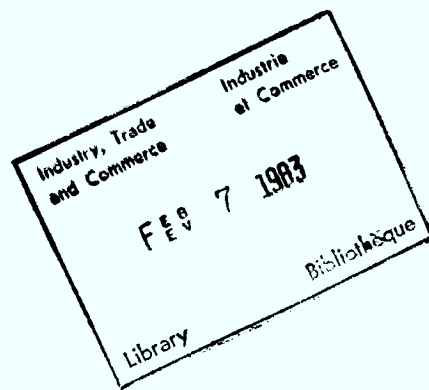


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Guatemala

markets
for canadian
exporters

GUATEMALA



MARKETS FOR CANADIAN EXPORTERS

GUATEMALA

Canada

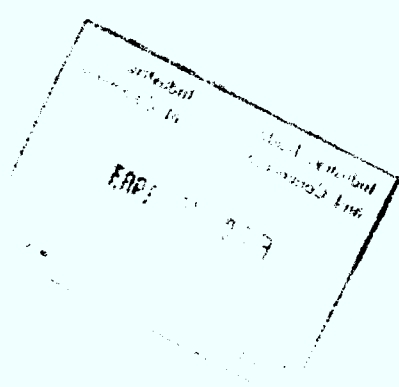


Government
of Canada

Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce



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I. GENERAL

Geography

The Republic of Guatemala has an area of 108,889 km² (42,000 sq. mi.) and is located at the northern end of the Central American isthmus. It is bordered on the north and on the west by Mexico, on the south-west by the Pacific Ocean and on the east by Honduras, El Salvador, Belize and the Caribbean. Guatemala is the most populated of the Central American republics and is the only one with a predominantly indigenous population. A fifth of the total population (6.8 million in 1979) live in the capital, Guatemala City, which is more than 12 times the size of any of the other towns. (Quetzaltenango is the second major city with a population of 110,000.)

The country can be divided into four major regions: the two coastal regions, the "altiplano" region and the "Petén" region. The Pacific coast consists of a lowland ribbon, no more than 50 km (31 mi.) wide, where cotton, sugar, banana and maize are grown. It is also the area where the large cattle farms are located. North of the Pacific coast, the highlands, or "altiplano", rise sharply to heights of between 2,500 and 3,000 metres (8,200 and 9,840 ft.), extending some 240 km (150 mi.) to the north before sinking into the northern lowlands. Most of the population of Guatemala live in the basins created within these highlands by volcanoes. On the lower slopes of these highlands, coffee, a prime export of Guatemala, is produced.

North of the "altiplano" are the northern lowlands called "El Petén". These are low undulating tablelands containing some 36,000 km² (13,900 sq. mi.) of dense hardwood forests which, until recently, have been almost inaccessible. Some 50,000 people live in that area. But with the oil exploration programs now underway and the beginnings of oil exploitation, the "Petén" region could become Guatemala's most actively developing area.

Directly to the east of this region is the coastal region of the Caribbean. It is a narrow outlet between Honduras and Belize and provides Guatemala with its major ports, Santo Tomás de Castilla and Puerto Barrios.

Historical Background

The history of Guatemala can be divided into three different periods: first the Pre-Columbian, second the Conquest/Colonial period and lastly the Independence from Spain. The Pre-Columbian period covers from pre-historic times up to the arrival of the Spanish conquerors in 1523. Independence from Spain was declared on September 15, 1821.

Pre-Columbian Era — The Maya Civilization, considered to be one of the most advanced native cultures in the Americas, prospered well before the discovery of America. Its origins date back several thousand years before Christ. The Mayans flourished between the 3rd and the 16th Centuries in an approximately 323,750 km² (125,000 sq. mi.) area which included the Yucatan Peninsula and the eastern part of the Mexican state Chiapas, most of Guatemala and the western regions of Honduras and Belize. Most of the stelae, monuments, temples and pyramids were built from 250 A.D. to 900 A.D. The Maya developed an incredibly wide knowledge of astronomy, mathematics, medicine, agriculture, architecture and crafts including ceramics, paintings and sculpture. They also developed and are known for their accurate calendar as well as their advanced political system.

By the late 9th Century a definite decline in both the building and artistic activities took place; the inhabitants deserted the ceremonial centres; and the ancient Mayan empire, for reasons not yet known, disappeared slowly. The Mayans later settled in various agricultural regions of Guatemala and formed a new empire which was divided into lordships. Each lordship had its capital city and developed its own dialects. The “new empire” was formed around the 13th Century. The continual struggle for power between tribes and civil war broke out at the same time as the Spanish conquerors arrived in the area and led to the end of the Mayan civilization.

Conquest/Colonial Period — Hernán Cortés, from Mexico, commissioned Lieutenant Pedro de Alvarado and a band of 500 soldiers to conquer the southern territories.

Before Guatemala City was founded in 1775, the capital city had been moved three times. The first city Santiago de los Caballeros de Guatemala was founded in 1524. It was previously known as Iximche. Three years later the capital was moved to the Almolonga valley to what is today known as Ciudad Vieja. In 1541, this city was destroyed by a flood created by torrential rains accumulating in the inactive crater of the Agua volcano which, after a quake, gave way and released great floods over the city. The city was soon abandoned and moved to the valley of Panchoy in 1543, where the city of Santiago de Guatemala was established for the third time. This city is known today as Antigua Guatemala. The latter became one of the most wealthy and important cities in the Americas during the colonial era. It remained as Guatemala’s capital for 230 years until in 1773 it was destroyed by the Santa Marta earthquake.

Independence — On September 15, 1821, Guatemala’s freedom from Spain was proclaimed. On July 1, 1823, it was declared completely independent from the Mexican Empire, along with the five other Central American countries.

From 1838 to 1871 Guatemala was governed by conservatives until a revolution led by liberals Miguel García Granados and Justo Rufino Barrios took over in 1873. Considerable educational and church reforms took place under the Presidency of Barrios. The liberals governed and maintained power until 1944 when President Jorge Ubico was overthrown. He was succeeded by Juan José Arevalo, who was elected President and set out to accomplish a social revolution with specific emphasis on education and labour. Arevalo was succeeded as President by Jacobo Arbenz, at the end of his term in 1950. Arbenz speeded up the process of reform. One of his major proposals was the Agrarian Reform Law which divided large estates among numerous landless Indians. These estates were expropriated without adequate compensation and aroused opposition from land owners. In June 1954 Col. Carlos Castillo Armas, backed by land owners, led a successful rebellion, overthrew Arbenz and installed himself as President. In July 1957 he was assassinated. Gen. Miguel Idigoras Fuentes was elected President and was subsequently deposed by the army in March 1963. The army ruled from 1963 to 1966 when it withdrew from direct rule and Dr. Julio César Mendez Montenegro was elected. It has since that time retained a large measure of indirect control. In 1970 Gen. Carlos Arana Osorio became President. In 1974 Gen. Kjell Laugerud García was elected. Throughout this period there has been a struggle between left and right, with numerous political assassinations.

Constitution and Government

Guatemala is a republic with a democratically elected legislature and operates under a defined constitution. There are three branches of government: legislative, executive and judicial. The judicial branch includes the Supreme Court, the Court of Appeals and other various tribunals

established by law. The executive branch, under the President of the Republic, includes the following ministries:

- Economy
- National Defence
- Finance
- Agriculture
- Foreign Affairs
- Communications and Public Works
- Interior
- Public Health and Social Welfare
- Education
- Labour and Social Security

The President of the Republic is elected by universal suffrage for a term of four years and cannot be re-elected.

The legislative branch is composed of a Congress made up of 62 congressmen who are elected by popular vote. The executive branch administers the country through 22 departments and 326 municipalities or townships. Each of the departments is administered by a Governor appointed by the President.

The political spectrum of Guatemala contains a wide variety of parties ranging from centre-left to extreme-right. The three biggest officially recognized parties are the Partido Revolucionario (PR), Movimiento de Liberación Nacional (MLN) and the Partido Institucional Democrático (PID). Democracia Cristiana (DCG), Frente de Unidad Nacional (FUN), Central Auténtica Nacionalista (CAN), Partido Nacional Renovador (PNR), and Frente Unido de la Revolución (FUR) are five smaller officially recognized parties.

Climate and Health

The average year-round temperatures in Guatemala City range from 18°C to 25°C (64°F to 77°F). The temperatures in the “altiplano” are slightly cooler because of the altitude; and the lowlands’ average temperature range from 28°C to 35°C (82°F to 95°F). The rainy season begins in May and continues through October.

Health conditions are acceptable if precautions are taken about drinking water and milk, and eating ice cream, uncooked vegetables and fruits. Inoculation against typhoid and tetanus are recommended. Malaria prevention pills should be taken if one intends to travel outside of Guatemala City, particularly to the lowlands.

Local Time

In Guatemala the time is Greenwich Mean Time minus six hours. In terms of Canadian time zones, Guatemala is on Central Time. Guatemala does not institute Daylight Saving Time.

Languages

The official language is Spanish. Many government officials have no knowledge of either of

Canada's official languages but most businessmen speak English. Interpreters and translation services are available.

Religion

The predominant religion is Roman Catholicism.

Weights and Measures

The metric system is used for customs purposes, but U.S. and Spanish systems of weights and measures are still widely used in the country. For example:

1 Manzana (mz)	= 0.699 hectare (ha)
1 Quintal (qq)	= 46 kilograms (kg)
1 coffee bag	= 60 kg
1 banana box	= 18.2 kg

Electricity

The electrical supply system is 60 cycles/110 volts.

Public Holidays

New Year's Day	January 1
Holy Thursday, Friday and Saturday (the three days preceding Easter Sunday)	March or April
Labour Day	May 1
Army Day	June 30
Assumption Day	August 15
Independence Day	September 15
Revolution Day	October 20
All Saints Day	November 1
Half Day (Christmas)	December 24
Christmas Day	December 25
Half Day (New Year's Eve)	December 31

Business Hours

Offices and Stores	Banks	Government
09:00 - 13:00	09:00 - 15:00	07:00 - 16:30
15:00 - 19:00		
09:00 - 13:00 (Saturday)		

II. ECONOMY AND FOREIGN TRADE

Economy

Gross Domestic Product (1979) U.S. \$ 7,211 million

By Sector (%):	Agriculture	25.5
	Petroleum and Mining	0.3
	Manufacturing	16.3
	Construction	3.0
	Utilities	1.7
	Commerce	27.7
	Government	4.8
	Transportation and Communication	6.8
	Finance	4.5
	Housing	6.1
	Other	6.1
By expenditure (%):	Consumption	82.1
	Investment	17.9
	Imports	24.7
	Exports	20.1

AGRICULTURE

Guatemala is primarily an agrarian economy. About 60 per cent of the work force is engaged in agriculture which accounts for more than one-fourth of GDP. While the mountainous terrain has fostered rural isolation and high transport cost, the varied climate and moderately good soil allow cultivation of a variety of agricultural products. Agricultural exports such as coffee, cotton, sugar and bananas still earn the bulk of the nation's foreign exchange; and general economic activity has traditionally been heavily influenced by fluctuations in the earnings of these crops. However, diversification to cardamom, pistachio and macadamia nuts, fresh vegetables and fruits is expected to lessen fluctuations in the future.

Coffee

Coffee still constitutes about a third of Guatemala's export earnings and is likely to remain the leading source of foreign exchange in the medium term. However, the volume of coffee production has stagnated. As a tree crop, it cannot respond quickly to international prices through changes in cultivated areas.

Cotton

This crop, which has been one of the major sources of Guatemala's export diversification over the past two decades, today shows the highest yields per acre of any country in the world except Israel. Guatemala's cotton producing area continues to expand slowly at the expense of less profitable crops. Rising world demand for cotton should help assure a two per cent per year growth of the quantity exported over the medium term.

Sugar

After record exports averaging more than 300,000 tonnes (295,260 long tons) per year in 1976-77, sugar production and export responded sharply to the fall in the world sugar price from the record levels of 1975. After high prices again in 1980, prospects for the next few years are a little brighter. The volume of Guatemalan sugar exports is expected to grow from its 1979 level of 150,000 tonnes (147,630 long tons).

Bananas

Banana exports have declined from 302,000 tonnes (297,230 long tons) in 1976 to 265,000 tonnes (260,813 long tons) in 1979.

Other principal domestic commercial crops are corn, millet, beans, wheat and rice.

Livestock

The rearing of the full range of domestic livestock and poultry provides a large element of the local diet. Until recent years, production, with the exception of cattle, was confined to small units catering for nearby markets. With the growth of cold storage and transport facilities, potential for increased production is being realized and its exploitation encouraged by the government.

Beef production in Guatemala has grown only modestly over the last three years. There has been dislocation of the industry as high value crops, particularly sugar and cotton, push cattle out of the Pacific coastal areas into the western highlands, southern Petén, Izabal and the Southeast. Most of the cattle are still range-fed. There is little conservation of fodder. There may be potential for expanding supplementary feeding for fattening cattle through the use of silage and other crop by-products, and herd management in general.

Sheep and goat rearing on a domestic scale, providing mutton and wool and skins of indifferent quality, is tending to decrease.

Swine and pork production are on the increase and breed improvement schemes are being supported by the Government.

Poultry rearing on a commercial scale is expanding rapidly with stock exceeding 6 million and daily egg production approaching 2 million.

Forestry

There are an estimated 7.2 million hectares (17.7 million acres) of forest in Guatemala of which 1.4 million hectares (3.5 million acres) are conifers and the rest are broad leaf species. The most valuable woods available in Guatemala are mahogany and cedar. In 1977, wood exports were valued at \$3.3 million. Of the 7.2 million hectares (17.7 million acres), only 2.2 million (5.6 million) are considered accessible. Guatemala produces both chicle (the base for chewing gum) and rubber. The "Petén" region, the richest forest area, is still widely inaccessible although it is being opened now because of the search for oil.

Fisheries

Guatemala lays great stress on the opportunity for the development of offshore and fresh water fisheries but fishing has not been a major contributor to GNP. Fish exports in 1977 were valued at \$3 million. There is considerable hope that firms will be interested in joint ventures on the basis of the marine resource on the Pacific coast although the shrimp fishery has itself been widely overfished and stocks are heavily depleted.

Industry

The Guatemalan industrial sector is the largest in Central America. The older industries include the manufacture of textiles, leather goods, tobacco and building material. More recently the following industries were established: paper bags, fluorescent lamps and electrical products, paints, plastic products, fibreglass boats, metal furniture, hats, cotton goods, animal feeds and concentrates, nylon stockings, lingerie, cotton textiles, tin and glass containers of various kinds, bottle caps, wood products, cement and masonry, beverages and food products.

The Guatemalan manufacturing sector depends heavily on the Central American Common Market (CACM) which remains the most attractive export market for Guatemalan finished goods. Except for selected products such as textiles, apparel, footwear, some rubber products and certain processed foods, Guatemalan manufactured goods are generally not yet competitive in overseas markets.

Political events in the region as well as market saturation and fragmentation may interrupt the growth of CACM trade. The key issues facing the industrial sector in the medium term are decentralization and export promotion (to other than CACM markets).

Industrial activity is highly concentrated in Guatemala City and the surrounding departments. About two-thirds of total national product (40 per cent of all manufacturing and 75 per cent of large scale manufacturing production) comes from this department where per capita incomes are about six times the national average.

Congress passed an "Industrial Decentralization Law" in May 1979 to attack these problems and a set of incentives has been put in place to encourage establishment of new industries outside Guatemala City. The 1979-82 Development Plan calls for an expansion of public sector investment in industry through "CORFINA", the state-owned industrial development bank which has announced a program for the establishment of 29 industrial plants outside of Guatemala City. Pulp and paper, chemicals, glass and cement are among the projects envisioned.

Tourism

Guatemala's natural beauty, indigenous people, archeological monuments and proximity to North America give it a good potential for further tourism development. In 1975, tourism was second only to coffee exports in foreign exchange earnings. Since 1975, tourism was second only to coffee exports in foreign exchange earnings. Since 1975 the number of tourist arrivals per year has fluctuated between 400,000 and 450,000.

Mining

Traditionally, Guatemala has been an exporter of lead and zinc but in recent years the output from small lead and zinc mines in the country has fallen sharply. In 1976, less than 101 tonnes (100 tons) of lead and 1,524 tonnes (1,500 tons) of zinc were produced. Small quantities of antimony and tungsten are also mined. In July 1977, a nickel mining complex, Exmibal, came into operation. It is located at Lake Izabal and eventually should be able to produce 12.7 million kg (28 million lb.) of 75 per cent nickel sulphide matte per year. Because of low world nickel prices and high energy costs, the plant has not been operating continuously.

Sulphur deposits are currently being excavated at "Lake Ixpaco", and both uranium and mercury deposits have been found. There are also indications of high grade copper deposits at "Huhuetenango". The country is also a substantial producer of marble which is found in the "Sierra las Minas", "El Progreso" and "Zacapa" areas of central and northeastern Guatemala. Included in the finds is marble of the rare pink variety. The country exports marble to Mexico and the rest of Central America.

Petroleum

Guatemala is a relative newcomer to active petroleum exploration and production. Major oil discoveries just over the border in Mexico and the development of an institutional framework have given petroleum companies a substantive incentive and foundation on which to operate exploration activity. Currently there are four consortia participating in exploratory drilling. One of these groups is producing Guatemalan crude from two structures. The government regulated production in 1980 was 5,100 bpd, but an increase is anticipated in the near future.

There exists a 25.4 cm (10 in), 230 km (143 mi.) pipeline originating at the producing structures and terminating at a Caribbean port where tankers transport crude for export. In 1980 the first four exports to U.S. refineries totalled more than 500,000 barrels.

An 18,000 bpd refinery processes semi-refined crude imports from Trinidad and Venezuela. The balance of consumed petroleum derivatives are imported in end-product form with a small portion of the Guatemalan crude being consumed as a diesel replacement. Plans for a government-owned and operated refinery to process domestic crude have been formulated. This will enable Guatemalan petroleum derivatives to replace foreign supplies and secure the policy goal of energy self-sufficiency.

The petroleum industry outlook is bright. The geophysical properties of the "Petén" basin and the Northern Transversal areas have encouraged this optimism.

FOREIGN TRADE

Central American Common Market

The Central American Common Market (CACM) was formed in 1960 and includes Guatemala, El Salvador, Costa Rica, Nicaragua and Honduras. The General Treaty for Central American Integration provides for free trade among CACM members, a common external tariff and a common tariff nomenclature (NAUCA). The Secretariat for Central American Integration (SIECA) is located in Guatemala. The Central American Bank for Economic Integration (CABEI) was

established in 1960 in Tegucigalpa. This bank finances infrastructure investment related to the integration of the member countries' economies. An agreement on the harmonization of fiscal and other incentives to new industries was signed in 1969. Also in 1969 the Central American Monetary Stabilization Fund was established by member countries' central banks in order to assist members during temporary balance-of-payment problems.

Intra-CACM imports were 20 per cent of the CACM countries total imports from all sources of about U.S. \$5 billion in 1978. Tariffs applicable to member countries' exports have been eliminated on 98 per cent of the items in NAUCA and on about 80 per cent of actual exports. However, in the 1960s member countries signed bilateral agreements to apply quantitative restrictions on exports of textiles, clothing and shoes. Trade between El Salvador and Honduras was prohibited by Honduras in 1969 as a result of a war between the two countries. The resumption of trade is now being discussed after a settlement of the border dispute in 1980.

Honduras also withdrew duty-free treatment of imports from Nicaragua, Costa Rica and Guatemala and Common External Tariff (CET) treatment to imports from outside the CACM in December 1970. In 1972-3 Honduras negotiated new bilateral treaties with Costa Rica, Guatemala and Nicaragua. These treaties brought a return of free trade and the CET on some tariff items. Honduras remains an official member of the CACM with observer status.

The Common External Tariff implemented by members of the CACM other than Honduras covers 98 per cent of tariff items and 80 per cent of actual imports. On most items, there is a specific duty based on weight and/or volume as well as an ad valorem component based on c.i.f. value. The items not covered by the CET and subject to individual countries' regulations include major agricultural products and consumer durables. The CET is 100 to 150 per cent for non-durable consumer goods, 30 to 40 per cent for durable consumer goods, 5 to 10 per cent for intermediate inputs for agriculture, 30 to 40 per cent for intermediates for industry, and 10 to 15 per cent for capital goods.

In 1968 the San Jose protocol provided for a 30 per cent import duty surcharge on imports of non-essential and luxury items not produced in the region. It has been extended repeatedly and expires on November 8, 1983.

As a result of political instability and balance of payments difficulties in 1979-80 in some member countries, unilaterally imposed quantitative restrictions and import surcharges proliferated and impeded further progress toward integration in the CACM.

Main Guatemalan Exports (f.o.b.)

(U.S. \$ millions)

	1975	1976	1977	1978	1979
Coffee	164	243	525	475	432
Cotton	74	85	152	139	188
Cardamom	10	15	27	27	49
Bananas	17	22	21	24	19
Sugar	116	107	85	27	34
Meat	17	14	28	31	41
Nickel	-	-	-	7	27
Petroleum (Starting 1980)					
TOTAL ALL EXPORTS	624	760	1,160	1,092	1,221

Main Guatemalan Imports (c.i.f.)**(U.S. \$ millions)**

	1975	1976	1977	1978	1979
Consumer Goods:					
durable	54	80	111	124	134
non-durable	111	144	175	211	230
Intermediate Goods:					
metals	23	31	41	54	68
other	231	261	356	372	392
Lubricants and Fuels:					
crude oil	72	65	79	80	111
other	31	45	66	90	124
Construction Materials	38	73	80	86	101
Capital Goods:					
for agriculture	19	24	34	35	23
for industry	100	172	177	228	227
for transportation	53	66	90	100	89
Other	43	8	21	10	14
TOTAL ALL IMPORTS	774	967	1,227	1,391	1,512

**Destination of
Guatemalan Exports****(1979, f.o.b., % of total)**

U.S.	30
CACM countries	25
Federal Republic of Germany	9
Japan	8
Italy	4
Taiwan	4
Middle East	3
Canada	0.2

**Sources of
Guatemalan Imports****(1979 c.i.f., % of total)**

U.S.	32
CACM countries	18
Japan	8
Venezuela	7
Federal Republic of Germany	7
Canada	1.8

Canada-Guatemala Trade**(Cdn. \$ millions)**

	1975	1976	1977	1978	1979	1980
Canadian Exports	11	22	16	22	21	21
Canadian Imports	19	17	23	24	17	25

Main Canadian Imports From Guatemala

(1979, Cdn. \$ millions)

Coffee	13.2
Bananas	0.9
Cotton	0.6
Textiles	1.0
Oilseeds and nuts	<u>0.4</u>
Main items: % of total imports	97%
Total Cdn. imports	16.6

Main Canadian Exports To Guatemala

(1979, Cdn. \$ millions)

Dairy products	0.8
Asbestos	1.1
Paper	5.9
Basic plastic products	1.8
Basic steel products	1.2
Basic aluminum products	1.0
Other basic metal products	2.1
Manufactured inedible goods	<u>4.9</u>
Main items: % of total exports	90%
Total Cdn. exports	21

III. DOING BUSINESS IN GUATEMALA

Opportunities for Canadian Products and Consulting Services

Guatemala's immediate development plans closely match Canadian know-how and supply capabilities. Energy, transportation, telecommunications, health and education are the prime areas of concentration for public investments. Agriculture and industry are also two dynamic sectors of the economy that offer interesting opportunities for sales of raw materials, machinery and technology. In addition, the results of the extensive oil exploration programs now underway have been encouraging and could usher in a huge potential for geophysical and drilling equipment, pipelines, refinery complexes and oil-related services.

Representation and Agents

A single representation covering all countries of the CACM does not work well. Canadian firms are better advised to appoint a representative in each country. Canadian Government Trade Commissioners in the region can advise on the selection of an agent.

In Guatemala, decree No. 78-71 of August 25, 1972, regulates the activities of local agents/distributors and their relations with foreign companies. It provides for the payment of an indemnity by the principal to the agent if the principal unilaterally terminates an agency contract.

Decree No. 35-80 of June 27, 1980, and the various regulations that have been established since have created three offices where foreign firms and/or their agents must register in order to be prequalified for bidding on government tenders for the supply of goods and services to the Guatemalan government.

These offices are:

1. For Contractors: Comisión Pre-calificadora
Ministerio de Comunicaciones y
Obras Públicas
Sala No. 1, Palacio Nacional
Zona 1
Guatemala City, Guatemala CA
2. For Suppliers: Dirección Técnica del Presupuesto
Departamento de Compras y Contrataciones
Edificio de Finanzas Públicas, Nivel 16
18 Calle y 21 Avenida, Zona 1
Guatemala, Guatemala
3. For Consultants: Unidad Central de Proyectos
Edificio de Finanzas Públicas, Nivel 11
18 Calle y 21 Avenida, Zona 1
Guatemala, Guatemala

Credit Information

Credit information is not always readily available on local firms. The best sources of information are:

Dun and Bradstreet of Canada Ltd.
P.O. Box 423, Terminal "A" 116
Toronto, Ontario M5W 1E2

Protectora de Credito
10a. Calle 3-12, Zona 1
Guatemala City, Guatemala

The Commercial Division of the Canadian Embassy in Guatemala will try to obtain bank credit reports on local firms if requested. These reports often take from four to six weeks to obtain.

Correspondence and Communications

Canadian exporters are advised to dispatch all mail by airmail. Private courier services can also be used when a quick and reliable service is needed. "World Courier" and "Zoom International" have correspondents in Guatemala.

Telephone and telex services between Canada and Guatemala are excellent.

Price Quotations

The best method is c.i.f. in United States dollars or at least FAS from a southern U.S. port. If the price is not quoted in U.S. dollars the importer will have difficulty evaluating the competitiveness of the article.

Usual Terms and Methods of Payment

Sales should initially be done on the basis of an irrevocable letter of credit. When a relationship has been established with the client, more flexible terms of payment such as CAD on arrival of the goods could be implemented. In no case should an exporter ship goods before receiving specific confirmation from the agent or buyer for the goods.

Debt Collections

In extreme cases, legal procedures could become the only means of recovery for overdue payments, but proceedings are slow and expensive and should be avoided if at all possible.

Banking Facilities

Local banking facilities are good and several foreign banks operate here. Although there are no branches of Canadian banks operating in Guatemala, Canadian banks maintain close working relationships with local and resident foreign banks. For information concerning the correspondents of your Canadian bank in Guatemala check with a branch in Canada.

Shipping Services

As schedules and frequency of ships coming to Guatemala vary considerably, it is suggested that Canadian exporters consult with their freight forwarding agent.

By Sea

Guatemala has two ports on the Caribbean, Santo Tomás de Castilla and Puerto Barrios, and a new port is under construction at San José on the Pacific coast. Until the new port is fully functional on the Pacific, shippers to Guatemala will likely continue to use the facilities of Puerto de Acajutla in El Salvador.

Saguenay Shipping Ltd. of Montreal offers a new direct regular bulk and container service between Montreal, Saint John, Canada, and Santo Tomás de Castilla, Guatemala. Other companies offering regular services from the East coast are: Anship Ltd., and Mexican Line. Argentina Line, Gran Flota Colombiana Line, Hansiatic-Vaasa Line, Prudential Lines and United Yugoslav Lines offer services from Canadian Pacific coast ports to Acajutla in El Salvador or San José, Guatemala.

Road-Ocean, Road-Air Routes

The alternative to shipping by sea from Canada is to route shipments through the eastern United States ports, Miami or New Orleans. Similarly small shipments can be trucked to terminals of airlines or air consolidators in the United States for further transfer by air to Guatemala City.

Air Transport

There are no direct flights from Canada to Guatemala. Accordingly, air shipments are accepted by Canadian carriers and certain foreign carriers authorized to operate from Canada to United States gateways to connect with direct flights to Guatemala. Since there are a number of alternatives depending on the origin and destination, the shipper has the option of designating the carriers or relying on the originating carrier to select the most expedient routing.

Insurance

Canadian exporters should include the insurance in their orders and ship on a c.i.f. basis.

Buying Season

There are no clearly defined buying seasons for capital or consumer goods. However, peak purchasing occurs during October and November because of various national celebrations and Christmas.

Patents and Trademarks

Manufacturers and traders are advised to patent their inventions and register their trademarks in Guatemala. Applications should be made through a patent or trademark agent in Canada, or through a lawyer in Guatemala.

IV. CUSTOMS AND EXCHANGE REGULATIONS

Exchange Control

Exchange controls were introduced in the spring of 1980. They do not restrict imports or investments but are aimed at monitoring and controlling capital flows, particularly illicit outflows.

All operations which imply payments abroad shall be duly registered with the Exchange Department of the Central Bank which shall authorize them through the issuance of exchange licences in accordance with the provisions of the law and regulations.

The international reserves of the country are at a comfortable level and the new exchange regulations have not as yet affected trade between Canada and Guatemala.

Import Restrictions

Import licences are not required for general merchandise and few imports are prohibited. Import licences are required for explosives, lead, poultry, wheat flour, basic food grains, cotton seed and few other goods. Special permits also are required for the import of seeds, fruits, certain perishables, industrial alcohol or alcoholic beverages, arms and ammunition.

Treaty Relations

Canada and Guatemala exchange most-favoured-nation treatment in tariff matters under an agreement signed on September 28, 1937.

Guatemala, as a member of the Central American Common Market, grants duty-free treatment to most goods from other members of the CACM.

Import Tariff

The majority of goods imported into Guatemala are dutiable in accordance with the Central American Common Market external tariff. Imports are subject to both specific duties (levied on the gross weight in kilograms or unit of measure) and ad valorem (assessed on the c.i.f. value). Specific duties are expressed in Central American Pesos which is equivalent to the U.S. dollar. Since gross weight includes all containers, it is therefore suggested that packing should be as light as possible consistent with the protection of the goods in transit.

Acting upon a proposal by the "Secretaría Permanente del Tratado General de Integración Económica Centroamericana" (SIECA) to promote industrial growth among CACM member states, the Ministers of Economy have agreed to extend the fiscal incentives offered to some 500 selected "infant industries" allowing them to import machinery, raw materials and containers duty-free.

Additional Taxes

In accordance with the provisions of the "Protocol of San José", most items imported from outside the Central American Common Market countries are subject to a surcharge of 30 per cent of the import duties.

All commercial transactions are subject to a three per cent stamp tax. A surcharge of 6 per cent of the c.i.f. value is levied on all shipments arriving by ocean freight. The surcharge is for the development of Guatemala's merchant marine.

Free Trade Zone

Decree No. 22-73 authorized the establishment of a free trade zone at the port of Santo Tomás de Castilla on the Atlantic coast, effective April 6, 1973. Goods of foreign origin may be brought in for re-export without payment of customs duties. The zone permits a broad range of activities including most types of manufacturing, assembly, packaging, warehousing, exhibiting and refining. It is operated under the general supervision of the Ministry of Finance but has full authority to enter into contracts in order to fulfill its own obligations.

V. YOUR BUSINESS VISIT TO CENTRAL AMERICA

Advise and Consult the Canadian Government Trade Commissioner

When planning your first business visit to Guatemala advise the Canadian Trade Commissioner (Commercial Secretary) at the Canadian Embassy in Guatemala well in advance of your departure. Telex or write to tell the objective of your visit, and mail several copies of your product brochures. It is extremely helpful if you work out the c.i.f. prices on at least part of your product range. Also list any contracts you may already have with local businessmen.

With this information, the commercial staff will be pleased to arrange a tentative itinerary and make appointments on your behalf. You can confirm them when you arrive. It is recommended that you leave arrangements for hotel reservations to your travel agent.

When to Go

The rainy season lasts from May to October but a visit to Guatemala can be made comfortably at any time of the year. The only periods that might prove inconvenient are Easter and Christmas when businesses are closed for a number of days. The dry season, with its increased flow of tourists, does, of course, influence the availability of hotel accommodation.

How to Get There

Air is by far the best method of transport and good service is provided by both national and international airlines. The Inter-American Highway connects many of the major cities with Mexico and the United States but road travel is more time consuming than in Canada.

Hotels

Good hotels at or near the international standards are available in Guatemala City.

- | | |
|--------------------------------|---|
| 1. Hotel Camino Real | Av. La Reforma y 14 Calle, Zone 10
Guatemala City, Guatemala C.A.
Tel: 68-1271/5
Telex: 4140 HOTBIL- GU |
| 2. Hotel El Dorado Americana | 7a. Avenida 15-45, Zone 9
Guatemala City, Guatemala, C.A.
Tel: 31-08-17 (Reservations)
Telex: 5415 DORADO GU |
| 3. Hotel Conquistador-Sheraton | Via 5, 4-68, Zona 4
Guatemala City, Guatemala, C.A.
Tel: 64-108 (Reservations)
Telex: 5340 COSHOT-HU |
| 4. Hotel Guatemala Fiesta | 1a. Avenida 13-22, Zone 10
Guatemala City, Guatemala, C.A.
Tel: 322-555/56
Telex: 5401 FIES-GU |

Travel Documents

A valid Canadian passport and a tourist card (or visa) is required for entry to Guatemala. The tourist card or visa can be obtained at the Guatemalan consulates in Montreal, Quebec City, Toronto and Vancouver or at the Guatemalan Embassy in Ottawa.

Clothing

Lightweight clothing is suitable throughout the year. As the evenings tend to be cool, something slightly heavier should also be taken. From May to October (the rainy season) rainwear and an umbrella are strongly recommended. Evening dress is worn only on the most formal occasions.

Currency

The unit of the monetary system is the Quetzal (Q.) comprising 100 centavos and at par with the U.S. dollar since 1926. Notes are issued by the "Banco de Guatemala" in denominations of 1, 5, 10, 20, 50, and 100 quetzales and 50 centavos. Coins are 5, 10, and 25 centavos in silver and 1 centavo in copper.

It is useful to have a supply of U.S. dollar travellers cheques or bank notes since the Canadian dollar is not easily exchangeable. Master Charge, Visa and American Express are widely accepted in major hotels, restaurants and shops.

VI. FEDERAL EXPORT ASSISTANCE

Market Advisory Services

The Department of Industry, Trade and Commerce's Trade Commissioner Service and International Bureaux in Ottawa provide the focal points for federal advice on exporting.

As a service to Canadian business, the federal government maintains trade commissioners in 67 countries around the world. The Trade Commissioner Service (TCS) provides assistance to Canadian exporters and aids foreign buyers in locating Canadian sources of supply. In addition to providing the link between buyer and seller, the trade commissioner acts as an export market consultant to Canadian exporters in all phases of marketing, including identification of exports opportunities, assessment of market competition, introductions for foreign businessmen and government officials, screening and recommending agents, guidance on terms of payment and assistance with tariff or access problems. The Trade Commissioner Service responds annually to more than 35,000 requests for assistance from Canadian business, and directs more than 45,000 enquiries from foreign buyers to Canadian firms listed in the Business Opportunities Sourcing System being developed. Trade commissioners also play active roles in developing trade relations with countries abroad, watching for market opportunities, encouraging promotional efforts and developing joint industrial co-operation agreements.

If you want the Trade Commissioner Service to assist your company to find overseas markets for your products, contact your nearest regional office of the Department of Industry, Trade and Commerce (ITC). These offices, located in each province, assist exporters with market planning and can arrange for the assistance of overseas trade commissioners. A list of their addresses is at the end of this book.

ITC's International Bureaux provide the following types of information:

- *Market information* giving economic outlooks for individual countries and information on the market for particular products;
- *Market access information* on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents, etc;
- *Publications*, including editions of this publication, "Markets for Canadian Exporters", for other countries.

Recognizing that the U.S. is Canada's major export market, a special in-depth advisory service is provided on U.S. customs and other access requirements.

Export Insurance and Guarantees

The major form of federal financial support for your exports is provided by the Export Development Corporation (EDC), a federally-owned corporation with a multi-billion dollar capacity to finance export sales through loans, loan guarantees and export insurance.

- *Credit Insurance*: EDC provides insurance against up to 90 per cent of losses caused by non-payment of foreign buyers.
- *Loans and Loan Guarantees*: EDC provides loans and loan guarantees needed by overseas purchasers of Canadian goods and services when commercial financing is not available for the purchase. EDC provides loans and guarantees at internationally-competitive rates thereby promoting the sales of such exports as capital equipment engineering services.
- *Foreign Investment Guarantees*: EDC insures new Canadian investments in developing countries from loss or damage; the investor carries 15 per cent co-insurance.
- *Surety and Performance Guarantees*: EDC insures Canadian firms against foreign calls on the guarantee or non-performance by a consortium partner.

Export Market Development

Trade promotion is encouraged through the Promotional Projects Program (PPP) which helps you to expand your export markets through three general types of trade promotion techniques:

- *Trade Fairs Abroad*, for which a complete exhibition service is provided on a shared-cost basis;
- *Trade Missions*, covering travel and other costs for outgoing missions to negotiate trade agreements, and for incoming missions to promote Canadian products and capabilities;
- *Trade Visitors*, covering travel and living costs for influential foreign representations and technical trainees.

Companies are invited to participate in PPP projects by the Department of Industry, Trade and Commerce, choosing from firms listed in the Business Opportunity Sourcing System. If you want to be considered, you should ensure that your firm is listed.

While PPP supports federal initiatives for export development, the Program for Export Market Development (PEMD) responds to requests by firms. This program provides incentives for Canadian firms to enter new export markets or expand existing markets overseas or in the U.S. It provides grants of up to 50 per cent of your costs incurred in breaking into new markets. Specifically, PEMD now supports the following types of export initiatives:

- Participation in capital projects abroad;
- Market identification (visits by business people to new market areas);
- Participation in trade fairs abroad (not included in PPP);
- Incoming buyer visits;
- Export consortium assistance (to promote small and medium-sized firms to form export consortia).

If export sales are achieved as a result of the PEMD assistance, then the federal grant is repayable at a rate of one per cent of your gross sales for up to three years.

Publicity

Canada Commerce magazine and its French counterpart, Commerce Canada, are published monthly and are available free of charge (in Canada only) to interested Canadian manufacturers and business persons. The magazine's content is wide-ranging: included are reports from trade commissioners posted around the world concerning export opportunities; articles on departmental projects and programs designed to aid the Canadian business community; economic overviews and advice to small business. To obtain copies on a regular basis or to receive sample issues, write to: Canada Commerce, Public Information Directorate (98), Department of Industry, Trade and Commerce, Ottawa K1A 0H5.

Canada Courier, a full-colour tabloid which gives international exposure to Canadian goods and services available for export, is now published in special editions aimed at selected markets or to particular industry sector audiences.

Industrial Co-operation with Developing Countries

The Canadian International Development Agency (CIDA) stimulates the involvement of Canadians in investment projects in developing countries. CIDA's Industrial Co-operation Program makes non-reimbursable contributions to assist Canadian companies with their travel and consultancy expenses to investigate the feasibility of investment and joint-venture opportunities; with the cost of their preparatory studies to help executing agencies bring capital projects to the stage when they can be financed by the Interamerican Development Bank and other sources of funds; and with their expenses to test and demonstrate Canadian technology, to the mutual benefit of Canada and the developing world.

VII. USEFUL ADDRESSES

1. Canadian Offices

(In Guatemala):	Canadian Embassy Edificio Galerías España, 6º Nivel 7a. Avenida 11-59, Zone 9 Guatemala City, Guatemala, C.A. 64955/57 - 64959 - 65839 - 63049 - 64956 5206 DOMCAN GU Canadian
(In Canada)	Caribbean and Central America Division Bureau for Latin America and Caribbean Department of Industry, Trade and Commerce Ottawa, Ontario K1A 0H5
Tel:	(613) 992-0384
	Canadian Association-Latin America Caribbean (CALA) 42 Charles Street East Toronto, Ontario M4Y 1T4
Tel:	(416) 964-6068

2. Guatemalan Offices in Canada:

(In Ottawa):	Embassy of Guatemala The Driveway Place 350 Driveway, Suite 105 Ottawa, K1S 3N1 Ontario
Tel:	(613) 237-3941
Contacts:	Mr. A. Arturo Rivera G. Ambassador Mr. Antonio Arenales Minister-Counsellor
(In Montreal):	39 Fundy International Trade Centre Place Bonaventure Case postale 401, Montréal (Québec) H5A 1B7
Tel:	(514) 861-5919
Contacts:	Mr. Jaime Arntonio Lara-Solorzano Consul General Ms. Juana Chavez Calvo Consul and Trade Commissioner

(In Québec City):	50, rue Aberdeen Québec (Québec) G1R 2C7
Tel:	(514) 523-0426
Contacts:	Mr. Paul Bouchard Honorary Consul
(In Toronto):	67 Yonge Street Suite 608 Toronto, Ontario M5E 1J8
Tel:	(416) 362-4035
Contact:	Mr. José Alberto Bacardi-Bolivar Honorary Consul
(In Vancouver):	1400-736 Granville Street Vancouver, British Columbia V6Z 1G7
Tel:	(604) 682-4831
Contact:	Dr. Bernard W. Hoeter Honorary Consul

3. Addresses in Guatemala:

A) Ministries:

Ministry of Finance	Ministerio de Finanzas Públicas 8a. Avenida y 21 Calle, Zone 1 Guatemala City, Guatemala 511380/97 - 511602/19 - 512222
Tel:	
Ministry of Health and and Public Welfare	Ministerio de Salud Pública y Asistencia Social Palacio Nacional, Zone 1 Guatemala City, Guatemala 21212 - 24281 - 80258
Tel:	
Ministry of Communications and Public Works	Ministerio de Comunicaciones y Obras Públicas Palacio Nacional, Zone 1 Guatemala City, Guatemala 21212 - 25570 - 21296
Tel:	
Ministry of Economy	Ministerio de Economía Palacio Nacional, Zona 1 Guatemala City, Guatemala 21212 - 80456 - 82416
Tel:	
Ministry of Education	Ministerio de Educación Palacio Nacional, Zone 1 Guatemala City, Guatemala 21212 - 20162
Tel:	

Ministry of Agriculture	Ministerio de Agricultura Palacio Nacional, Zona 1 Guatemala City, Guatemala
Tel:	21212 - 86696 - 21256
Secretariat of Mines, Hydrocarbons and Nuclear Energy	Secretaría de Minas, Hidrocarburos y Energía Nuclear Diagonal 17 entre 28 y 30 Calles, Zona 11 Guatemala City, Guatemala
Tel:	460111/4 - 491626
Secretariat of National Council of Economic Planning	Secretaría General del Concejo Nacional de Planificación Económica Edificio de Finanzas Públicas, 8a. Avenida y 18 Calle, Zona 1 Guatemala City, Guatemala
Tel:	511601/19 - 512222

B) Public Sector Companies and Agencies:

Ferrocarriles de Guatemala
FEGUA
9a. Avenida 18-03, Zona 1
Guatemala City, Guatemala

Instituto Nacional de Electrificación
INDE
6a. Avenida 2-74, Zona 4
Guatemala City, Guatemala

Empresa Guatemalteca de Telecomunicaciones
GUATEL
7a. Avenida 12-39, Zona 1
Guatemala City, Guatemala

Dirección General de Aeronautica Civil
Aeropuerto Internacional "La Aurora"
Zona 13
Guatemala City, Guatemala

Instituto Geográfico Nacional
Avenida de las Americas 5-76, Zona 13
Guatemala City, Guatemala

Instituto de Comercialización Agrícola
INDECA
11 Calle 3-23, Zona 9
Guatemala City, Guatemala

Dirección General de Caminos
Finca Nacional "La Aurora", Zona 13
Guatemala City, Guatemala

Dirección General de Obras Públicas
10a. Calle 9-37, Zona 1
Guatemala City, Guatemala

Dirección General de Servicios de Salud
11 Avenida 11-41, Zona 1
Guatemala City, Guatemala

Instituto Nacional Forestal
INAFOR
7a. Avenida 7-09, Zona 13
Guatemala City, Guatemala

Instituto Guatemalteco de Turismo
INGUAT
7a. Avenida 1-17, Zona 4
Guatemala City, Guatemala

Instituto Técnico de Capacitación
y Productividad
INTECAP
12 Calle 4-17, Zona 1
Guatemala, Guatemala

Municipalidad de Guatemala
21 Calle 6-77, Zona 1
Centro Cívico
Guatemala City, Guatemala

C) Banks:

Banco de Guatemala
7a. Avenida 22-01, Zona 1
Centro Cívico
Guatemala City, Guatemala

Banco Nacional de Desarrollo Agrícola
BANDESA
9a. Calle 9-47, Zona 1
Guatemala City, Guatemala

Banco Nacional de la Vivienda
BANVI
6a. Avenida 1-22, Zona 4
Guatemala City, Guatemala

Corporación Financiera Nacional
CORFINA
8a. Avenida 10-43, Zona 1
Guatemala City, Guatemala

D) Regional Organizations:

	Secretaría Permanente del Tratado General de Integración Económica Centoamericana SIECA 4a. Avenida 10-25, Zona 14 Guatemala City, Guatemala
(Head Office)	Banco Centroamericano de Integración Económica CABEL - BCIE Edificio Banco Central de Honduras 7-8 Piso Tegucigalpa, Honduras
(Regional Office)	Banco Centroamericano de Integración Económica Edificio de la Cámara de Industria 10º Nivel, Ruta 6 9-21, Zona 4 Guatemala City, Guatemala
	Banco Interamericano de Desarrollo BID - IADB Edificio Etisa, 6º Piso 7a. Avenida 12-19, Zona 9 Guatemala City, Guatemala

E) Private Associations:

	Camara de Comercio de Guatemala 10a. Calle 3-80, Zona 1 Guatemala City, Guatemala
	Camara de Industria de Guatemala Ruta 6, 9-21, Zona 4, Nivel 12 Guatemala City, Guatemala
	Camara de la Construcción Ruta 4 3-56, Zona 4 Guatemala City, Guatemala
	Comité Permanente de Exposiciones COPEREX 8a. Calle 2-33, Zona 9 Guatemala City, Guatemala
	Comité Coordinador de Asociaciones Agrícolas, Comerciales, Industriales y Financieras CACIF Edificio Cámara de Industria, 9º Nivel Ruta 6, 9-21, Zona 4 Guatemala City, Guatemala

VIII. READING LIST

A selection of publications of interest for doing business in Guatemala.

General:

Doing Business in Central America, Information Guide prepared by Price Waterhouse, P.O. Box 51, Toronto-Dominion Centre, Toronto.

The Economist Intelligence Unit. *Quarterly Economic Reviews: Guatemala, El Salvador and Honduras*. Available from EIU Ltd., 27 St. James's Place, London, England.

Guatemala. Economic and Social Position and Protestant. A World Bank Country Study. Free of Charge from World Publications Unit, Washington, D.C., 20433, 1978, 181 p.

The South America Handbook. Trade and Travel Publications Ltd., Bath, England, 1979 — information on Guatemala on pages 891-933.

West Indies and Caribbean Year Book. Caribook Ltd., Toronto. 1978-79 edition contains information on Guatemala on pages 683-703.

A Statement of the Loans of Guatemala in Matters Affecting Business, 3rd edition, 1975, General Secretariat, Organization of American States (OAS), Washington, D.C.

Directories:

Directorio Industrial de las Empresas Asociadas a la Cámara de Industria de Guatemala. Available from the Cámara de Industria, Apartado Postal 214, Guatemala, Guatemala.

Productos de Exportación y Nómina de Exportadores. Published by Ministerio de Economía, Dirección de Comercio Interior y Exterior 11 Avenida 3-14, Zona 1, Guatemala, Guatemala.

Industry and Trade:

Abriendo Mercados. Monthly publications of Guatexpro, 6a. Avenida 0-60, Zona 4, Torre Profesional, Guatemala, Guatemala.

General Precepts for Doing Business in Guatemala. Available from Guatexpro, P.O. Box 381, Place Bonaventure, Montreal.

Guatemala Business Facts and Figures. Guatexpro, Montreal.

Guatemala: New Business Horizons. Guatexpro, Montreal.

Guatemala: Shipping Documents and Customs Regulations. Department of Industry, Trade and Commerce, Ottawa, K1A 0H5.

Markets in Brief: Guatemala. Caribbean and Central American Division, Latin America and Caribbean Bureau, Department of Industry, Trade and Commerce, Ottawa, K1A 0H5.

Market Profiles for Latin America and the Caribbean. Overseas Business Reports OBR-78-29, August 1978. U.S. Department of Commerce, Publications Sales Branch, Room 1017, Washington, D.C. 20230.

Statistics

Anuario de Comercio Exterior. Dirección General de Estadística Ministerio de Economía, Guatemala City, Guatemala.

Boletín Estadístico. (Quarterly) Banco de Guatemala, Guatemala City, Guatemala.

Guatemala Economic Indicators. Guatexpro, Montreal.

Statistical Abstract of Latin America. University of California Latin American Centre, Los Angeles, CA 90024.

Other Useful Publications

Bank of London and South America Review, (Monthly) Public Relations Department. Lloyds Bank International, 40-66 Queen Victoria Street, London, England.

Economic Survey of Latin America (Annually). UN, Economic Commission for Latin America, Casilla 179-D, Santiago, Chile.

This Week. Central America and Panama. A Report on Business and Politics. Available from This Week Publications, Edificio Herrera, 12 Calle 4-53, Zona 1, S = E, Guatemala City, Guatemala.

"CALA Reports", Monthly, Canadian Association-Latin America and Caribbean, 42 Charles Street East, Toronto, M4Y 1T4.

REGIONAL OFFICES

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

NEWFOUNDLAND	P.O. Box 6148 127 Water Street 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

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	Case postale 1270, succursale B Suite 600 685, rue Cathcart Montréal (Québec) H3B 3K9	Tél: (514) 283-6254 Télex: 055-60768
	Suite 620, 2 Place Québec Québec (Québec) G1R 2B5	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) 949-2341 Telex: 075-7624
SASKATCHEWAN	Room 980 2002 Victoria Avenue Regina, Saskatchewan S4P 0R7	Tel: (306) 569-5020 Telex: 071-2745
ALBERTA AND NORTHWEST TERRITORIES	500 Macdonald Place 9939 Jasper Avenue Edmonton, Alberta T5J 2W8	Tel: (403) 420-2944 Telex: 037-2762
BRITISH COLUMBIA YUKON	P.O. Box 49178 Suite 2743 Bentall Centre, Tower III 595 Burrard Street Vancouver, British Columbia V7X 1K8	Tel: (604) 666-1434 Telex: 04-51191

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