and report back to the Canadian enquirer.

The Canadian exporter should evaluate his initial approach as business discussions progress, and switch to alternate channels if the situation warrants. The next few years should provide sufficient experience for a determination as to which channels of communication are more effective.

Representation

There are no agents, distributors or wholesalers as such in Cuba. Cuban government policy is to deal directly, (or through a Cuban organization such as Galax Inc.) with the foreign buyer or supplier whenever possible.

A number of foreign companies have been given permission to establish service offices in Havana. These offices provide the opportunity for after-sales technical service as well as keeping alert to new market developments.

Visiting Cuba on Business

A visa is required by all Canadians visiting Cuba, including businessmen. Visa applications must be submitted to the Cuban Embassy in Ottawa or to the Cuban Consulates in Montreal or Toronto at least two weeks in advance of a visit. The decision on whether a visit is appropriate is generally made in Havana and will normally occur only after preliminary business discussions with Canadian exporters through the various channels outlined above.

When a visit is approved the Cuban Embassy or consulates are authorized to issue a visa. The state trading firms in Havana usually arrange hotel accommodation and appointments for visitors.

The Canadian Embassy in Havana can also approach the Cuban state trading firms to determine whether a visit by a Canadian exporter would be appropriate. Whether or not this channel is selected, it is advisable for Canadian exporters to notify the Canadian Embassy of their visits and to contact the Commercial Division for any additional assistance or advice.

Correspondence

There are potential delays in the arrival of normal airmail from Canada to a street address or post office box in Cuba. Correspondence from Canadian businessmen may be forwarded by

Galax Inc. or the Cuban Trade Commission via airfreight in cases where these organizations are involved in the business discussions. Correspondence with the Canadian Embassy, including samples and brochures, should be sent to the following address: Canadian Embassy, Commercial Division P.O. Box 500 (HVA) Ottawa, Ontario K1N 8T7. Material sent to this address is forwarded to the Embassy in Havana by airfreight. Correspondence directly with Cuban state trading firms may also be sent in this way to the Canadian Embassy with a request that the Commercial Division forward it to the state agency designated in the correspondence.

Initial correspondence, whether it be with the Canadian Embassy, Galax, the Cuban Trade Commission or the state trading agencies, should provide as much information as possible on the exporting company, its capabilities, products and f.o.b. (normally Montreal) prices. Several copies of any brochures, technical data, prices or samples should be sent. When the state trading agencies receive the correspondence they will circulate the copies to the various possible end users and product specifiers more efficiently than if they had received only one copy.

If possible, correspondence should be in Spanish, although English is acceptable. Technical specifications should be in metric units.

Advertising and Sales Promotion

There is no commercial advertising of any sort in Cuba. Information must be dispensed through the various empresas, the Cuban Chamber of Commerce (especially for films, magazines and brochures), and the facilities of the Commercial Division of the Canadian Embassy in Havana.

Price Quotations

All prices should be quoted f.o.b. (non-stowed) Canadian dollars, Canadian port.

Terms of Payment

Payment is by unconfirmed, irrevocable letter of credit on presentation of a clean-on-board bill of lading. Payment on presentation of dock receipts is rare. Letters of credit are always unconfirmed since they are issued by the Cuban Central Bank (Banco Nacional de Cuba). The Banco Nacional de Cuba will not ask anyone to confirm its letters of credit, but if a Canadian bank is willing to do so at the expense of the Canadian supplier, this is acceptable to the Cubans.

Shipping Services

Canadian exports to Cuba are carried on Cuban flag vessels, vessels under charter to the Cuban fleet and vessels from other COMECON countries that call at a Canadian port prior to departure for Havana. The principal ports used are Montreal, Saint John, Toronto and Vancouver.

Air Services

Direct flights between Canada and Cuba were established in 1976 and are operated by Air Canada (Toronto-Havana-Toronto) and Cubana Airlines (Havana-Montreal-Havana). For more information on flight schedules, please see Section VI.

Shipping Arrangements

Cuban purchase contracts usually contain a specific clause regarding shipping arrangements. A typical clause in recent contracts (which must be negotiated between buyer and seller) outlines a procedure requiring that 30 days prior to agreed delivery date, the exporter must notify Galax in Montreal of particulars regarding the shipment, i.e. cubic volume, weight, type of packaging, etc. Within 10 to 20 days of receipt of this notification, Galax will advise the name of the vessel, the port and time of arrival. The exporter retains title and responsibility for the merchandise until it has crossed the ship's rail and is ready to be placed in its hold. Exporters still have responsibility for the shipment up to this point. It should be noted that Cuban purchasing organizations use the service of Colley Motorships Limited, 1015 Beaver Hall Hill, Montreal, which handles all shipping and loading arrangements. The cost of loading merchandise is billed to the buyer's account.

Another common clause — but one that must be negotiated — covers the question of who has financial responsibility of storing and warehousing the merchandise if the designated vessel does not arrive in the Canadian port as scheduled. It can be agreed between buyer and seller that a clause be added to the contract stating that if, after a certain period of days, the vessel still has not arrived, all such charges are the responsibility of the buyer.

For further clarification, exporters should consult the Cuban Trade Commission, Galax Inc., and Colley Motorships Ltd., Montreal. Because of the heavy demands on available shipping, delays in picking up merchandise are not uncommon and should be provided for in quotations.

Packaging

Packaging material should be carefully chosen, as there are considerable changes in temperature and humidity during the shipping period. Straw and other packaging materials of vegetable origin, including jute, should not be used. Cuba maintains strict regulations to guard against the introduction of foot-and-mouth and other diseases. If in doubt, consult with either Galax Inc., or the Cuban Trade Commission in Montreal.

Cable and Telephone Information

Cable and long distance telephone facilities are available. The Commercial Division, Canadian Embassy, Havana offers every assistance to exporters who are experiencing difficulty in establishing communications. Cable address is DOMCAN, HAVANA and the telephone number is 2-6421. It should be noted that long distance international telephone service to Havana has greatly improved in recent years, and that long distance calls can invariably be completed within one-to-two hours of placing a call. Direct telexes can also be sent to 51-1586 answer back CAN CU. All correspondence with the Embassy's Commercial Division should be sent to P.O. Box 500 (HAVAN), Ottawa, Ontario K1N 8T7, where it is forwarded directly to the Embassy in Havana.

Trademarks and Patents

Cuba subscribes to the International Convention for the Protection of Industrial Property, and grants patents on inventions and patents of importation. The former may be valid up to 17 years, the latter up to 10 years. Trademarks may be issued for 15-year renewable periods.

Barter

Individual barter transactions with Western capitalist countries play a minimal to non-existent role in Cuban current foreign trade. Cuba's export list of merchandise is limited, and marketing efforts are directed to establishing these products in the regular import-distributor channels in foreign markets. "Barter" (or compensation) may be involved, however, in negotiations for complete plant projects as a method of payment.

Canadian Export Controls

Canada maintains normal trade relations with Cuba which is also a member of the GATT. Goods not covered by Schedule "A" of the Export Control List of the Canadian Export and Import Permit Act do not require an export permit prior to shipment to Cuba. Canadian exporters should be aware of item 9001 of the above-mentioned Schedule "A": "All goods originating in the United States, whether in bond or cleared by Canadian Customs, *except* any such goods that have been further processed or manufactured outside the United States, by combining them with other goods or otherwise, so as to result in a substantial change in value, form and use of the goods or in the production of new goods, *unless* the goods to be exported are listed in another Group in this List." Products in this category require an export permit before they are exported from Canada to any other country, including Cuba. Exporters who are not sure whether the products they intend to ship are listed separately in Schedule "A" or could be classified under item 9001 of the Schedule should contact: The Department of Industry, Trade and Commerce, Office of Special Import Policy, Export Controls Section, Ottawa, Ontario K1A 0H5 Tel: (613) 996-2387.

IV. CUSTOMS AND EXCHANGE REGULATIONS

Currency and Exchange Rate

The Cuban peso is roughly equivalent to Cdn.\$1.61 (January 1980) and can only be used within Cuba. In most cases it is preferable that quotations from Canadian exporters be expressed in Canadian dollars.

Currency and Exchange Control

The Banco Nacional de Cuba (National Bank of Cuba) controls all foreign currency reserves. Before purchase orders can be issued, the BNC must examine all proposed contracts of more than \$25,000 and allocate the currency required to cover the purchase price. This step is handled routinely by the empresa concerned, and when the exporter receives an order, he can be assured that all exchange control procedures have been carried out. Cuban currency is not used in transactions with Canada.

Import Controls and Customs Duties

Because all purchasing is handled by the state, duties and import licensing as we know them do not exist and consequently are of no practical concern to Canadian exporters.

Documentation

Exporters should contact the Cuban Trade Commission and/or Galax Inc., Montreal, regarding the required documentation for a specific export order.

Insurance

As Cuba buys on a f.o.b. (non-stowed) Canadian port basis, marine insurance is solely the responsibility of the buyer.

Special Regulations

Cuba maintains special health and safety regulations regarding the importation of a number of products, principally those of animal and vegetable origin. Specific requirements will be provided by the Cuban buying agency when a contract is negotiated.

Commercial Samples

Canadian exporters wishing to send unaccompanied product samples to Cuba should do so through Galax Inc., which will transmit them to the proper addressee in Havana. However, this system occasionally breaks down, resulting in delayed delivery or lost samples. To minimize this inconvenience, Canadian exporters should notify the Embassy's Commercial Division when making such shipments, and provide information on the nature of the samples, the Cuban empresa for which the samples are intended, and the date of shipment. This information will enable the Commercial Division to alert the empresa concerned, who can follow up with both Galax Inc. and Cuban Customs authorities to ensure receipt of the samples. Canadian exporters can also send samples directly to the Embassy's Commercial Division. Small, lightweight, non-perishable samples may be sent to P.O. Box 500 (HAVAN), Ottawa address, from which they will be forwarded to the Embassy. Larger, heavy or perishable samples should be sent airfreight to Cuba, addressed to the Commercial Counsellor, Canadian Embassy, Calle 30 No. 518 esq. a 7a. Avenue, Miramar, Havana, Telephone: 2-6421. When such items are sent from Canada the Commercial Division should be telexed full details of contents and weight of sample, the flight number and the airwaybill number concerned. When samples are received by the Commercial Division they will be forwarded to the designated empresa and confirmation of this action will be telexed to you. Any local handling charges will be billed to the exporter by the embassy.

Postal Packages

Unless addressed specifically to an empresa, all postal packages are subject to close scrutiny by Cuban Customs. Fresh fruit and vegetables will be seized unless accompanied by a certificate issued by the Plant Protection Division, Department of Agriculture, Ottawa. Small quantities of sample meat and dairy products consigned to an empresa will not be seized, provided it is clearly stated on the packaging material containing the actual product that the goods are of Canadian origin. As regulations may change from time-to-time, it is advisable to request advice from Galax Inc. or the Cuban Trade Commission prior to making a sample shipment. Commercial parcels must be clearly marked "Commercial Parcel" on the wrapper and/or Customs declaration.

Banking

All Cuban banking, both domestic and international, is the responsibility of the Banco Nacional de Cuba, which has correspondent relationships with all major Canadian chartered banks. In its role as the Central bank of Cuba, the BNC guarantees its own obligations which are a direct obligation of the national banking authority. As a result, the BNC does not confirm its own letters of credit, nor will it ask an outside bank to confirm its letters of credit to them.

V. YOUR BUSINESS VISIT TO CUBA

Advise and Consult the Cuban Trade Commissioner and/or Galax Inc.

Canadian exporters wishing to visit Cuba should contact the office of the Cuban Trade Commission and/or Galax Inc., in Montreal before making firm plans. These Montreal-based offices play a key role in all Cuban purchases in Canada and will be able to advise you whether a business visit will be worthwhile. If you are already in contact with Galax Inc., your visit to Cuba can be organized directly by this organization, thus eliminating the need for you to contact the Cuban Trade Commission. Galax will contact the appropriate empresas in Havana to ensure that all aspects of your visit to Cuba (including hotel reservations, airport meet, internal transportation, schedule of meetings and departure arrangements) are well in hand. You should also advise the Commercial Division of the Canadian Embassy, Havana, of your travel plans and the objectives of your visit. The Commercial Division may be able to assist you in better communicating your specific business interests to the empresas, and can also monitor and report on preparations being made by the Cubans for your visit.

Why Should You Go to Cuba?

Under a centralized, state-controlled purchasing system, there tend to be several administrative and working levels between the Cuban end user and the Canadian supplier. For example, an end user experiencing operating difficulties in the proper use of a Canadian product may register his request for technical information, a visit by a service representative, or register the complaint with his factory manager. This request may then go to the regional authority responsible for that particular industry who, in turn, will pass it on to the central ministry or industry authority in Havana. Contact may then be made with the Havana-based empresa responsible for the merchandise, who then may contact the Cuban Trade Office and/or Galax Inc. The time involved in processing such requests, together with the risk of distortion in communication that emerge from this process, may lead to confusion and inaccurate information.

As a result of these factors, any Canadian exporter who receives an indication from Galax, the Cuban Trade Commission in Montreal or the Commercial Division of the Canadian Embassy in Havana that a visit to Cuba would be desirable, should react promptly to the opportunity. Direct contact with end users and product specifiers usually leads to fast, efficient resolution of any difficulties. It will also provide an opportunity for direct contacts and negotiations with the decision-makers in Cuba. In short, if you are invited to Cuba, go. Whether invited or not, as a matter of sound marketing and export strategy, you should reaffirm with the Cuban Trade Commission and Galax Inc., your company's interest and willingness to visit Cuba.

When to Go

Most business visitors find that the best time to visit Cuba is between September and May. Visits should not be scheduled during the months of July and August as most directors of the various empresas are abroad on buying missions or are on vacation. Also, due to Anniversary celebrations, July 14 to 26, hotel reservations are even more difficult to make.

On the other hand, it is always advisable to visit Cuba immediately after you have received your request for quotation (RFQ), for delivery in the following year, in order to personally present your quotation. Companies new to the Cuban market should arrive some months earlier to make sure they will be approved suppliers and hence sent RFQ's when they are issued (normally between July and September). However, Canadian exporters must be aware that a particular need for specific products may arise at any time.

Clothing

Lightweight tropical suits are worn throughout the year in Cuba's warm climate. Take lots of short-sleeved cotton shirts. While wash-and-wear shirts of synthetic fibres may ease the problem of slow laundry service in local hotels, they are often uncomfortable and are not recommended. Apart from meetings with senior officials, jackets are not usually worn.

For ladies, summer clothes (containing at least 65 per cent cotton), plus a shawl for perhaps a cool evening, are advisable.

Currency

On arrival at the airport (or your hotel) you can convert your Canadian currency into Cuban pesos (one Cuban peso equals approximately Cdn.\$1.61). On departure you can convert the Cuban pesos to foreign currency providing you have retained the original exchange slip.

Peso notes in denominations of one, five, 10 and 20 are in circulation. There are 100 centavos to the peso. One, five, 20 and 40 centavo pieces are in circulation. Canadian and U.S. dollar travellers' cheques and currency are accepted by all official exchange outlets (airport, major hotels and the BNC main office). Tipping is not required, although a pack of cigarettes is gratefully accepted for special services provided.

Travellers' Necessities

Visitors are advised to take adequate supplies of razor blades, shaving cream, cosmetics, "Kleenex", toothpaste, Canadian cigarettes, liquor, reading material, shoelaces, film, pen refills, etc. Most of these items are either not available in Cuba or are available with great difficulty at high prices.

Health Regulations

For Canadian visitors who have not been out of North America during a 30-day period prior to their trip to Havana, there are no special health regulations in effect. In all other cases, you should consult the nearest Cuban consulate or the Cuban Embassy in Ottawa.

Hotels

Your hotel reservations will normally be made by the Cuban empresa responsible for your visit. Most business visitors are booked into one of the following hotels: Riviera, Capri, Havana Libre, Nacional.

Internal Travel and Taxis

All internal travel arrangements will be made for you by your host empresa. There are no official restrictions on travel in Cuba. With gasoline rationing and the general shortage of taxis and other public vehicles, however, transportation other than that arranged by the host empresa is difficult. Cars can be rented with preferably one day's notice from the Empresa de Autos de Alquiler (state-owned taxi fleet) and arrangements can be made through your hotel. Taxis are difficult to obtain and almost impossible to flag down.

Hours of Business

Cuban government offices are open daily from 8:30 a.m. to 12:30 p.m. and from 1:30 p.m. to 5:30 p.m. Saturday hours are 8:30 a.m. to 12:30 p.m. Business visitors usually find that they are picked up at their hotel between 9:00 and 9:30 a.m. for meetings at 10:00 a.m. Luncheon is usually from 12:30 to 2:30 p.m. and afternoon meetings start at about 3:00 p.m. Dinner will usually be at 8:00 or 9:00 p.m.

The Canadian Embassy is open from 8:00 a.m. to 4:30 p.m., except Wednesdays when the hours are 8:00 a.m. to 1:30 p.m. The Embassy is not open Saturdays. Embassy phone numbers are 2-6421, 2-6422 and 2-6423. After office hours 2-6421 is the only number used and is answered on a 24-hour basis.

The Business Interview

Cuban purchasing officials prefer to do business with people they trust, and Canadians generally share with Cubans a friendly, open and informal approach.

Your business visit to Cuba may well be your hosts' first opportunity to meet you. You will find yourself made most welcome during your stay. You may receive invitations to dinner and night-clubs, and it is standard practice to reciprocate by arranging a lunch or dinner for your hosts during your stay. This should be done a day or so in advance. A high-pressure sales approach is not necessary. You should, however, reinforce your company's image by discussing its product range, new product development, etc. Cubans are keen to buy the latest technological innovations and are well-disposed to North American technology.

If you speak any Spanish, use it at every opportunity. Interpreters will be available for the more detailed discussions that may ensue. Speak slowly to allow the interpreter ample opportunity to translate, so that the Cuban officials will have a full understanding of the points you are making. As the interview progresses you should emphasize, by repeating, the important points made earlier in the interview in order that they may be understood in context. At the end of the interview, summarize in writing the agreed-on points requiring action or further discussion. As in any market, visual aids are effective — however, equipment may not be readily available and you should make your needs known to your hosts before leaving Canada.

Do not be dismayed if you receive no immediate feedback. The information you provide during your visit will be translated and circulated to end users for comments and eventual approval.

You will be able to judge the results of your visit either at a round-up session at the close of your business visit, or upon returning to Canada in follow-up discussions with the empresa's representative at Galax Inc. and/or the Cuban Trade Commission in Montreal. Decision-making in Cuba proceeds at its own pace and there is little to be gained by pressing for instant decisions. Remember that the empresa often has to discuss the contract and make arrangements with the Banco Nacional de Cuba, the shipping company, and at times even the central planning authorities (JUCEPLAN) before it can be signed.

VI. TRAVEL ARRANGEMENTS

Passports

Canadian citizens travelling to Cuba must possess a valid passport and a Cuban entry visa. Canadian passports are available from the Passport Office, Department of External Affairs, 125 Sussex Drive, Ottawa, Ontario K1A 0G2, or the Department's regional passport offices:

Government of Canada Building
220 - 4th Avenue Southeast
Calgary, Alberta
T2G 4X3
Tel: (403) 231-5171

Condominium 2535, 5^e Étage
2535, boulevard Laurier
Sainte-Foy, Québec
J1V 4M3
Tél: (418) 694-3069

Suite 500, Royal Bank Building
10117 Jasper Avenue
Edmonton, Alberta
T5J 1W8
Tel: (403) 420-2621

General Post Office Building
354 Water Street
St. John's, Newfoundland
A1C 1C4
Tel: (902) 737-2073

Suite 1210, Barrington Tower
Scotia Square
Halifax, Nova Scotia
B3J 1P3
Tel: (902) 426-2717

Federal Building, Sixth Floor
101 - 22nd Street East
Saskatoon, Saskatchewan
S7K 0E1
Tel: (306) 665-5106

Union Gas Building, Suite 1006
20 Hughson Street
Hamilton, Ontario
L8N 2A1
Tel: (416) 523-2831

Royal Trust Tower, Suite 1012
Toronto Dominion Centre
Toronto, Ontario
M5K 1K2
Tel: (416) 369-3250

Commerce House, Mezzanine Floor
1080 Beaver Hall Hill
Montréal, Québec
H2Z 1S8
Tel: (514) 283-4970

610 - 800 West Pender Street
Vancouver, British Columbia
V6C 2V6
Tel: (604) 666-1941

Suite 1310, Richardson Building
1 Lombard Place
Winnipeg, Manitoba
R3B 0X4
Tel: (204) 949-2184

After the initial contacts with Galax Inc. and/or the Cuban Trade Commission regarding visit arrangements, completed visa applications must be submitted to the Cuban Embassy in Ottawa

or one of the Cuban consulates in Canada (see Section VIII). Please allow at least two weeks for the issuing of a visa.

How to Get to Cuba from Canada

During the winter tourist season Air Canada operates three flights per week between Toronto and Havana. Cubana, Cuba's national carrier, offers three flights per week between Montreal and Havana during the winter. In the summer, both airlines operate one flight per week on their respective routes. (Since each airline's flight schedule varies from year-to-year, you should contact your travel agency when planning a trip to Cuba.)

Cuba is also served by flights that originate in Madrid, Prague, Moscow, Barbados, Georgetown (Guyana), Lima and Mexico City. For further information, contact your local representatives for Iberia, CSA, Cubana, Aeroflot and Mexicana.

On Arrival

The Cuban empresa sponsoring your visit will request your passport in order to obtain a Cuban exit permit (salida). The salida is necessary before you can make further travel arrangements (ticket confirmations). Visitors are therefore advised to have this done immediately on arrival. You should also request the empresa's assistance in confirming your airline ticket. Outgoing reservations must be confirmed at least 72 hours in advance, otherwise your booking will automatically be cancelled. The central reservations office of Cubana Airlines is at Calle 23, No. 64, Vedado, Havana 4.

Confirmation of tickets for outgoing flights must be obtained in person if the empresa is unable to assist you. Long lineups can make this a slow and frustrating procedure.

If You Are Travelling on to Mexico

A special transit card is required to enter Mexico from Cuba. No previously-issued tourist card and/or visa for Mexico are valid for the flight from Havana to Mexico City. The transit cards issued in Havana allow the traveller to stay in Mexico for a five-day period only. In order to obtain the Mexican transit card you must supply to the Mexican Embassy, No. 518, Calle 12, Miramar, Havana, Cuba the following: a Cuban exit permit (salida), three passport photos, a smallpox vaccination certificate, evidence of onward transportation arrangements and proof of admittance to a third country. The Mexican Embassy is open from 10:00 a.m. to 1:00 p.m. Monday through Friday. A fee is charged. Visitors to Cuba wishing to travel on to Mexico should allow sufficient time during their stay to meet these requirements, which usually take 24 hours.

To have an airline ticket to Mexico confirmed (see above) you must have your Mexican transit card. Remember, airline tickets must be confirmed at least 72 hours in advance.

As it is difficult to have passport pictures taken and processed quickly in Cuba, travellers should obtain them in Canada prior to departure.

The Canadian Embassy in Havana can provide application forms for a Mexican transit card. If an application is presented at the Mexican Embassy before 1:00 p.m. it can usually be picked up the following day between 11:00 a.m. and 1:00 p.m.

VII. EXPORT ASSISTANCE

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 export and credit insurance and guarantees, export financing and other assistance to enable exporters to meet international competition.

The main functions of EDC are:

(1) to insure the Canadian exporter against non-payment 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 these involving invisible exports such as managerial services, advertising programs and the licensing or sale of patents, trademarks or copyrights;

(2) to issue appropriate guidelines to chartered banks or to any person providing non-recourse 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, war or revolution or the inability to repatriate capital or earnings.

EDC has its head office in Ottawa (mailing address: P.O. Box 655, Ottawa, Ontario K1P 5T9). Regional offices are maintained in Montreal, Toronto and Vancouver, and a representative in Halifax. EDC is also represented by regional offices of the Department of Industry, Trade and Commerce in St. John's, Charlottetown, Fredericton, Winnipeg, Regina and Edmonton.

Program for Export Market Development

The Program for Export Market Development (PEMD) is designed to assist individual firms in their particular marketing endeavours. Financial assistance is provided for:

- precontractual and bidding costs for specific capital projects
- travel and related costs in market identification and market adjustment
- costs of individual participation in foreign trade fairs
- specified costs of bringing foreign buyers to Canada

Applications should be submitted to regional offices of the Department of Industry, Trade and Commerce in the province in which applicant firm is registered.

Trade Fairs and Missions

In order to further stimulate Canadian exporters in developing business in foreign markets, the Trade Fairs and Missions Branch, Trade Commissioner Service and International Marketing,

Department of Industry, Trade and Commerce, Ottawa, administers the following trade promotion programs:

- participation in trade fairs abroad
- trade missions to and from Canada
- in-store promotions and point-of-sale displays
- export-oriented technical training for buyers' representatives

For further information write to:

Director
Trade Fairs and Missions Branch
Trade Commissioner Service and International Marketing
The Department of Industry, Trade and Commerce
235 Queen Street
Ottawa, Ontario
K1A 0H5

Publicity

Canada Commerce — published bimonthly in English, and Commerce Canada, the French edition — contain articles and reports on export opportunities: ITC services to industry; international market conditions and terms of access; industrial developments; and joint industry-government efficiency studies. Both are available without charge to Canadian manufacturers by writing to The Public Information Directorate, Department of Industry, Trade and Commerce, Ottawa K1A 0H5.

Canada Courrier, a full-colour, tabloid-size newspaper gives international exposure to products and services that Canadian firms have for export. Published in English, French, German, Spanish and Japanese, its 28 issues a year are read by some 200,000 potential customers around the world.

Provincial Governments

Each provincial government has a department that provides guidance on business development including trade.

VIII. USEFUL ADDRESSES

A) IMPORTING EMPRESAS

Name	Mailing Address	Telex and Telephone Numbers
ALIMPORT (Empresa Cubana Importadora de Alimentos)	Infanta 16 P.O. Box 7006 Havana 4, Cuba	Telex: 051-174 ALIMPORT 051-175 ALIMPORT Tel: 7-4971

Footstuffs, except fish and fish preparations, feedstuffs, livestock, seeds, barley, corn, flour, cattle, chickens, tallow, meat, beverages.

Name	Mailing Address	Telex and Telephone Numbers
AUTOIMPORT (Empresa Cubana Importadora de Vehículos Automotores)	Galiano 213 Havana, Cuba	Telex: 051-1417 AUTOIMPORT Tel: 6-5926
Vehicles up to 2.5 tons, parts and car accessories.		
AVIAIMPORT (Empresa Cubana Importadora de Aviación)	Calle 23 No. 64 Havana 4, Cuba	Tel: 7-4961
Commercial aircraft, parts and accessories, navigation and airport equipment.		
CONSTRUIMPORT (Empresa Cubana Importadora de Maquinarias y Equipos de Construcción)	Carretera de Varona Km 1 1/2 Capdevila Havana, Cuba	Telex: 051-1213 CONSTRUIMPORT Tel: 44-2111/12
Road graders, bulldozers, excavators, levelers, scrapers. Pile drivers. Compactors, other construction equipment and spare parts. Well-drillers.		
EMSUME (Empresa Cubana Importadora de Equipos Médicos)	Animas s/n e/M. González y Oquendo Havana, Cuba	Telex: 051-174 EMSUME 051-175 ENSUME Tel: 70-6511/13
Medical, odontological and veterinary equipment, instruments and supplies.		
ENERGOIMPORT (Empresa Importadora de Objetivos Electro-Energéticos)	Tejadillo 57 e/ Cuba y Aguiar Havana, Cuba	Telex: 051-174 ENERGOIMPORT 051-175 ENERGOIMPORT Tel: 61-0265
Equipment and materials for transmission, sub-transmission and electrical distribution lines. Equipment and materials for transformer stations. Equipment and materials for power plants.		
FECUIMPORT (Empresa Cubana Importadora de Ferrocarriles)	Ave. 7ma. No. 6209 entre 62 y 64 Miramar P.O. Box 450 Havana, Cuba	Telex: 051-174 FECUIMPORT/MINCEX 051-175 FECUIMPORT/MINCEX Tel: 29-1380
Locomotives, railroad cars and wagons, general railway material, equipment and spare parts.		

Name	Mailing Address	Telex and Telephone Numbers
FERRIMPORT (Empresa Cubana Importadora de Artículos de Ferretería)	Calle 23, No. 55 P.O. Box 6258 Havana 4, Cuba	Telex: 051-174 MINCEX FERRIMPORT 051-175 MINCEX FERRIMPORT Tel: 70-2531

Light ironware products. Hardware. Finished metal products. Ceramic sanitary equipment. Equipment for the protection of the industrial worker.

MAPRINTER (Empresa Cubana Importadora de Materias Primas y Productos Intermedios)	Infanta 16 P.O. Box 2110 Havana, Cuba	Telex: 051-174 MAPRINTER 051-175 MAPRINTER Tel: 7-4981/86
---	---	---

Pulp and paper, lumber, products of animal and vegetable origin for industrial non-alimentary use, non-metallic minerals, refractory materials, plastics, plastic compounds, malt.

MEDICUBA (Empresa Cubana Importadora de Productos Farmacéuticos)	Monte No. 1 esq a Egido P.O. Box 6772 Havana 1, Cuba	Telex: 051-1658 MEDICUBA Tel: 6-5910
--	---	---

Raw materials for the pharmaceutical industry and fine chemicals. End products for medical, pharmaceutical and veterinary and dental use. Machinery for pharmaceutical industry; containers and closures for pharmaceuticals.

MAQUIMPORT (Empresa Cubana Importadora de Masquinarias y Equipos)	Calle 23 No. 55 P.O. Box 6062 Havana 4, Cuba	Telex: 051-174 MAQUIMPORT 051-175 MAQUIMPORT Tel: 70-2546
---	--	---

Machine tools. Electronic communication and detection equipment. Electric cables and wires. Non-domestic electric equipment. Mechanical appliances. Measuring instruments.

MARPESCA (Empresa Marítima Portuaria de de Importación)	Ave. Conill No. 580 esq. 26 Nuevo Vedado Havana, Cuba	Telex: 051-174 MARPESCA 051-175 MARPESCA Tel: 30-1971
--	--	---

Ships, tugboats. Marine engines. Spare parts and equipment for ships. Anchors. Port equipment. Fishing tackle for the fishing industry.

QUIMIMPORT (Empresa Cubana Importadora de Productos Químicos)	Calle 23 No. 55 P.O. Box 6088 Havana, Cuba	Telex: 051-174 QUIMIMPORT 051-175 QUIMIMPORT Tel: 70-8066
--	--	---

Organic and inorganic chemicals. Fertilizers, pesticides and herbicides. Natural and artificial flavours, essences and dyes. Articles for the rubber industry.

Name	Mailing Address	Telex and Telephone Numbers
TRACTOIMPORT (Empresa Cubana Importadora de Maquinarias y Equipos Agrícolas)	Ave. R. Boyeros y Calle 100 P.O. Box 6301 Havana, Cuba	Telex: 051-1162 TRACTOIMPORT Tel: 44-2411

Agricultural machinery. Pest control equipment. Harvesting equipment. Spare parts for agricultural equipment. Water pumps, aluminum tubes, generating sets, stationary motors, drilling equipment and spare parts for irrigation.

TRANSIMPORT (Empresa Cubana Importadora de Transporte - Vehículos y Equipos)	Calle 105 y Ave. 63 Marianao P.O. Box 6665 Havana, Cuba	Telex: 051-1150 TRANSIMPORT Tel: 20-8212 20-9655
---	--	--

Transport equipment of more than 2.5 tons, lift trucks, hoists, tires, tubes, batteries, brake fluids. Engines and replacement parts. Garage and service station equipment.

B) IMPORTING/EXPORTING EMPRESAS

Name	Mailing Address	Telex and Telephone Numbers
CARIBEX (Empresa Exportadora e Importadora de Pescados y Mariscos)	Ensenada de Pote y Atarés Puerto Pesquero Havana, Cuba	Telex: 051-1189 MIP-CU Tel: 99-1561

Exports: Fresh frozen and canned seafoods, frog legs. Sponges and other marine products.

Imports: Frozen and salted fish, fish products.

CONSUMIMPORT (Empresa Cubana Importadora y Exportadora de Productos de Consumo General)	Calle 23 No. 55 P.O. Box 6427 Havana 4, Cuba	Telex: 051-174 CONSUMIMPORT 051-175 CONSUMIMPORT Tel: 70-3571
--	--	---

Imports: Consumer durable goods. Commercial, hotel and kitchen equipment. Small electric appliances, electric equipment for household and apartment installations up to 6000 volts, office and school supplies, sporting goods, small household items, lighting equipment.

Exports: Cuban-made consumer products, such as plastic buckets, sporting goods, toys, perfumes, portable radios.

Name	Mailing Address	Telex and Telephone Numbers
CUBAMETALES (Empresa Cubana Importadora y Exportadora de Metales)	Infanta No. 16 P.O. Box 6917 Havana, Cuba	Telex: 051-174 CUBAMETALES 051-175 CUBAMETALES Tel: 70-2561

Imports: Ferrous and non-ferrous metals, fuels, lubricants, greases and additives, non-electrical wire and tubes, tin plates, stainless steel, copper and zinc bars, aluminum.

Exports: grinding balls, metal scraps.

CUBATEX (Empresa Cubana Importadora y Exportadora de Tejidos, fibras, Cueros y Sus Derivados)	Calle 23 No. 55 P.O. Box 6528 Havana, Cuba	Telex: 051-174 CUBATEX 051-175 CUBATEX Tel: 70-2591 70-8890
--	--	--

Imports: Yarns and fibres, cordage, footwear, hides, leathers, papermakers' felts, felt textiles, plastic fabrics and canvas, textiles and clothing.

Exports: Leather and leather products, footwear, baler twine.

C) EXPORTING EMPRESAS

Name	Mailing Address	Telex and Telephone Numbers
CUBAEXPORT (Empresa Cubana Exportadora de Alimentos y Productos Varios)	Calle 23 No. 55 P.O. Box 6719 Havana, Cuba	Telex: 051-174 CUBAEXPORT 051-175 CUBAEXPORT Tel: 70-4521

Honey, rums and liqueurs, candies and coffee.

CUBAFRUTA (Empresa Cubana Exportadora de Frutas y Conservas)	Calle 23 No. 55 P.O. Box 6719 Havana, Cuba	Telex: 051-174 CUBAFRUTA 051-175 CUBAFRUTA Tel: 70-4521
---	--	---

Citrus fruits, pineapples and fresh vegetables. Preserved fruits.

CUBAINDUSTRIA (Empresa Cubana Exportadora de Productos Industriales)	Calle 19 No. 667 e/A y B Vedado Havana, Cuba	Telex: 051-1677 CUBA INDUSTRIA Tel: 30-3796
---	---	--

Cement and all other industrial products.

Name	Mailing Address	Telex and Telephone Numbers
CUBANIQUEL (Empresa Cubana Exportadora de Minerales y Metales)	Calle 23 No. 55 P.O. Box 6719 Vedado Havana, Cuba	Telex: 051-174 CUBANIQUEL 051-175 CUBANIQUEL Tel: 70-4521

Nickel oxide and sinter and all other solid metals and minerals produced in Cuba.

CUBARTESANIA (Empresa Cubana de Artesanía)	Calle L y 25 P.O. Box 230 Vedado Havana, Cuba	Cable: CUBARTESANIA Tel: 32-1822
--	--	-------------------------------------

Handicrafts, cosmetics, leather products including footwear, hides, ropes and twines, wools, textile garments, furniture.

CUBATABACO (Empresa Cubana del Tabaco)	Aguiar No. 360 P.O. Box 6557 Havana, Cuba	Telex: 051-175 CUBATABACO 051-174 CUBATABACO Tel: 62-1857
--	---	---

Cigars, cigarettes, leaf tobacco and semiprocessed tobacco.

CUBAZUCAR (Empresa Cubana Exportadora de Azúcar y sus Derivados)	Calle 23 No. 55 P.O. Box 6647 Vedado Havana, Cuba	Telex: 051-174 CUBAZUCAR 051-175 CUBAZUCAR Tel: 70-3526
--	--	---

Crude and refined sugar, sugar for animal feeds, molasses, high-test molasses, syrups, anhydrous ethyl, butyl and amyl alcohols.

D) CUBAN STATE COMMITTEE FOR ECONOMIC COLLABORATION (CECE)

Name	Mailing Address	Telex and Telephone Numbers
ECIQUIM (Empresa Comercial para Industrias Químicas)	19 de Mayo y Rancho Boyeros Havana, Cuba	Telex: 051-404 ECIQUIM Tel: 79-2102 70-3226 7-6860

Imports: Complete plants and installations for the chemical, oil and petrochemical industries.
Complete plants and installations for the mining-geological industry.

ECIMACT (Empresa Comercial para la Industria de Materiales, Construcción y Turismo)	Calle 12 No. 503 e/ 5a. y 7a. Ave. Miramar Havana, Cuba	Telex: 051-404 ECIMACT Tel: 2-8820
--	--	---------------------------------------

Imports: Construction materials industry equipment. Industrial buildings and structures, residential houses and complexes, buildings for scientific educational, cultural, medical, trading and other public service institutions. Machines, equipment and installations for drilling and exploitation of wells and for geological prospecting. Cranes, battery and gasoline-powered trucks and other industrial vehicles, road and road-building equipment and machines.

Exports: Construction materials industry equipment. Industrial buildings and structures, residential houses and complexes, buildings for scientific educational, cultural medical, trading and other public service institutions.

Name	Mailing Address	Telex and Telephone Numbers
ECIMETAL (Empresa Comercial para la Industria Metalúrgica y Metalmecánica)	19 de Mayo y Rancho Boyeros Havana, Cuba	Telex: 051-555 ECIMETAL Tel: 70-2094

Imports and Exports: Plants for shaping and milling metals. Steel plants. Development of mining fields.

IMEXIN (Empresa Importadora y Exportadora de Infraestructura)	Calle 12 No. 308 e/3a. y 5a. Ave. Miramar Havana, Cuba	Telex: 051-404 IMEXIN Tel: 22-2426
--	---	---------------------------------------

Imports: Complete plants and individual equipment for the textile, leather and leather by-products, plastics and pharmaceutical industries. Port and airport installations, and installations for railroads, communications and transport.

Exports: Projects, supplies and complete services for hydraulic, railroad, and highway installations. Complete installations for light industry. Complete plants and turnkey construction of educational centres, as well as centres of technological and professional education and hospitals. Complete projects for computer systems, price analysis and consulting services in the selection of complete industrial plants and in the selection of the best offer.

IMEXPAL (Empresa Importadora y Exportadora de Plantas Alimenticias, sus Implementos y Derivados)	Calle 22 No. 313 e/ 3a. y 5a. Ave. Miramar Havana, Cuba	Telex: 051-404 IMEXPAL Tel: 29-1671
---	--	--

Imports: Engineering services and supply of food processing plants, plants for the sugar industry and accessories. Agricultural and fish processing plants.

Exports: Engineering services and supply of food processing plants, sugar and sugar by-products processing industries, general agricultural processing industries, fish processing plants, wood processing facilities.

E) OTHER CUBAN COMMERCIAL EMPRESAS

Name	Mailing Address	Telex and Telephone Numbers
CUBACONTROL (Empresa Cubana de Control)	Calle 23 y P Vedado P.O. Box 35 Havana, Cuba	Telex: 051-1210 CUBACONTROL Tel: 70-1706

This agency undertakes the supervision and control of import and export shipments; it also performs all manner of inspection assignments in ports, factories or warehouses as required by the Cuban Empresa concerned or at the request of foreign clients.

CUFLET (Empresa Cubana de Fletes)	Infanta No. 14 Vedado P.O. Box 6755 Havana, Cuba	Telex: 051-167 Tel: 6-4850
--------------------------------------	---	-------------------------------

This agency leases foreign vessels as required for handling Cuba's commercial traffic and programs all maritime transport operations. It acts both as commission agent and shipping agent.

CUBALSE (Cuba al Servicio del Extranjero)	Oficios No. 170 Havana, Cuba	Tel: 61-5911
--	---------------------------------	--------------

Services for foreign diplomats. Operates a food and dry goods store for foreign technicians working in Cuba, as well as for the diplomatic community in Havana.

MAMBISA (Empresa de Navegación Mambisa)	San Ignacio No. 104 Havana, Cuba	Telex: 051-37 Tel: 61-7901
--	-------------------------------------	-------------------------------

Mambisa operates the country's oceangoing merchant fleet, co-ordinating and providing transportation for the seaborne cargos imported and exported by the various state trading companies. It also purchases ships and naval equipment generally, other than for fishing operations, and all required spare parts.

ESICUBA (Empresa de Seguros Internacionales de Cuba)	Obispo 257 Havana, Cuba	Telex: 051-1616 Tel: 61-8906
---	----------------------------	---------------------------------

The responsibility of this agency is to provide maritime insurance coverage, both on an f.o.b. and c.i.f. basis, for the cargos imported by the various Empresas, as well as c.i.f. insurance coverage for Cuba's exports.

EMPRESA CONSOLIDADA CUBANA DE AVIACION	Calle 23 esq. a Infanta La Rampa Vedado P.O. Box 6215 Havana, Cuba	Tel: 7-4911
--	--	-------------

CUBANA, the state airline, provides passenger and cargo service on its international flights which connect with the world's principal airlines.

Name	Mailing Address	Telex and Telephone Numbers
INTUR (Instituto Nacional de Turismo)	Malecón y G Vedado Havana, Cuba	Telex: 051-1238 Tel: 32-0571

INTUR is the tourist bureau and offers hotel and transportation reservations, tours and excursions on either an individual or group basis. It also operates all hotels and restaurants in Cuba and handles all international tourism. These services are provided by a branch of INTUR known as Cubatour.

ICAIC (Distribuidora Internacional de Películas ICAIC)	Calle 23 No. 1155 Vedado Havana, Cuba	Telex: 051-1419 Tel: 3-4400
---	---	--------------------------------

Printed films both full length and short films, cartoons.

COPREFIL (Empresa Comercial Filatélica y Prensa)	O'Reilly No. 624 Havana, Cuba	Telex: 051-666 Tel: 61-3384
---	----------------------------------	--------------------------------

Postage stamps for collectors, first-day covers.

EGREM (Empresa de Grabaciones y Ediciones Musicales)	San Miguel No. 410 Havana, Cuba	Telex: 051-174 Tel: 61-5939
---	------------------------------------	--------------------------------

Musical recordings (tapes), sheet music, phonograph records, musical instruments.

INSTITUTO CUBANO DEL LIBRO (Empresa Cubana Importadora/Exportadora de Libros)	Calle 19 No. 1002 Vedado Havana, Cuba	Tel: 30-5531
--	---	--------------

Books, cultural and technical publications, educational publications.

F) OTHER USEFUL ADDRESSES IN CANADA AND CUBA

Canadian Addresses

Cuban Embassy
388 Main Street
Ottawa, Ontario
K1S 1E3
Tel: (613) 563-0141

Cuban Addresses

Canadian Embassy
Calle 30, No. 518
Esquina 7a Avenida
Miramar, Havana, Cuba
Tel: 2-6421/23 or 29-3392
29-3892
Telex: 51-1586 Answerback CAN CU

Mailing Address:
P.O. Box 500 (HAVAN)
Ottawa, Ontario
K1N 8T7

Cuban Consulate
Suite 406
372 Bay Street
Toronto, Ontario
M5H 2W9
Tel: (416) 362-7704, 362,3622

Cuban Consulate General
1415 Pine Avenue West
Montréal, Québec
H3G 2B2
Tel: (514) 843-8897

Cuban Trade Commission
1415 Pine Avenue West
Montréal, Québec
H3G 2B2
Tel: (514) 845-0191

Galax Inc.
5250 Ferrier Street
Montréal, Québec
H4P 1L3
Tel: 735-5141
Telex: 05-268894

Ministry of Foreign Trade
Infanta No. 16
Vedado
Havana, Cuba
Tel: 79-3439, 70-3428 and
70-3976 Canadian Desk
Telex: 051-174 MINCEX
051-175 MINCEX

Cámara de Comercio de
la República de Cuba
Calle 21, No. 661
Esquina a A
Vedado
Havana, Cuba
Tel: 3-3914

Comité Estatal de Colaboración
Económica (C.E.C.E.)
Calle Primera
Esquina a (L.C.A.) B
Vedado
Havana, Cuba
Telex: 051-1341 CECE
051-1404 CECE
051-1292 CECE
Tel: 3-6661

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	127 Water Street St. John's, Newfoundland A1C 1C5	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

PRINCE EDWARD ISLAND	P.O. Box 2289 Dominion Building 97 Queen Street Charlottetown Prince Edward Island C1A 8C1	Tel: (902) 892-1211 Telex: 014-44129
QUEBEC	C.P. 1270, Succursale B Suite 600 685, rue Cathcart Montréal (Québec) H3B 3K9	Tél: (514) 283-6254 Télex: 012-0280
	Suite 620, 2 Place Québec Québec (Québec) G1R 2N5	Tél: (418) 694-4726 Télex: 051-3312
ONTARIO	P.O. Box 98, Suite 4840 No. 1, First Canadian Place Toronto, Ontario M5X 1B1	Tel: (416) 369-4951 Telex: 065-24378
MANITOBA	507 Manulife House 386 Broadway Avenue Winnipeg, Manitoba R3C 3R6	Tel: (204) 949-2381 Telex: 075-7624
SASKATCHEWAN	Room 980 2002 Victoria Avenue Regina, Saskatchewan S4P 0R7	Tel: (306) 359-5020 Telex: 071-2745
ALBERTA AND 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

INDUSTRY CANADA / INDUSTRIE CANADA



222347