

# Export Markets in Brief

Brief facts and figures for  
Canadian exporters on  
Canada's principal trading partners.

**6th Edition**



Prepared by

The First Canadian Bank

**Bank of Montreal**



In conjunction with The Department of Industry, Trade and Commerce, Ottawa

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First Edition 1963  
Sixth Edition 1980

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The First Canadian Bank  
**Bank of Montreal**  
in conjunction with the  
Department of Industry, Trade and Commerce, Ottawa



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## Foreword

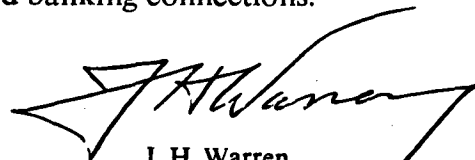
This sixth edition of "Export Markets in Brief" is published by Bank of Montreal in conjunction with the Department of Industry, Trade and Commerce.

The Bank wishes to express its great appreciation to the Department, its Trade Commissioners around the world and its Ottawa staff, for the invaluable assistance provided in gathering the up-to-date information on Canada's trading partners so essential to this publication.

We sell outside Canada over half of the total of products, materials and goods we produce, and exports account for just under a quarter of our Gross National Product. In 1979 exports earned over \$60 billion, and directly and indirectly they account for millions of Canadian jobs.

The 1980's will bring many problems as well as opportunities for Canada. At a time of persistent and increasing balance of payments difficulties for the country, improved export performance will be more important than ever. International competition is intensifying and while trade liberalization will improve our access to foreign markets, the Canadian market will also become more open to foreign competition. The massive imbalance of our trade in manufactured goods constitutes a particular challenge for our manufacturers and exporters.

The Chartered Banks have long recognized their responsibility to Canada's exporters. Bank of Montreal is proud to have been a leader in this field. We were the first to establish a specialized export servicing group in Canada back in 1969, and today we offer a complete range of services to internationally involved businesses — and those who would like to be — through more than 1,250 Domestic branches and five regional International Banking units in Canada, supported by our world-wide network of branches and banking connections.



J. H. Warren  
Vice-Chairman  
Bank of Montreal

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# The Bank and the Exporter

Virtually every Canadian export also involves a Chartered Bank. In fact, a good working relationship between the exporter and his bank is often crucial for successful marketing overseas. Although foreign sales can be very profitable for the Canadian producer, they are also frequently more complicated than domestic transactions, and the help available will overcome many of the potential hurdles.

The Chartered Banks are particularly well placed to provide the necessary advice and assistance to a firm at each stage of its international activity. The Banks will use to advantage their nationwide branch system (frequently supported by regional International Banking units) and worldwide networks of branches, representatives, affiliates and correspondents.

The services outlined below, which are in addition to the usual domestic facilities, provide an indication of the support given to Canadian exporters. Specific information on how these may be used by existing or potential exporters should be obtained directly from one of the Chartered Banks.

## Market Information

General descriptions of individual foreign markets, including current economic conditions and future prospects, are often available on request. More detailed information can also be furnished as required, including:

- Names and addresses of potential buyers, overseas sales representatives, etc. through "Trade Enquiries" routed to correspondents.
- Particulars on projects or purchases which are being planned, or for which tenders are already being sought.
- Credit reports on foreign companies.

## Money Transfers

A company involved in overseas business invariably must send or receive funds from abroad. Arrangements have to be made to pay foreign suppliers and to obtain payments from foreign buyers.

The most suitable method for money transfer will depend on the circumstances. The alternatives include:

- Cable transfers — where amounts are large or deadlines close, payment is effected by cable or telex to the recipient's bank, for credit to his account.
- Foreign drafts — The payer sends a bank draft to the recipient; this is then presented to the latter's bank for credit.

## Foreign Exchange

Export sales frequently involve proceeds in foreign currencies, which must then be converted into Canadian dollars. The Canadian banks offer:

- Advice on currency control regulations in various countries, to ensure that incoming payments will not be "blocked" in the country of origin.
- To buy and sell other currencies against Canadian dollars on a spot (immediate delivery) basis. An

evaluation of conditions in the currency markets and specific exchange rate forecasts can usually be provided on request.

- To buy and sell other currencies on a forward basis; that is, with delivery at a fixed date in the future, but at a price set when the deal is made. The forward market enables companies to protect themselves against exchange rate fluctuations by "locking in" the Canadian dollar value of a receivable, regardless of any subsequent movement in rates.

Foreign currency deposits may be useful to firms which both import and export. Proceeds from sales in other than Canadian dollars can be kept, often at interest, until required for payments without the firm's having to go through the foreign exchange market.

## Collections

A large proportion of exports is financed by drafts drawn by (Canadian) suppliers on foreign buyers or banks. These trade bills are sent through a Canadian bank to the drawee for payment (sight draft) or acceptance of the obligation (time draft).

When appropriate, title documents to goods may be sent along with the draft, not to be released until the buyer has paid/accepted his obligation as required. In this way, the exporter retains title until he has made satisfactory arrangements for receiving payment. It should be mentioned that this subject of "Documentary Collections" is very technical and that the Chartered Banks have the specialists who can provide necessary guidance to exporters.

## Letters of Credit

An extremely important tool for companies involved in importing and exporting, letters of credit (L/C's) facilitate international trade by substituting a bank's promise to make payment (against presentation of stipulated documents) for that of a customer. Canadian exporters, can therefore depend more readily on getting paid for goods shipped abroad.

In the case of exports, the foreign importer's bank opens the L/C, whereby it undertakes to pay the seller against the prescribed documents, using a Canadian bank as its agent. Depending on the terms and conditions of the L/C, settlement with the exporter may be either immediate or by way of time drafts. These latter may be accepted and/or discounted when mandated by the L/C.

The banks' role does not involve any responsibility for the underlying goods or services. They are concerned only with the related documentation, ensuring that this is exactly as stipulated before making any payment.

So-called "revocable" letters of credit may be cancelled or amended without prior notice to the supplier. As these in fact offer little protection to the exporter, they are rarely used. Instead, "irrevocable" letters of credit are employed. With irrevocable L/C's, terms and

conditions cannot be changed nor the credit cancelled before the specified expiry date without the agreement of all parties.

A letter of credit may be advised to a Canadian exporter without engagement on the part of the Canadian bank. Should the exporter be unwilling to accept the credit risk of the issuing bank abroad, he may request that the letter of credit also be *confirmed* by the Canadian institution. There would then be two banks guaranteeing payment.

Irrevocable Letters of Credit are also used to provide the Bank guarantees of performance required by purchasers in many parts of the world. The exporter or contractor whose performance must be assured would ask his (Canadian) bank to open an L/C in favour of the overseas party. Payment would be made on presentation of specified documents evidencing a "claim"; reimbursement to the Canadian bank could come from the proceeds of export insurance, the exporter's own funds or another source, depending on the individual transaction.

The Chartered Banks each have Letters of Credit specialists who can provide assistance as required.

#### **Trade Finance**

Price, quality and ability to perform are traditional factors in winning overseas sales. Another element has been added to the equation in the past few years — the ability to arrange the necessary financing.

There are a number of bank facilities which exporters find valuable in this regard. Financing packages can be tailored to the requirements of individual transactions, and use will be made of Export Development Corporation and other government programs which may be applicable.

- A bank may lend against a Canadian company's export receivables, with an assignment of EDC in-

surance as security, Foreign receivables may also be purchased by a bank, with full, partial or no recourse.

- Short or medium term drafts may be discounted, with or without recourse to the Canadian exporter.
- Promissory notes signed by a foreign buyer may be purchased from the Canadian holder. Depending on how the credit risks may have been covered (for example, with EDC insurance and/or guarantees), this could be with or without recourse to the exporter.
- Loans covering the export of Canadian goods and services can often be extended to the foreign purchaser/borrower without recourse to the Canadian supplier. These may cover the entire cost of a project, or alternatively include only down payments and/or local costs.
- International leases may be arranged to cover the export of "big ticket" items such as transportation equipment and capital goods. There can be significant cash flow advantages to such an approach.

Multicurrency options, terms and interest rates are tailored to individual circumstances. These will depend on the nature of the project itself and the credit worthiness of the borrower. The availability of guarantees (e.g. by foreign commercial or development banks) may be a significant factor.

The banks work closely with Export Development Corporation. When appropriate, joint financing packages or complementary facilities are arranged, or EDC guarantees may form part or all of the bank's security. Further details on EDC programs are found elsewhere in this book.

In conclusion, the Chartered Banks are very much aware of the importance to Canada of exporting and of the role they must continue to play in supporting this activity. They remain ready, able and willing to provide the assistance that is required.

# Documentation in Export Trade

When an export leaves Canada, it must be accompanied by certain documents in order to fulfill the customs requirements of the importing country. Each form and each blank space serves some purpose. The main use of customs documents is to provide the importer with a complete and specific description of the goods so that he can have them correctly assessed for duty purposes. Documents are also used for the administration of exchange control and quota restrictions and for statistical purposes. Careful completion of these forms means that goods can be cleared with the least possible delay and avoidance of fines. Careful completion means re-typing rather than making corrections; the erasure, even of typographical errors, may be confused with falsification.

**CONSULAR FEES** — Fees for consular legalization of documents vary greatly and are often substantial, particularly for some Latin American countries. Some countries levy a flat fee per set of documents, while others charge fees based on the value of the shipment as shown on the invoice, going as high as 8 percent *ad valorem* in some cases. Some fees are collected by the Consul who processes the documents; others are paid by the importer at the port of entry. The cost of forms purchased from Consuls of Latin American countries may be as high as \$8.00 a set.

**CONSULAR INVOICE** — When required, this document is the most exacting one an exporter is likely to meet. It is most often needed in Latin America. Forms are usually obtainable from the Consul of the importing country and must be submitted to him for legalization. To avoid fines and delays, utmost care must be taken in completing forms; particularly, in avoiding erasures of any kind.

**COMMERCIAL INVOICE** — This is usually supplied on the exporter's own form, but the content must comply with the requirements of the importing country. In some countries, particular those of the Commonwealth, a special form is prescribed. Such forms — Customs invoices — can usually be obtained from commercial stationers.

**CERTIFICATE OF ORIGIN** — The main purpose of this document is to establish the right of the goods to preferential or conventional duties. They are thus required for Canadian goods in many parts of the Commonwealth.

**CERTIFICATE OF VALUE** — Values shown in an invoice frequently have to be confirmed by a certificate of value signed by the exporter stating that the invoice contains a true and full statement of the price paid for the goods, etc.

**BILL OF LADING** — The Customs regulations of most countries specify the number of copies, either negotiable or non-negotiable, of the bill of lading that must be supplied for Customs purposes.

Very briefly, a bill of lading may either be a straight or an order bill. A straight bill of lading is made out to a specifically named consignee and is a non-negotiable document. An order bill of lading is made out by the carrier to the order of the shipper; the title of the goods is given by possession of the bill bearing the shipper's endorsement. Some countries prohibit or render difficult the use of order bills of lading. Consequently, the shipper should always enquire about the type of bill of lading acceptable to the country concerned.

**PACKING LIST** — This is sometimes required to supplement the commercial invoice when numerous units of the same product are being shipped, or when the quantities, weights or contents of packing cases may vary.

**HEALTH CERTIFICATES** — The regulations of many countries call for a certificate of health or sanitary certificate when animals, animal products and plant products are shipped. These certificates are usually issued in Canada by the Department of Agriculture or, for processed foods, by the Department of National Health and Welfare.

**IMPORT LICENCE** — Many countries require the importer to obtain an import licence. The exporter should always make sure that his customer has complied with the licensing requirements of the importing country before he ships the goods.

**CANADIAN EXPORT FORMS** — A Customs Export Entry form B13 is to be completed to cover all goods being exported, except goods not requiring an Export Permit and that are under \$50 in value. In addition, an Export Permit may be required, depending on the commodity being exported and/or its destination. For more detailed information, contact the Export and Import Permits Division, Department of Industry, Trade and Commerce, Ottawa.

**FINALLY** — Documents should be prepared in time to get them into the hands of the importer before the goods reach the port of entry. The papers should be sent to the consignee by airmail. The International Bureaus of the Department of Industry, Trade and Commerce have compiled leaflets on "Shipping Documents and Customs Regulations" for many countries. These are available on request.

Consular officials of the importing country, the Canadian Manufacturers' Association and Boards of Trade or Chambers of Commerce in larger cities can also advise exporters on documentation requirements.

Exporters frequently find it advisable to have shipping documents prepared for them by shipping or forwarding agents, many of whom have long experience and exact knowledge of requirements.

# Export Development Corporation (EDC)

A commercially self-sustaining Crown Corporation, EDC offers:

- export credits insurance to insure Canadian firms against non-payment when Canadian goods and services are sold abroad;
- surety insurance to protect both exporters who must issue performance bonds and the financial institutions supplying the guarantee. Members of an exporting consortium are also able to protect their performance guarantees against non-performance by the other members of the consortium;
- contractor's surety insurance to provide financial backing to enable Canada's construction industry to carry its expertise offshore;
- long term loans to foreign buyers of Canadian capital equipment and technical services, as well as guarantees to financial institutions against losses incurred in the financing of export sales either through Canadian supplier or directly to the foreign buyer;
- foreign investment guarantees to insure Canadians against loss of their investments abroad by reason of political action;
- a small business program in which these EDC facilities are tailored to the specific needs of small businesses engaged in Canadian export activity.

## Export Credits Insurance

EDC may insure contracts involving the following classes of export transactions:

- goods and services sold on short credit terms usual for the particular trade, and which normally range from documentary sight draft to a maximum of 180 days;
- capital goods such as heavy machinery sold on medium credit terms which may extend to a maximum of five years;
- earnings from the rendering of services to a foreign customer, such as engineering services, constructional work on the building of bridges, airfields, etc., and including "invisible" exports such as royalty and copyright payments; advertising fees; fees of auditors, architectural consultants, etc.

The main risks covered under a Policy are:

- insolvency of the buyer;
- failure of the buyer to pay the exporter within six months after due date the gross invoice value of goods which he has duly accepted;
- repudiation by the buyer which does not result from a breach of contract by the exporter, where proceedings against the buyer would serve no useful purpose;
- blockage of funds or transfer difficulties;
- war or revolution in the buyer's country;
- cancellation or non-renewal of an export permit;
- any other cause not within the control of the exporter or the buyer which arises from events occurring outside Canada and the continental United States of America.

EDC normally covers a maximum of 90 percent of the amount of the loss, with the exporter required to assume the remaining 10 percent. In this way, a restriction is placed on the indiscriminate extension of credit.

To assist him in financing exports, a policyholder may request EDC to assign the proceeds of any losses payable under a Policy to a bank or other agent providing financing in respect of export sales. An exporter may assign an individual bill or he may make a blanket assignment of all his foreign accounts receivable.

A further aid in financing in the case of medium term credit sales is available in the form of unconditional guarantees to chartered banks or other lenders who agree to provide non-recourse financing through the Canadian exporter. Such guarantees may be issued in respect of insured or insurable sales of capital goods or services. Guarantees may also be provided to banks for specific loans made to cover the material and labor costs involved in the manufacture of capital goods insurable as medium term export transactions.

## Surety Insurance

Five forms of protection now are available under EDC's surety insurance "Risk Protection Package". EDC will:

- insure a Canadian bank or other financial institution against a call on a bond usually in the form of an Irrevocable Letter of Credit issued by them to a foreign buyer on behalf of a Canadian exporter;
- insure the exporter against a wrongful call of his bond by a buyer;
- provide cross consortium liability insurance to members of a limited liability exporting consortium;
- insure a domestic surety company providing a North American style performance bond to a foreign buyer and/or insure a domestic surety company issuing a back-up bond to a foreign surety company providing a bond to a foreign buyer;
- issue contractor's surety insurance to offshore construction projects where the Canadian contractor may be required to post guarantees covering the major portion of the project and not just the Canadian portion. This phase of the program is designed to encourage Canadian construction companies to expand into the international market.

## Export Financing

EDC makes loans to foreign purchasers, or guarantees private loans to foreign purchasers, in support of Canadian exports of capital equipment and related services when extended credit terms are required to meet international competition, and when commercial financing is not available. In addition, where international competition so requires, EDC may itself provide or guarantee local cost financing provided by the private sector.

Eligible transactions may involve, for example, the power, transportation, communications and other



capital goods industries. Services related to appraisal and development (but not feasibility studies) of natural resources, primary and secondary industry products and public utilities projects, may also be financed in this way.

It is usually the Canadian exporter, and not the foreign borrower, who submits the loan application to EDC. The borrower need not be the importer in the transaction, as for example, when a Government might borrow on behalf of one of its agencies, or a Bank on behalf of one of its clients.

EDC may make loans to offshore banks for relending to importers who wish to buy long-life Canadian capital goods which, because of unit costs, would not qualify for direct financing.

### **Foreign Investment Guarantees**

To open new markets to Canadian businessmen by bringing the manufacture or assembly of goods nearer potential markets, and to contribute to the advancement of less-developed nations, EDC offers insurance against certain political risks of loss of Canadian investment abroad.

Only new investments made in developing countries qualify, but the Export Development Act allows considerable flexibility as to the type. Investments may vary from that of the investor acquiring the right to share in the assets of a business carried on in a foreign country, to that of the investor lending money to a person in a foreign country for the purpose of establishing a business in that country.

The program offers facilities covering three broad political risks:

- (1) expropriation;
- (2) inconvertibility, or inability to repatriate earnings or capital;
- (3) insurrection, revolution or war.

The investor can elect to take out a policy covering any, or all, or any combination of the three political risks.

The program calls for the investor to carry a percentage of the liability; the remainder is borne by EDC. This co-insurance requirement is extended to all contracts regardless of investor or country. The co-insurance to be carried by the investor ranges from 15% to 25%, depending upon the amount of the investment.

### **Small Business Program**

This facility was designed to assist small businesses involved in capital goods manufacturing or related services, whose continued prosperity and growth depend on export sales. The criteria and guidelines for eligibility under this program have intentionally been made flexible. Generally this program is based mostly on Export Credits, Insurance and Risk Protection Insurance, but other facilities will be utilized as needed.

### **Administration of EDC**

Direction of EDC is vested in a twelve-member Board which, to ensure cooperation between govern-

ment and private industry, includes five Directors appointed from outside the Public Service of Canada. The Head Office of EDC is in Ottawa. Regional offices are maintained in Montreal, Toronto and Vancouver and an Atlantic Representative office is located in Halifax.

For further information, please contact one of the regional offices listed below:

#### **Atlantic Office**

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

#### **Eastern Region**

Export Development Corporation  
Suite 2724, 800 Victoria Square  
P.O. Box 124  
Tour de la Bourse Postal Station  
Montreal, Quebec H4Z 1C3  
Tel: (514) 878-1881  
Telex: 05-25618

#### **Ontario Region**

Export Development Corporation  
Suite 2600, P.O. Box 64  
1 First Canadian Place  
Toronto, Ontario M5X 1B1  
Tel: (416) 364-0135  
Toll free from Belleville, Kingston,  
London, Kitchener-Waterloo, Windsor  
Call Operator and ask for Zenith 85920  
Telex: 06-22166

#### **Western Region**

Export Development Corporation  
Suite 1030, One Bentall Centre  
505 Burrard Street  
Vancouver, B.C. V7X 1M5  
Tel: (604) 688-8658  
Toll free from Winnipeg, Regina,  
Saskatoon, Edmonton, Calgary,  
Victoria  
Call Operator and ask for Zenith 08659  
Telex: 04-54223

or

Export Development Corporation  
P.O. Box 655  
Ottawa, Ontario K1P 5T9

An information brochure is also available through any branch of Bank of Montreal.

## Metric Commission

The Commission was established for the purpose of advising the Minister of Industry, Trade and Commerce on plans for conversion to the metric system and on the need for legislation. It also initiates, co-ordinates, and undertakes investigations, surveys and studies relating to the implications of conversion to the metric system in different sectors of the Canadian economy. It prepares, in consultation and co-operation with any department or agency of the Government of Canada and of any province, the Standards Council of Canada, or other interested parties, an overall program for conversion to the metric system which will ensure, as far as possible, that any programs are phased and co-ordinated in order to maximize the benefits of conversion while minimizing the costs. The Commission also furnishes, publishes and disseminates information concerning conversion to the metric system.

## National Design Council

The general objectives of the Council include creating an awareness by industry and the general public of the need for good design and implementing appropriate programs to foster such design in Canada. To achieve these ends, the Council will, among other things, plan and implement educational programs, assist industry in developing and applying good design techniques, make awards of merit for Canadian products of outstanding design and arrange for and sponsor the exhibition of displays of good design in Canada and abroad.

Responsibility for carrying out the necessary activities belong to the Office of Design within the Department of Industry, Trade and Commerce.

## Standards Council of Canada

Created in 1970, the Council aims to foster and promote the voluntary standardization of manufactured goods in Canada in order to benefit the public, facilitate trade and promote international cooperation in the standards field. The Council is composed of fifty-seven members drawn from various levels of government, industry, consumer associations and the educational community.

A standards information service is maintained by the Council, providing details concerning National Standards of Canada, other Canadian standards, international standards and the national standards of foreign countries. This service is available toll-free from anywhere in Canada by phoning 1-800-267-8220.

## Statistics Canada

Statistics Canada, the country's central statistical agency, was originally established in 1918. It compiles, analyses and publishes economic and social statistics and undertakes censuses of population, housing, merchandising and agriculture. The department also promotes awareness and use of statistical data by the public.

A partial listing of the information provided by Statistics Canada would include:

### **Economics and Integration**

Statistics on prices, labour, foreign trade, transport, communications, construction, primary industries, manufacturing and service industries; details on the national accounts (including gross national product and balance of payments) and foreign ownership and control; industrial input-output tables.

### **Institutions and Agriculture**

Statistics on agriculture, health, welfare, justice, education, science, culture, government finance.

### **Census and Household**

Statistics on population, housing and other demographics, consumer income and expenditure, employment/unemployment.

# Department of Industry, Trade and Commerce

## Overall Responsibilities

The objective of the Department is to further the growth, productivity and overall prosperity of the Canadian economy by promoting the development of Canada's manufacturing and processing industries and encouraging the expansion of trade and tourism.

## Organization and Programs

In order to achieve this objective, the Department is organized into eight functional groups. The responsibilities of each are briefly summarized below; for further information we would encourage you to contact the Department in Ottawa or any of the regional offices listed at the end of this section.

## Enterprise Development

Enterprise Development devises and implements policies and programs aimed at fostering the development of strong and internationally competitive Canadian industries. It does this by a) providing financial and other assistance; b) administering technological, design, financial and business advisory programs; and c) ensuring, to the extent possible, that the policies, programs and practices of closely associated financial and other institutions (such as the Federal Business Development Bank, the Export Development Corporation, the Standards Council and the Metric Commission) are consistent with current government economic and industrial promotion initiatives.

## Finance and Administration

This area provides administrative services to the Department.

## Industry and Commerce Development

This group develops and maintains policies and programs to promote the efficient and sustained growth of Canadian industry. It is organized into ten industry sector branches covering the principal manufacturing, processing and service industries.

## International Trade Relations

International Trade Relations is responsible for policies and programs favourable to Canadian international trade. It ensures that Canadian economic policy takes adequate account of the international environment. Operating divisions include the European Bureau; Pacific, Asia and Africa Bureau; Western Hemisphere Bureau; Office of General Relations; Office of Special Import Policy and Export/Import Permits Division.

The three International Bureaus are the central contact points in Canada's trade and economic relations with other countries. They carry out policy studies, recommend and initiate negotiations for bilateral and multi-lateral trade agreements and advise government departments and agencies, as well as the business community, on foreign trade relations. They develop and coordinate regional and country "thrusts" to stimulate increased Canadian trade. The Bureaus also work closely with the Trade Commissioner Service and International Marketing group on activities around the world.

## Personnel

This group is responsible for personnel administration in the Department, including the usual operational activities, employee assistance plans, training programs and human resource management programs.

## Policy Planning

The primary function of this group is to provide information and expertise on general issues affecting Canadian industry. It provides analysis and assessment of economic and other information from all sources, and works with other federal government departments in coordinating policies on items which span the Department's range of issues, e.g., tax policy, competition policy, employment creation and labour standards.

## Tourism

This office promotes the travel by foreign nationals to Canada and in-Canada travel by Canadians, working with provincial travel bureaus, transportation companies and national, regional and local tourist associations. It also undertakes studies and analyses of the Canadian trade industry.

## Trade Commissioner Service and International Marketing

The Trade Commissioner Service has ninety trade offices in sixty-five countries. Its primary role is to promote Canada's export trade and to represent and protect its commercial interests abroad.

Periodic official tours of Canada by Trade Commissioners assist Canadian firms interested in exporting. Trade associations are informed in advance of these visits so that appointments may be arranged by concerned businessmen through the association, the Trade Commissioner Service or one of the Department's regional offices.

### **Small Business Secretariat**

The Small Business Secretariat performs an advocacy role on behalf of small businesses. Accordingly, the Secretariat's functions include: research and policy planning on broad issues affecting the Canadian small business community, representation of that community's interests before departments whose programs impact upon it, daily contact with small businessmen and their organizations to aid in the resolution of problems or concerns raised and dissemination of information to the small business community.

### **Business Center**

A Business Center has been established in Ottawa to function as the initial contact point within the Department for businessmen visiting or planning to visit Ottawa and seeking information about federal government programs and services.

The Business Center can arrange appointments in advance with officials in Ottawa; give advice on industrial or trade matters related to the operations of the Department and guidance on departments to contact concerning particular problems; follow up on requests as necessary; develop and maintain an information bank on federal government activities affecting business; have available for distribution copies of all department publications.

The Business Center is located at 235 Queen Street, Ottawa. It may be phoned toll free from anywhere in Canada by calling the long distance operator and asking for ZENITH 0-3200.

### **Regional Offices**

127 Water Street  
(P.O. Box 6148)  
St. John's, Newfoundland  
A1C 5X8

Suite 1124, Duke Tower  
5251 Duke Street  
Scotia Square  
Halifax, Nova Scotia  
B3J 1N9

Dominion Building  
97 Queen Street  
(P.O. Box 2289)  
Charlottetown, P.E.I.  
C1A 8C1

Suite 642  
440 King Street  
Fredericton, New Brunswick  
E3B 5H8

Suite 620  
2 Place Quebec  
Quebec, Quebec  
G1R 2N5

Suite 2124, Place Victoria  
(P.O. Box 257)  
Tour de la Bourse  
Montreal, Quebec  
H4Z 1J5

5th Floor  
Commerce Court West  
(P.O. Box 325)  
Toronto, Ontario  
M5L 1G1

Suite 1104,  
Royal Bank Building  
220 Portage Avenue  
Winnipeg, Manitoba  
R3C 0A5

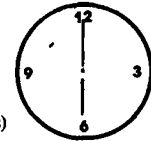
980-2002 Victoria Avenue  
Regina, Saskatchewan  
S4P 1K2

500 Macdonald Place  
9939 Jasper Avenue  
Edmonton, Alberta  
T5J 2W8

Suite 2743  
(P.O. Box 49178)  
Bentall Center, Tower III  
595 Burrard Street  
Vancouver, B.C.  
V7X 2K8

# Algeria

If Noon E.S.T.



6:00 p.m. (Algiers)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**  
Africa Division, Commercial Secretary  
Pacific, Asia and Canadian Embassy  
Africa Bureau, or P.O. Box 225  
Ottawa, Ontario Algiers, Algeria  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Visitor. Inoculation: Smallpox, cholera and yellow fever may be required if arriving from contaminated area.

**Area:** 2.4 million square kilometers. 80% desert, mountains wasteland, Northern coastline extends 1,200 km. along the Mediterranean.

**Population:** (1978 estimate) 17.4 million; 3.2% growth rate; 43% urban.

**Climate:** Temperate along the coast, warm and humid from June to September; hot and arid in Sahara desert.

**Language:** The official language is Arabic but French is still the language of business and administration.

**Capital:** Algiers.

**Marketing Centres:** Algiers, Oran.

**Chief Ports:** Algiers, Oran.

**Currency:** Dinar, divided into 100 centimes; 1 Algerian dinar equals Cdn.\$0.3023 (Aug/79).

**Foreign Exchange and Import Controls:** With the exception of certain items, all goods are subject to various import controls. The bulk of imports are made by the state monopolies, others may require import licences. Importers may, as soon as the import has been registered with an authorized bank, purchase the required foreign exchange from the bank.

**Income:** Gross Domestic Product (GDP) reached U.S.\$21.8 billion (U.S.\$1,251 per capita) in 1978.

**Economy:** The Algerian economy is strictly controlled by its government. GDP grew by 8.5% in 1976 and 7.8% in 1977 to attain the level of 90.9 billion dinars forecast for 1978. Export of hydrocarbons represent 95% of export receipts. Imports are characteristically related to investment projects in the sector of mass consumption and intermediate goods, investments in the hydrocarbon sector and foodstuffs.

**Total Imports:** 1978 — estimate 26.8 billion dinars.

**Chief Imports:** Industrial equipment, automobiles and parts, electrical machines, cereals, dairy products, textile and leather goods.

**Chief Suppliers:** (1975 percent) France 34, West Germany 12, U.S.A. 11, Italy 8.

**Value of Imports from Canada:** 1976 — U.S.\$96.3 million.

**Chief Imports from Canada:** (1974 — millions U.S.\$) Cereal 29; machinery and transportation equipment 33.3; lumber 4; fertilizer 1.5.

**Total Exports:** 1978 — estimate 25 billion dinars, 1977 — 24.5 billion dinars.

**Chief Exports:** Petroleum, natural gas.

**Chief Markets:** (1975 percent) U.S.A. 25; West Germany 20; Italy 13; Holland 8.

**Value of Canadian Purchases:** 1974 — U.S.\$7 million.

**Chief Canadian Purchases:** 1974 — Crude Petroleum U.S.\$6.8 million.

**Prices:** Prices may be quoted in Algerian dinars or dollars C.I.F.

**Credit Terms:** CAD terms and credit extending to 90 days may be considered.

**Taxes:** The main direct taxes for companies are: the tax on industrial and commercial profits BIC (60 percent) and the tax on non-commercial profits BNC (24 percent). Sales taxes are also levied on the production and importing of goods and services: a single inclusive tax on production of between 25 percent and 150 percent (T.U.G.P.) and a single inclusive tax on the provision of services of 6 percent (T.U.G.P.S.).

Foreign suppliers who sign service contracts such as research or study are liable for a nominal tax of 6 percent on the provision of services (T.U.G.P.S.) and, where necessary, must pay the social insurance benefits of local employees. Firms undertaking projects must be careful to negotiate a "Plus all taxes" type contract or anticipate the payment of such taxes or charges in the calculation of fees. The same situation applies to labour contracts, where a fixed tax of 8 percent is levied by the Algerian State.

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

The Algerian tariff system conforms to the Customs Cooperation Council Nomenclature (CCCN) formerly the Brussels Tariff Nomenclature. Customs duties range from nil to 100% ad valorem with the highest rates levied on luxury goods. There are virtually no specific duties.

**Samples:** Free of duty and taxes if of no commercial value.

**Standards:** INAPI is the national organization responsible for standards in Algeria.

**Weights and Measures:** Metric system.

**Trade Agreements:** Algeria is a de facto member of the General Agreement on Tariffs and Trade (GATT).

**Radio and Television:** Radio and television are owned and controlled by the State. In 1977, there were 1 million radio receivers and 450,000 television sets in Algeria.

**Motor Vehicles:** In 1976, there was 326,000 passenger cars and 181,000 trucks and buses in use. Cars imported must be over one year old and duty ranges from 100% and up.

**Water Supply:** City water safe for drinking throughout the country. However water is frequently cut for lengthy periods of time following which it is advisable to boil the water for 10 minutes before drinking it.

**Electricity:** Electric current is usually 220 volts/50 hertz, but some parts of the country still have 110 volts/50 hertz. Electrical outlets are of the European type.

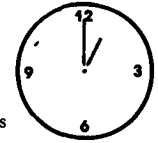
**Coal:** Coal is used for cooking and heating in some rural areas of the country.

**Gas:** Gas is used for cooking, heating and hot water. Algeria is the fourth gas producer of the world behind the U.S.A.; U.S.S.R. and Iran.

**Petroleum Products:** Although Algeria is an oil producer, the cost of gasoline is high. The distribution of gasoline is ensured by the State-owned oil and gas company Sonatrach. Algeria's oil reserves are estimated at 7.5 billion barrels which makes Algeria one of the less important OPEC producers.

# Argentina

If Noon E.S.T.



1:00 p.m. (Buenos Aires)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America

Division,

Western

or

Hemisphere Bureau,  
Ottawa, Ontario

K1A 0H5

Commercial Counsellor

Canadian Embassy

Suipacha 1111 — P. 25  
Buenos Aires, Argentina

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Not required.

**Area:** 1,079,965 square miles.

**Population:** 26.1 million (Dec. 1/77).

**Climate:** Temperate throughout most of the country; subtropical in the north and cold in the extreme south. Seasons are the reverse of those in Canada.

**Language:** Spanish: correspondence and sales literature in Spanish is essential.

**Capital:** Buenos Aires.

**Marketing Centres:** Greater Buenos Aires, including Federal Capital 10,000,000; Rosario 1,000,000; Cordoba 1,000,000; Tucumàn 450,000; Santa Fe 350,000; Bahia Blanca 560,000; Mendoza 600,000.

**Chief Ports:** River Plate — Buenos Aires, Rosario, La Plata, Santa Fe; Atlantic Coast — Mar del Plata, Quequèn, Bahia Blanca, Puerto Madryn, Comodoro Rivadavia, Puerto Deseado, Puerto San Julian, Rio Gallegos.

**Currency:** Peso — 1 Peso equals Can.\$0.0009 (Aug/79).

**Foreign Exchange and Import Controls:** The military government which has managed the country since March 1976, has significantly improved the nation's economy, and has applied liberal policies under which most financial and numerous trade controls have been successively eliminated. The Peso is freely quoted on the market and in 1978 there were no currency restrictions. The goods on the list of banned imports have been reduced to only a few items (such as automobiles). Neither import licences, nor prior deposits, nor credit payments for imports of capital goods are required. Tariffs have been considerably reduced. Remittances of dividends are restricted to a maximum of 12.5% and subject to the provisions of the Law of Foreign Investments. Remittances due to royalties are subject to the provisions of legislation governing agreements for the transfer of technology.

**Income:** DGP increased an estimated 4.4 in 1977 (2.9% drop in 1976); per capita GDP (1977) \$1,798.

**Total Imports:** 1977 — U.S.\$42 billion.

**Chief Imports:** Machinery (including electric), base metals, chemicals, mineral products.

**Chief Suppliers:** U.S.A., West Germany, Brazil, Japan.

**Value of Imports from Canada:** 1977 — Cdn.\$105 million.

**Chief Imports from Canada:** Motor vehicle parts, newsprint, wood pulp, steel nickel.

**Total Exports:** 1977 — U.S.\$5.5 billion.

**Chief Exports:** Vegetable products, live animals and animal products prepared food and beverages.

**Chief Markets:** U.S.S.R., Brazil, Italy, Netherlands, U.S.A., Chile, Spain, U.K.

**Value of Canadian Purchases:** 1977 — Cdn.\$22.8 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Glove and garment, leather 4.3; canned corn beef 2.6; fruit juices 2.1; cheese 2.0.

**Prices:** U.S. dollars cost and freight quotations preferred.

**Credit Terms:** Sight to 180 days; medium and long term credit often essential for major capital projects.

**Taxes:** There are taxes which affect the selling prices of most imported articles, i.e.; which would be added to prices over and above the import duties. The chief of these is a Sales Tax, which has various rates, all subject to fluctuations. A statistical tax of 1½% is also levied on most goods. There is a special tax ranging from 1% to 10% ad valorem C.I.F. on imports of many iron and steel manufactures and a tax of from 4% to 10% ad valorem C.I.F. on such products as paper, timber in various forms, furniture and other manufactures of wood. With certain exemptions, a special tax of up to 15% is levied on airplanes and associated products. A freight tax of 4% of the freight charge is also payable by importers. Clearance charges, including a statistical fee and wharf and loading charges, amount to about 3% ad valorem C.I.F. Excise taxes are levied on a number of articles and commodities.

**Samples:** Samples are admitted free provided they are of no commercial value.

**Standards:** Gas appliances require approval by Gas del Estado, Alsina 1169, Buenos Aires. Approvals of electrical and other fuel appliances by the Instituto Argentino de Racionalizacion de Materiales (IRAM), Chile 1192, Buenos Aires, is recommended.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric, Whitworth and North American SAE are all used: right hand.

**Trade Agreements:** Most-favoured-nation treatment accorded to Canada. Preferences granted to LAFTA countries on specific items.

**Radio and Television:** Radios 12,000,000 (1976); televisions 5,000,000 (1976).

**Motor Vehicles:** 1976 — passenger cars 2,350,000; trucks and buses 1,040,000.

**Water Supply:** Safe to drink in most areas. Buenos Aires water from the River Plate has low mineral content

of 150/250 mg/lt and hardness of 60/70 mg/lt as calcium carbonate.

**Electricity:** For domestic and commercial use, power supplied at 50 cycles, 250 volts, a.c. single-phase, with three-phase 380/440 volts available for industry. Voltage may vary by 15 to 20 per cent. Grounding conductor is not required for electric cord on appliances. Production in 1977 was 27,026 million kwh from 8,100 thousand kw capacity.

**Coal:** Gross production for 1977 was 1,334,100 tons which resulted in 533,300 tons of marketable bituminous coal. Reserves are estimated at over 250 million tons.

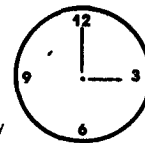
**Gas:** Natural and LPG are available. In 1977, 8.6 billion cubic meters of natural gas were produced. Natural gas reserves estimated at 190 billion cubic meters.

**Petroleum Products:** Crude oil production during 1977 reached 35,005,000 cubic meters. Total consumption averages 29 million cubic meters. Dependency on imports amounts only to 14% of demand.



# Australia

If Noon E.S.T.



3:00 a.m. next day  
(Sydney)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Pacific Division, Commercial Secretary  
Pacific, Asia and Canadian Embassy  
Africa Bureau, or Commonwealth Avenue  
Ottawa, Ontario Canberra  
K1A 0H5 ACT 2600  
Australia

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Smallpox.

**Area:** 7,686,848 sq. kilometres — 2,970,000 sq. miles

**Population:** Approximately 14 million, average annual increase less than 2%. One household to approximately 3.6 people.

**Climate:** Temperate in the south, sub-tropical to tropical in north, hot and dry inland.

**Language:** English.

**Marketing Centres:** Sydney 2,900,000; Melbourne 2,600,000; Brisbane 958,000; Adelaide 900,000, Perth 805,000; Hobart 160,000.

**Chief Ports:** Port Kembla, Fremantle, Sydney, Melbourne, Newcastle.

**Currency:** Australian Dollar: A\$1.00 equals Cdn. \$1.3150 (Aug/79).

**Foreign Exchange and Import Controls:** Exchange control approval is required by Australian residents for the buying and selling of foreign currencies, for all payments to non-residents, for contracts generally with non-residents other than for contracts for the purchase of goods. Imports are restricted by the imposition of quantitative quotas for such goods as motor vehicles, footwear and textile goods, and by a tariff quota scheme whereby specific goods are allowed entry at normal rates of duty to a specified quantity. Any amount in excess of this quantity is assessed an additional duty which could be considered prohibitive.

**Income:** GDP \$A90,220 million (1977/78); A\$82,471 million (1976/77); per capita A\$6,370; (1977/78), GDP growth 9.4% (1977) average weekly earnings per employed male \$213 (1978).

**Economy:** Based substantially on primary production with expanding industrial base. Main products include wool, metals and minerals, wheat, meat and variety of manufactured goods. Manufacturing sector employs 25% of labour force compared with 6% in agriculture.

**Total Imports:** (1977) A\$13.6 thousand million.

**Chief Imports:** Non-electric machinery; motor vehicles;

crude oil and products; chemicals; textile yarns and fabrics; food; instruments.

**Chief Suppliers:** (1976/77) U.S.A. 21%; Japan 19%; U.K. 11%; West Germany 7%; Canada 3%.

**Value of Imports from Canada:** (1977) Cdn.\$406 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Motor vehicles and parts 76; lumber 40; newsprint 36; asbestos 32 and woodpulp 19.

**Total Exports:** (1977) A\$13.3 thousand million.

**Chief Exports:** Metal ores, coal, meat, wheat, sugar, non-ferrous metals, wool.

**Chief Markets:** (1977) Japan 33%; U.S.A. 9%; New Zealand 5%; U.K. 4%; Canada 2.4%.

**Value of Canadian Purchases:** (1977) Cdn.\$353 million.

**Chief Canadian Purchases:** (1977) Raw Sugar, Alumina, Metal Ores Concentrate and Scrap, Meat.

**Prices:** C.I.F. prices in Australian currency preferable, but F.O.B. prices are required for import duty purposes. Quotations in U.S. or Canadian dollars normally acceptable.

**Credit Terms:** Normally sight to 90 day drafts, although longer terms are encountered depending upon nature of product and/or transaction.

**Taxes:** A sales tax is levied on the wholesale value of a wide variety of imported and locally manufactured goods. Tax rates vary from 2½% on many household goods to 27½% on luxury items, with the general rate being 15%. Certain classes of goods are specifically exempted from the imposition of sales tax.

**Samples:** ATA Carnets acceptable to Australian Customs authorities. This is an international customs clearance document and allows both personally accompanied and unaccompanied samples (not by letter post) to be temporarily imported without duty, deposit or bank guarantee.

**Standards:** The specification of industrial standards relating to dimensions, terminology, test methods, performance and quality of products, and safety or design codes is the responsibility of the Standards Association of Australia.

**Weights and Measures:** Metric system, change from Imperial system due for completion by 1980.

**Screw Threads:** All types used, British types being most widespread.

**Trade Agreements:** Canada-Australia Trade Agreement of June 30, 1960 and subsequent Exchange of Letters signed October 25, 1973 provide for exchange of preferential tariff treatment and the binding of certain rates of duty on a range of products.

**Radio and Television:** T.V. receivers have 625 lines per picture. As of 1977, there were 274 television and 214 radios per thousand people. T.V. and radio stations are publicly and privately owned.

**Motor Vehicles:** Per capita ownership among highest in world. Passenger cars in use (1977) 5.79 million. Motor vehicle production 398,000 (1977).

**Water Supply:** Owing to wide variation in pressures, solids range and pH figures, it is advisable to make enquiries for any particular area of interest.

**Electricity:** Electricity production (million kwh.) 83.8 (1977). Standard supply is 240 volts, single-phase 50 cycles a.c. and 415 volts 3-phase 50 cycles a.c. Electricity consumption growing at over 10% per year.

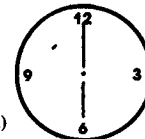
**Coal:** Coal production (1977) 86.5 million ton. Substantial amounts exported, particularly to Japan.

**Gas:** Natural gas production (1977) 6728.1 million cubic meters.

**Petroleum Products:** Substantial oil exploration activity. 1977 production approximately 21.3 million ton, but a quantity is imported to meet domestic requirements.

# Austria

If Noon E.S.T.



6:00 p.m. (Vienna)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
Luegerring 10,  
1010 Vienna, Austria

**Personal Requirements for Canadians:** Visa: None required. Inoculation: None.

**Area:** 32,374 square miles.

**Population:** (1977) — 7.5 million. In 1976 there were 2,633,600 family groups.

**Climate:** Temperate with warm summers and cold winters.

**Language:** German: sales literature in German is desirable but not absolutely necessary.

**Capital:** Vienna.

**Marketing Centre:** 1977 census: Vienna 1.6 million; Graz 248,500; Linz 202,900; Salzburg 128,800; Innsbruck 115,200; Klagenfurt 82,500.

**Chief Ports:** None; Canadian exports to Austria are usually routed through Hamburg, Bremen, Rotterdam, Trieste or Rijeka.

**Currency:** Schilling; one Schilling equals Cdn.\$0.0871 (Aug/79).

**Foreign Exchange and Import Controls:** Austrian Schilling is fully convertible; very few products (mostly agricultural and food products) remain subject to import controls.

**Income:** In 1977 the GNP was \$65.8 billion and annual per capita income was \$11,500. Average hourly wage was \$9.16.

**Economy:** Well-developed primary and secondary industries; natural resources consist chiefly of lumber, hydro-electric power, iron ore, magnesite and oil; tourist trade is very important.

**Total Imports:** 1977 — Cdn.\$19.5 billion; 1976 — Cdn.\$17.1 billion.

**Chief Imports:** (1977 percent) Finished products 60.6 comprising investment goods 18.1 and consumer goods 42.5; raw materials 17.2, semi-finished goods 15.8, food, beverages, tobacco 6.3.

**Chief Suppliers:** (1977 percent) West Germany 42.2; Italy 8.7; Switzerland 6.0; France 4.5; U.K. 3.4; U.S.A. 3.0; Canada 0.4.

**Value of Imports from Canada:** 1977 — Cdn.\$76.7 million; 1976 — Cdn.\$73.0 million.

**Chief Imports from Canada:** (Austrian Statistics) (1977 — millions Cdn.\$) Iron and nonferrous ores 17.0; pulp 16.5; asbestos 15.8; machinery 8.4; chemical products 5.0.

**Total Exports:** 1977 — Cdn.\$13.5 billion; 1976 — Cdn.\$12.7 billion.

**Chief Exports:** (1977 percent) Finished goods 63.8 comprising 23.7 investment goods and 40.0 consumer goods; semi-finished goods 22.2; raw materials 10.5; food, beverages; tobacco 3.6.

**Chief Markets:** (1977 percent) West Germany 26.6; Italy 9.0; Switzerland 7.1; U.K. 4.6; Poland 3.6; Hungary 3.1; U.S.A. 3.1; Canada 0.7.

**Value of Canadian Purchases:** 1977 — Cdn.\$91.6 million; 1976 — Cdn.\$95.8 million.

**Chief Canadian Purchases:** (Millions Cdn.\$) Machinery 33.8; semi-finished and finished products 18.2 (of which refractory materials 2.2; textiles 3.7; glass 2.2; tools 1.9); toys and sporting equipment (skis) 10.6; chemical products 3.9; cheese 2.3; alcohol-free drinks 2.2.

**Prices:** Preferable to quote in Canadian Dollars C.I.F. North European Port.

**Credit Terms:** Sight to several months depending on product/transaction.

**Taxes:** V.A.T. with the exception of agricultural products (8%) amounts to 16 percent, and for luxury items 30 percent (cars, T.V., Radio, Cameras, Perfumery Articles). On imports this tax is called import turnover tax.

**Samples:** Dutiable if of commercial value; travellers' samples admitted under bond.

**Standards:** Official approval for gas, electrical or other fuel appliances necessary. Application should be filed by importer with the following: Bundesversuchs und-Forschungsanstalt, Arsenal, Objekt 210, A-1030 Vienna, Austria; Chem.-und phys.-techn. Labor der Gemeinde Wien, Eslarn-gasse 23, A-1030 Vienna, Austria; Technologisches Gewerbe-museum, Währingerstrasse 59, A-1090 Vienna, Austria.

**Weights and Measures:** Metric system.

**Screw Thread:** Whitworth and North American SAE used to a small extent only for imported machines.

**Trade Agreements:** As a signatory of GATT, Canada enjoys most-favoured-nation tariff treatment. Austria is a member of EFTA, and has an agreement with EEC for free trade in most commodities.

**Radio and Television:** In 1977 there were 2,153,556 radios licensed and 2 million television receivers (625 lines). TV and broadcasting facilities are publicly owned. Telephones 2.2 million (300/1000 inhabitants) Cable TV is being introduced.

**Motor Vehicles:** In 1977, 3,099,267 of which 1,554,413 were passenger; 410,837 commercial; 164,264 buses trucks and 627,222 motorcycles and scooters.

**Water Supply:** Safe to drink. Average pressure minimum 20 meters, maximum 80 meters water column; hardness average 7 percent (German water-hardness scale).

**Electricity:** 50 cycle a.c. 220/380 volts with one-phase for domestic and three-phase for commercial and industrial; frequency stable (connected with European power grid). In Vienna the cost for household and commercial is \$0.080 per kw, the basic rate for connection varies according to several factors. The main one is power installed. Special night electricity

is half the price. Special arrangements made for industrial users. Costs in other provinces vary slightly. The distribution system has a ground wire and a grounding conductor is required on all appliances. The production of electricity in 1977 was 37,684 million kwh (24,871 hydro, 12,813 thermal).

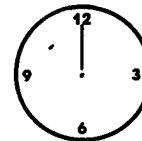
**Coal:** Lignite available. Consumption in 1977 was 6.0 million metric tons; production (lignite 1977) 3.1 million metric tons.

**Gas:** Total consumption 4,400 billion cubic meters. Local natural gas production 2,100 billion cubic meters. The operation pressure for natural gas is 180-220 mm water column. Price of gas is \$0.30 per mega cal. for domestic customers and for main consumers reductions are available. Consumption increases annually about 10% and increased imports from Russia and other gas suppliers are necessary.

**Petroleum Products:** The following are available: gasoline, super 96 to 98 octane, normal 86 to 88 octane; fuel oils, light 9,900 to 9,950 kilo/cal, middle 9,800 kilo/cal and heavy 9,500 to 9,700 kilo/cal (in all cases lowest heating value); automotive oils, 20 to 40 SAE. Total consumption of fuel oil in 1977 was 9.5 million metric tons. Production of oil in 1976 was 1.9 million metric tons.

# Bahamas

If Noon E.S.T.



Noon (Nassau)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Caribbean Division      Commercial Division  
Western Hemisphere      Canadian High Commission  
Bureau,                      or      P.O. Box 1500  
Ottawa, Ontario              Royal Bank Bldg.  
K1A 0H5                        30-36 Knutsford Boulevard  
Kingston 10, Jamaica

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** An archipelago consisting of 29 major islands with a total land area of over 5,380 square miles.

**Population:** (1977) 215,000.

**Climate:** Subtropical; during the winter months (November-May) average temperature is 21 degrees centigrade. Heavy rainfall is confined mainly to June, July and October.

**Language:** English.

**Capital:** Nassau.

**Marketing Centres:** Nassau on New Providence Island and Freeport on Grand Bahama Island.

**Chief Port:** Nassau.

**Currency:** Bahamian dollar: B\$1.00 equals Cdn. \$1.1650 (Aug/79).

**Foreign Exchange and Import Controls:** Canadian and U.S. dollars are freely convertible for business transactions. Individual import licences are required for all shipments but this regulation is applied very liberally.

**Income:** (1976) GNP U.S.\$689.0 million, GNP per capita U.S.\$3,310.

**Economy:** Based on tourism, but industry is becoming more important, especially in Freeport. Banking is an important activity.

**Total Imports:** 1977 — U.S.\$557 million.

**Chief Imports:** (1977 — millions U.S.\$). Petroleum products 265.3, food and beverages 83.2, intermediate goods 63.2.

**Chief Suppliers:** (1977 — millions U.S.\$) U.S.A. 214.2, U.K. 38.1.

**Value of Imports from Canada:** (1977) Cdn.\$12.2 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Food products 5.0.

**Total Exports:** 1977 — U.S.\$658 million.

**Chief Exports:** (1977 — millions U.S.\$) Petroleum products 508, chemicals and perfume 41.4, hormones 38.3, rum 15.4.

**Chief Markets:** (1977 — millions U.S.\$) U.S.A. 61.6, U.K. 18.6.

**Value of Canadian Purchases:** 1977 — Cdn.\$10.9 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Fuel oil 3.2, Oxygen function acids 2.9, rum 1.4.

**Prices:** Quote in U.S. dollars C.I.F. Nassau or C.I.F. Freeport, depending on destination.

**Credit Terms:** Sight draft against documents. Terms up to 30 or 90 days are sometimes given.

**Taxes:** Canadian goods are subject to the Bahamas common external tariff.

**Samples:** Deposit required but refunded on re-export of samples. Certified invoices and packing lists must accompany all samples.

**Standards:** CSA and United States Underwriters Laboratories standards are acceptable for electrical appliances. No standards for gas appliances.

**Weights and Measures:** Imperial Standard.

**Trade Agreements:** No agreement is currently in effect.

**Radio and Television:** (1977) There was an estimated 100,000 radios and 20,000 television sets.

**Motor Vehicles:** In 1978 there were 52,800 vehicles throughout the islands. This figure includes private cars, motor bicycles and scooters.

**Water Supply:** Usually safe to drink.

**Electricity:** Three phase, four wire, 208/120 volts, 60 cycles; one phase, three wire 240/120 volts, 60 cycles. A grounding conductor is required in the electrical cord attached to appliance.

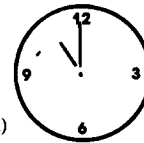
**Gas:** LPG is available.



# Bangladesh

If Noon E.S.T.

11:00 p.m. (Dacca)



**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Asia Division, Pacific, Asia and Africa Bureau, Ottawa, Ontario K1A 0H5  
Commercial Secretary  
Canadian Embassy  
P.O. Box 2090  
The Boonmitr Building  
11th Floor, 138 Silom Road  
Bangkok, Thailand

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Current International Health Certificate required showing proof of vaccination for smallpox, typhoid and cholera. In addition, if arriving from infected area, proof of yellow fever inoculation.

**Area:** 142,776 square kilometres.

**Population:** 84.7 million (mid 1978) with annual growth rate of 28%.

**Climate:** Tropical; humid, with heavy monsoon in July-October. Rainfall averages 81 inches annually. Cyclones and floods regularly cause severe damage in the delta region.

**Language:** Bengali; English widely used in business and government.

**Capital:** Dacca.

**Marketing Centers:** Dacca; Chittagong; Chalna.

**Chief Ports:** Chittagong, Chalna.

**Currency:** Taka, consisting of 100 Paisa. Taka equals Cdn.\$0.75 (Aug/79).

**Foreign Exchange and Import Controls:** Shortage of foreign exchange. Import licences are issued only for those categories of goods announced twice a year as permissible imports.

**Income:** 1976/77 GNP U.S.\$8.8 billion, GNP per capita income U.S.\$110.

**Economy:** Essentially based on agriculture (jute, rice and sugar cane). Manufacturing — mainly jute and cotton. Economy is subject to frequent devastations caused by regular cyclones and flooding.

**Total Imports:** 1977/78 (projection) U.S.\$274 million.

**Chief Imports:** (millions U.S.\$) Food grains 279; machinery and equipment 272; petroleum and products 144; cotton 73; oil and oil seeds 65.

**Chief Suppliers:** (1976/77 percent) Western Europe 24; U.S.A. 12; Japan 8; Eastern Europe 7.

**Value of Imports from Canada:** 1978 projection — about Cdn.\$90 million.

**Chief Imports from Canada:** (1978 projection — millions Cdn.\$) Wheat 50; rapeseed and oil 8; locomotives 8; copper bars and rods 2; milk powder 1.2.

**Total Exports:** 1977-78 (projection) — U.S.\$482 million.

**Chief Exports:** (millions U.S.\$) Jute goods 240; raw jute 102; tea 56; leather 35; fish 23.

**Chief Markets:** (1977/78 percent) Western Europe 19; U.S.A. 16; Eastern Europe 10.

**Value of Canadian Purchases:** 1978 projection — Cdn.\$6.5 million.

**Chief Canadian Purchases:** 1978 projection — jute Cdn.\$4 million.

**Prices:** Quotations in Pound Sterling C and F; Chittagong.

**Credit Terms:** Irrevocable letter of credit.

**Taxes:** A sales tax of 20% on most items and 30% on luxury goods, is levied on most imports.

**Samples:** Samples of no commercial value or negligible value are admitted duty free. Other samples liable to duty. Under certain conditions, samples may be imported temporarily under bond without payment of duty.

**Standards:** Generally no special problems exist for imports from western industrialized countries. Import licences are required for all products.

**Weights and Measures:** Imperial standard. Metric system is being introduced.

**Screw Thread:** Right hand Whitworth.

**Trade Agreements:** Bangladesh is a member of GATT and exchanges most-favoured-nation treatment with Canada.

**Radio and Television:** In 1969 there were 531,000 radio licences.

**Water Supply:** Water pressure and mineral content differ from place to place. Recommended that water be boiled before drinking.

**Electricity:** 220/240 volts a.c. Voltage fluctuations and power cuts are not unusual.

**Coal:** Has reserves at Jamalganj. However, commercial exploitation not yet begun. Dependent on imports.

**Gas:** Natural gas reserves at 9 billion cubic feet.

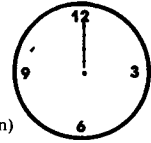
**Petroleum Products:** No substantial reserves.





# Barbados

If Noon E.S.T.



Noon (Bridgetown)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Caribbean Division, Commercial Division  
Western Hemisphere, Canadian High Commission  
Bureau, or P.O. Box 1246  
Ottawa, Ontario Port of Spain  
K1A 0H5 Trinidad, W.I.

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 166 square miles.

**Population:** (1976) 258,000.

**Climate:** Humid, temperatures range from 18°C from December to February to 32°C in summer, short rainy season July to September; in general, constant breeze, abundant sunshine, cooler nights.

**Language:** English.

**Capital:** Bridgetown.

**Currency:** Barbados dollar (B\$): 1 B\$ — Cdn.\$0.5831 (Aug, 31/79).

**Foreign Exchange and Import Controls:** Import licensing controls remain in effect on a variety of commodities, mainly items which are locally produced. Foreign exchange is freely available for imported goods and services.

**Income:** (1976) GNP U.S.\$387,700,000.

**Economy:** Tourism (main industry), agriculture.

**Total Imports:** (1976) E.C.\$474,571,000.

**Chief Imports:** (1976 — millions E.C.\$) Manufactured goods 99.7; food and live animals 98.0; machinery and transport equipment 82.1.

**Chief Suppliers:** (1976 — millions E.C.\$) U.S.A. 1089.0; U.K. 885.0.

**Value of Imports from Canada:** (1977) Cdn. \$16,794,078.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Manufactured goods 5.6; food 4.5; laboratory equipment 2.2.

**Total Exports:** (1976) E.C.\$172,740,000.

**Chief Exports:** (1976 — millions E.C.\$) Food and live animals 66.3; manufactured goods 37.5; mineral fuels 22.8.

**Chief Markets:** (1976 — millions E.C.\$) U.S.A. 51.6; Trinidad and Tobago 18.8; Canada 11.9.

**Value of Canadian Purchases:** 1977 — Cdn.\$5,-885,660.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Molasses 2.3; gloves, protective headgear, 1.4; ice hockey equipment 0.4; rum 0.2.

**Prices:** Buyers prefer quotations in Canadian dollars, C.I.F. Barbados, if possible or F.O.B. port of shipment, including export packing, documentation and handling charges.

**Credit Terms:** Customarily sight draft, documents on payment. However, importers are showing a growing tendency to ask for terms of 60 to 90 days interest free, documents on acceptance.

**Taxes:** Goods imported into Barbados are dutiable in accordance with the Caribbean Common Market External Tariff. Most duties are ad valorem based on C.I.F. value. There are preferential rates of duty for Canadian goods. Some commodities are subject to consumption taxes.

**Samples:** Those of no commercial value may be imported free of duty. If dutiable they can be brought in without payment of duty under a bond, or by making a deposit to cover the duty, refundable on re-export. If samples are brought in by a visitor, he is required to pay a commercial traveller's licence fee whether or not he has a local agent.

**Weights and Measures:** Imperial system, but use "Old Wine" or U.S. gallon.

**Trade Agreements:** Canadian trade with Barbados governed by Canada-British West Indies Trade Agreement of 1926, which provides for the exchange of preferences on a wide-scale, augmented by the 1966 Protocol to the Trade Agreement. Barbados is also a member of the Caribbean Common Market and a contracting party to the GATT.

**Radio and Television:** Radio 94,000 (estimated figure), 18,000 televisions.

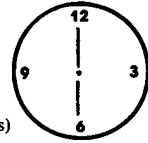
**Water Supply:** Cold water from tap safe to drink.

**Electricity:** 214 million kwh. produced in 1976. Voltage 115/200 V, 115/230 V, 50 cycles. Capacity 100,750 kw.



# Belgium and Luxembourg

If Noon E.S.T.



6:00 p.m. (Brussels)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe Commercial Counsellor  
Division, Canadian Embassy  
European Bureau or 6 rue de Lozum  
Ottawa, Ontario 6B-1000, Brussels  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** Belgium: 11,775 square miles. Luxembourg: 1,000 square miles.

**Population:** As of December 31, 1977, Belgium 9.8 million. Luxembourg: 352,000.

**Climate:** Temperate.

**Language:** Belgium: French and Flemish (Dutch) with German in one small area. Advertising should be in Flemish or English for the Flemish provinces (West Flanders, East Flanders, Antwerp, Limburg and the northern half of Brabant), and in French for the French speaking provinces (southern half of Brabant, Liège, Hainaut, Namur and the Belgian province of Luxembourg). For Brussels, French or Flemish.

Luxembourg: French is the official language. A Luxembourg dialect is often used in conversation and German is generally understood. Advertising should be in French or German.

**Capital:** Belgium: Brussels. Luxembourg: City of Luxembourg.

**Marketing Centres:** Brussels 1,042,000, Antwerp 929,237, Liège 615,585, Charleroi 458,641, Gent 477,499. G.D. Luxembourg: Luxembourg 78,000.

**Chief Ports:** Belgium: Antwerp, Zeebrugge, Oostende, Gent. Luxembourg: None.

**Currency:** Belgium: Franc. One Belgian Franc equals Cdn.\$0.398 (Aug/79) Luxembourg: Franc. One Luxembourg franc equals one Belgian franc.

**Foreign Exchange and Import Control:** Foreign exchange is freely available. Import licences are required for a relatively small number of products.

**Income:** National income in 1977 amounted to 232.8 billion BF. and per capita income to 236,900 BF. The average hourly wage (April 1977) was 185.16 BF. for men, 130.66 BF. for women, 173.98 BF. for men and women.

**Total Imports:** 1977 — BF. 1,442.5 billion; 1976 — BF. 1,368.9 billion.

**Chief Imports:** Minerals, transport equipment, electrical machinery, appliances and parts, steel products and textiles.

**Chief Suppliers:** West Germany, the Netherlands, France, Italy, U.K. and U.S.A.

**Value of Imports from Canada:** 1977 — Cdn.\$505 million; 1976 — Cdn.\$476 million.

**Chief Imports from Canada:** (millions Cdn.\$) Zinc ores & concentrates 96.8; wood pulp 85.6; molybdenum ores & concentrates 40.8; nickel oxide 30.4; copper, refinery shapes 23.7; lumber (softwood) 15.5.

**Total Exports:** 1977 — BF. 1,343.6 billion; 1976 — BF. 1,266.4 billion.

**Chief Exports:** Steel products, transport equipment, electrical machinery, appliances & equipment, chemical & pharmaceutical products and textiles.

**Chief Markets:** West Germany, France, Netherlands, Italy, U.K. and U.S.A.

**Value of Canadian Purchases:** 1977 — Cdn.\$160.5 million; 1976 — Cdn.\$124.6 million.

**Chief Canadian Purchases:** (millions Cdn.\$). Steel products 36.6; natural and synthetic gem stones 23.3; photographic film and plate 11.2; inorganic chemicals 9.9; copper & alloys 5.4.

**Prices:** Quote in Cdn. dollars or Belgian francs, preferably C.I.F. Belgian port. Metric system should be used.

**Credit Terms:** The majority are sight bills. The remainder are mainly between 30 and 90 days and with specific due dates indicated.

**Samples:** Admitted duty-free if of no commercial value or unfit for commercial purposes. Samples of commercial value may be admitted on payment of a deposit in lieu duties.

**Standards:** Official approval not mandatory for gas, electrical or other fuel appliances, but strongly recommended. The approval organization is Technigaz, 4 avenue Palmerston, 1040 Brussels, acting

on behalf of the Belgian standards organization: Institut Belge de Normalisation (I.B.N.), 29 avenue de la Brabançonne, 1040 Brussels.

**Weights and Measures:** Metric system.

**Screw Thread:** Right hand; metric as established by the International Standards Association (ISO) predominates. Other screw thread in use is mainly Whitworth, but North American SAE and UNC are also in use.

**Trade Agreements:** Most-favoured-nation agreement with Canada; equal tariff treatment of imports from all GATT countries, but no duties since July 1, 1968 on imports from countries of the European Economic Community.

**Radio and Television:** On December 31, 1977, there were 2.7 million licences for radios and 2.4 million licences for television sets, the bulk of which were black and white. Radio and television broadcasting stations are publicly owned.

**Motor Vehicles:** On August 1, 1977, there were 3.3 million motor vehicles in circulation in Belgium of which: 2.87 million were private cars, 20,000 autobuses (autocars), 277,000 commercial vehicles and 106,000 motor cycles and scooters.

**Water Supply:** Safe to drink. Mineral content is high.

**Electricity:** 50 cycles a.c. 110, 220 and 380 volts avail-

able (110 volts system is being replaced by 220 volts). A ground conductor is required in the electrical cord attached to the appliances. National consumption in 1977 was 40,673.5 kwh of which 29,066.7 kwh was in high tension and 11,606.8 in low tension. Average price for low tension supply in 1977 was BF. 3.31, for high tension supply BF. 1.90 and for low and high tension supply combined BF. 2.68 per kwh.

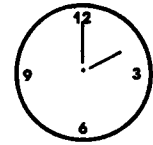
**Coal:** Production in 1977 was 7 million metric tons and consumption was 13.8 million metric tons. Imports totalled 6.6 million metric tons, exports 330,000 metric tons.

**Gas:** Manufactured, natural and LPG are available. Nearly all supplies to industry are now natural gas. The thermal content of manufactured gas is 4,250 calories per cubic meter. Average price for domestic consumers was BF. 4.46 per cubic meter, small and medium non-domestic users BF. 2.37 per cubic meter, large industrial consumers BF. 0.76 per cubic meter. Total gas production in 1977 was 50,000 T. cal. Natural gas imports reached 415,798 T. cal. and exports (mostly to Luxembourg) 16,170 T. cal.

**Petroleum Products:** All grades available. Production of refined products was 34.7 million metric tons. Imports were 8.2 million metric tons and exports 17.8 million metric tons.

# Brazil

If Noon E.S.T.



2:00 p.m. (Rio de Janeiro)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America

Division,

Western

Hemisphere Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Counsellor

Canadian Embassy

or Caixa Postal 07-0961

(70,000) Brasilia, D.F.

Brazil

**Personal Requirements for Canadians:** Visa: Tourist visa not required. Inoculation: Smallpox.

**Area:** 3,289,440 square miles.

**Population:** Estimated December 1977 — 113.2 million.

**Climate:** Tropical in the north, subtropical in the center, temperate in the south.

**Language:** Portuguese, sales literature in Spanish is not acceptable.

**Capital:** Brasilia.

**Marketing Centres:** (1970) Sao Paulo, Rio de Janeiro, Belo Horizonte, Recife, Salvador, Fortaleza, Belem.

**Chief Ports:** Macapa, Belem, Manaus (duty free zone), Fortaleza, Natal, Recife, Salvador, Victoria, Rio de Janeiro, Santos, Florianopolis, Porto Alegre.

**Currency:** Cruzeiro. One cruzeiro equals Cdn.\$0.0588 (Aug/79).

**Foreign Exchange and Import Controls:** All goods are subject to import licences processed through CACEX (Foreign Trade Bureau of the Bank of Brazil). Applications made by importers must be accompanied by exporters' brochures, printed price lists and a proforma invoice visaed by the local Chamber of Commerce. Governmental institutions and mixed capital companies cannot import goods which are manufactured in the country, although exceptions may be made in special cases. Medium and long-term financed imports must be registered with the Central Bank of Brazil before the import licence is processed. Goods imported into Free Trade Zone of Manaus (port on the Amazon River) do not require import licences and may enter duty free. For most goods, except resource materials and capital goods, importers are required to deposit a sum of money with the Central Bank which is held without interest or monetary correction for 360 days. This sum is currently 90% of the FOB value of imports and is being reduced in equal stages of 10% per quarter, disappearing June 30th, 1983. Brazil currently prohibits imports of most consumer goods.

**Income:** Gross Domestic Production 1978 estimated U.S.\$174.3 billion per capita U.S.\$1,540 (Cdn. \$1,725.)

**Economy:** Brazilian economy continues to be affected by Brazil's heavy dependence on fossil fuel imports, which represents over one third of Brazil's imports of U.S.\$12 billion. Despite this, Brazil continued to expand industrial production which contributed significantly to the 6.3% increase in the GNP recorded in 1978. Brazil's GNP currently stands at U.S.\$174 billion. Inflation continues to be a problem for Brazil and the new government has given high priority to reducing the inflation rate from the 40.8% recorded in 1978.

**Total Imports:** 1978 estimated — U.S.\$12.6 billion.

**Chief Imports:** Petroleum, chemicals, mechanical machinery, food.

**Chief Suppliers:** EEC Community, U.S.A., Japan, Middle East, OPEC.

**Value of Imports from Canada:** 1978 — \$416 million.

**Chief Imports from Canada:** Wheat, newsprint, aircraft engines.

**Total Exports:** 1978 estimated — U.S.\$11.8 billion.

**Chief Exports:** Coffee, soya, motor vehicles.

**Chief Markets:** U.S.A., EEC Community, Japan.

**Value of Canadian Purchases:** 1978 to end of November, \$217.8 million.

**Chief Canadian Purchases:** Coffee, orange juice.

**Prices:** Quote only in U.S. dollars C.I.F.

**Credit Terms:** Basically 180 days.

**Taxes:** All goods are assessed a federal excise tax (IPI) at various rates (generally 8 to 10%) and state sales tax (ICM) at rates of from 11 to 14%.

**Samples:** Import restricted if of commercial value.

**Weights and Measures:** Metric system.

**Screw Thread:** North American SAE, left hand.

**Trade Agreements:** Brazil is a signatory of the GATT. In addition, Brazil is an active member of LAFTA. Canada's trade agreement with Brazil was signed in 1941 and a Joint Committee on Trade and Economic Relations was formed in 1976.

**Radio and Television:** In 1974 there were 6,275,000 radio and 8,650,000 television sets (525 lines) in use. Radio and television facilities are privately owned.

**Motor Vehicles:** 1977 — 7,611,385.

**Water Supply:** Should be filtered before drinking. Pumps sometimes required to supplement mains' pressure. Hardness in Rio de Janeiro varies between 7 and 20 milligrams per litre with mineral residues between 17 and 56 milligrams per litre.

**Electricity:** 60 cycle a.c. (50 cycle "islands" in various areas). 110/220 volts, one, two and three phase. Use of frequency stabilizers often required. No ground wire required in appliance cords. Distribution system has a ground wire. 1976 production: 88.38 billion kwh.

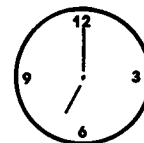
**Coal:** Domestic production 5.7 million tons — 1974.

**Gas:** Manufactured, natural and LP gas available.

**Petroleum Products:** Crude production 1977 60.8 million barrels.

# Bulgaria

If Noon E.S.T.



7:00 p.m. (Sofia)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
Proleterskih brigada 69  
11.0000  
Belgrade, Yugoslavia

**Personal Requirements for Canadians:** Visa required. Inoculation: Required if arriving from infected areas.

**Area:** 110,911 square kilometers; 43,796 square miles.

**Population:** (1977) 8.8 million.

**Climate:** Average June temperature 18C. Fairly severe winters.

**Language:** Bulgarian. Major Western languages are English, German and French.

**Capital:** Sofia.

**Marketing Centres:** Plovdiv 255,000; Stara Zagora 115,000; Pleven 100,000; Sliven 85,000; Pernik 80,000.

**Chief Ports:** Varna (Black Sea) 230,000; Burgas (Black Sea) 135,000.

**Currency:** Lev (plural leva), divided into 100 stotinki. One lev equals Cdn.\$1.4438 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign currency transactions are carried out under the authority of the Foreign Trade Bank. All imports require a licence which is obtained by the Bulgarian importer from the Ministry of Foreign Trade.

**Income:** (1977) GNP per capita U.S.\$2,759; (1976) GNP per capita U.S.\$2,280.

**Economy:** Centrally controlled. Bulgaria is a member of the Council for Mutual Economic Assistance (CMEA or COMECON). All trade is controlled by the Ministry of Foreign Trade and the state trading organizations. Priority sectors are chemicals, rubber, metal-working, machinery, steel.

**Total Imports:** 1977 — U.S.\$6.8 billion; 1976 — U.S.\$2.4 billion.

**Chief Imports:** (1977 percent) Machinery, equipment 38.2; fuel, raw materials 37.0; agricultural goods and raw materials 6.6; chemical products 5.6; industrial consumer goods 4.3; food and raw materials 3.8; construction materials 0.8.

**Chief Supplier:** U.S.S.R.

**Value of Imports from Canada** — Cdn.\$5.0 million.

**Chief Imports from Canada:** (1978 — millions Cdn.\$) Fish 2.2; asbestos 1.8; bovine semen 0.4; telecom equipment 0.2.

**Total Exports:** 1977 — U.S.\$6.8 billion; 1976 — U.S.\$2.6 billion.

**Chief Exports:** (1977 percent) Machinery, equipment 44.4; food and raw materials 26.3; industrial consumer goods 9.4; fuel, raw materials, metals 8.2; chemical products 4.1; agricultural goods and raw materials 2.2; construction materials 1.9.

**Chief Markets:** U.S.S.R., East Germany, Czechoslovakia.

**Value of Canadian Purchases:** 1978 — Cdn.\$3.4 million.

**Chief Canadian Purchases:** (1978 — millions Cdn.\$) overcoats 1.0; wines 0.4; lathes 0.3; tomatoes 0.3; vegetables 0.2.

**Prices:** Quote in U.S. dollars, C.I.F., or F.O.B. or as otherwise specified.

**Credit Terms:** As arranged. Bulgarian countertrade clauses are among highest in East Europe, often exceeding 50% of contract.

**Taxes:** A three-tier tariff structure faces Western exports to Bulgaria (Preferential, MFN and Non-MFN rates). For priority imports, Bulgarian tariffs are not a barrier to trade once an import licence has been issued.

**Samples:** Import of samples is possible for enterprises dealing in foreign trade. For samples of considerable value a letter from the appropriate Foreign Trade Organization is required.

**Standards:** The foreign trade enterprises are responsible for ensuring that imported machinery and equipment comply with Bulgarian safety and technical regulations and any requirements will normally be specified in the sales contract. Bulgaria has been a member of the International Organization for Standardization and the International Electrotechnical Commission since 1955.

**Weights and Measures:** Metric system.

**Screw Threads:** Metric.

**Trade Agreements:** Canada-Bulgaria Trade Agreement in effect; includes exchange of most-favoured-nation treatment. Canada grants Bulgaria beneficiary status under General Preferential Tariff in favour of developing countries.

**Radio and Television:** (1973) Radios, 2.5 million subscribers; T.V. 1.3 million subscribers.

**Motor Vehicles:** (1974) Passenger cars in use 196,000 (2 per 100 persons).

**Water Supply:** Safe to drink in major centres.

**Electricity:** 220 volts, 50 cycles a.c. Plug fittings are round 2-pin continental type; screw-type lamp fittings. Production (1977) 29,699 million kwh.

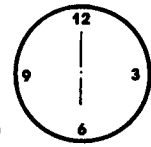
**Coal:** Production (1977) 34.7 million tons. 91% lignite, 8% brown, 1% hard (percent of reserves).

**Gas:** Reserves are approximately 30,000 million cu.m.



# Cameroon

If noon E.S.T.



6 p.m. (Yaounde)

**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario  
Commercial Division  
Canadian Embassy  
P.O. Box 8341  
Kinshasa, Republic of Zaire  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Smallpox and yellow fever.

**Area:** 476,000 square kilometres.

**Population:** (1976) 7.7 million.

**Climate:** Western and Southern climates are tropical with high temperatures and humidity. Rainy season in Yaounde mid-March to end of May and from September to November. Southern Cameroon heaviest rainfalls occur during period June to October. The North has a drier climate with a wider range of temperatures.

**Language:** English and French. In Eastern Cameroon French is generally used for commercial purposes and in Western Cameroon English is used.

**Capital:** Yaounde.

**Marketing Centres:** Douala, Garoua.

**Chief Ports:** Douala.

**Currency:** CFA franc is used, 50 CFA francs are equal to one French franc: CFA Franc — Cdn.\$0.0055 (Aug/79).

**Foreign Exchange and Import Controls:** All imports from outside the OUEAC area (Union douaniere et economique de l'Afrique Centrale) require an import licence. Import quotas exist for several sectors and exchange control is enforced for all imports.

**Income:** GDP (1976/77 current prices) 618 billion CFA francs. (1976) U.S.\$2.0 billion.

**Economy:** Agriculture, including forestry, animal husbandry and fishing, is the mainstay of the economy and employs 80% of the work force. Agricultural commodities form the basis of processing and manufacturing industries. Cameroon is the world's 5th largest producer of cocoa.

**Total Imports:** (1976/77) CFA francs 161.3 billion.

**Chief Imports:** Consumer goods, capital goods for industry, transportation equipment, food and beverages.

**Chief Suppliers:** E.E.C. countries.

**Value of Imports from Canada:** (1978) Cdn.\$14.6 million.

**Chief Imports from Canada:** (1978) Ships, boats and railway equipment.

**Total Exports:** (1976/77) CFA francs 151.5 billion.

**Chief Exports:** Cocoa, coffee, logs, bananas, cotton.

**Chief Markets:** E.E.C. countries.

**Value of Canadian Purchases:** (1978 — thousands Cdn.\$) 883.0.

**Chief Canadian Purchases:** Coffee.

**Prices:** Prices should be quoted in CFA francs C.I.F. Douala.

**Credit Terms:** Most popular method is an irrevocable letter of credit. Generally 30 days credit is allowed for consumable goods and 60 days for capital goods.

**Standards:** A.C. 50 cycles 3 phase 220/380 volts.

**Weights and Measures:** Metric System.

**Radio and Television:** (1977) Television, less than 1,000; radios 240,000.

**Water Supply:** In general only bottled or boiled water is safe.

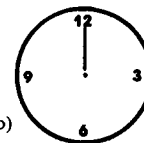
**Electricity:** 220/380 volts, 50 cycle; 2 round pin plugs and bayonet light fittings are in generators. Yearly output 1.3 billion kwh.

**Petroleum Products:** There is no petroleum exploitation.



# Chile

If Noon E.S.T.



Noon (Valparaiso)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America                      Commercial Secretary  
Division,                              Canadian Embassy  
Western                              or                      Casilla 771  
Hemisphere Bureau,              Santiago, Chile  
Ottawa, Ontario  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox required and cholera recommended.

**Area:** 286,396 square miles. Chile is a narrow strip 2,660 miles north to south by 60 to 270 miles east to west, between the Andes and the Pacific Ocean.

**Population:** 1978 estimate — 10.9 million. In 1979 there were an estimated 2.2 million households.

**Climate:** Subtropical desert in the north, Mediterranean type in the center, cold and wet in the south with seasons the reverse of North America.

**Language:** Spanish, however, most leading business houses can correspond in English and/or French.

**Capital:** Santiago.

**Marketing Centres:** Santiago dominates, others include Valparaiso, Concepcion, Antofagasta, Punta Arenas, Arica, Iquique.

**Chief Ports:** Valparaiso, San Antonio, Antofagasta, Iquique, Arica, Talcahuano, Punta Arenas.

**Currency:** Escudo. One equals Cdn.\$0.0312 (Aug/79).

**Foreign Exchange and Import Controls:** The foreign exchange market has been unified. Virtually all import restrictions on payments and transfers for current international transactions have been eliminated. Foreign exchange is plentiful and easy to come by.

**Income:** GNP per capita in 1977 of U.S.\$1,200.

**Economy:** Mining, with fairly wide range of manufacturing for local market. Forestry, agriculture and fishing of growing importance. Copper mining mainstay internationally.

**Total Imports:** 1977 U.S.\$2.3 billion.

**Chief Imports:** (1977 percent) Raw materials 31; capital goods 21; oil 18; consumer goods 17; foodstuffs 13.

**Chief Suppliers:** (1977) U.S.A., Andean countries, Argentina, West Germany.

**Value of Imports from Canada:** 1977 — Cdn.\$36.7 million; 1976 Cdn.\$13.6 million.

**Chief Imports from Canada:** (1977 percent) Agricultural products 41; mining machinery 24; aircraft 22.

**Total Exports:** 1977 U.S.\$2.2 billion.

**Chief Exports:** (1977 percent) Copper 50; industrial products 31; agricultural products 7; other mining products 10.

**Chief Markets:** U.S.A., West Germany, Brazil, Argentina and the Andean countries.

**Value of Canadian Purchases:** 1977 — Cdn.\$22.6 million.

**Chief Canadian Purchases:** (1978 — millions Cdn.\$) Copper 26.8; fresh fruit 12.6; precious metals in ores and concentrates 3.7.

**Prices:** Preferably quote in U.S. dollars C.I.F. Valparaiso.

**Credit Terms:** 180 days for agricultural products and raw materials; 5 to 8 years for capital goods.

**Taxes:** A tariff reduction program is underway so that by June 30th, 1979 all tariffs will be identical at a level of 10% (with the sole exception of the automotive industry which will remain at 115%). Ad valorem duties are assessed on the C.I.F. value at the port of entry. All imports must be registered in advance with the Central Bank before an order is placed abroad. There is a 20% value added tax (VAT) levied on the duty-paid value. The VAT is also levied on domestically produced goods. There is also an 8% tax on services applied to air transport, maritime and overland freight charges to the port of entry and a 3% fee for import registration. However, Chilean exporting industries receive special advantages: they are exempted from the value added tax on inputs used in export products; they enjoy port tariff rebates in connection with export of non-traditional products.

**Samples:** May be brought in if of no commercial value; otherwise subject to regular import restrictions and charges.

**Weights and Measures:** Metric System.

**Screw Thread:** All in use but Whitworth most common. Right hand thread is used.

**Trade Agreements:** Most-favoured-nation treatment accorded to Canada. Preferences granted to LAFTA countries on specific terms.

**Radio and Television:** By latest count (1974) 1.2 million television sets and an estimated 2 million household radio receivers.

**Motor Vehicles:** (1978) 235,335 cars and 182,090 trucks and buses.

**Water Supply:** Average pressure delivered to consumer varies according to source. In Santiago, solid total 560 and hardness 560 per million; PH averages 8.0.

**Electricity:** 50 cycle a.c. 220/380 volts. There are one and three-phase systems. The neutral wire of the distribution system is grounded. A ground wire is required in appliance cords. Hydroelectric generation 6.5 million kwh.

**Coal:** 1.3 million metric tons (1977 production).

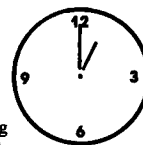
**Gas:** Manufactured gas is supplemented by LPG where mains have not been laid. Approximate thermal content in Santiago, manufactured 4,100 calories per cubic meter; butane and propane 24,000 calories per cubic meter. 1977 production of natural gas 6.7 million cubic meters.

**Petroleum Products:** All grades and types are available, with exception of unleaded gasoline. 1977 production crude oil 1.1 million cubic meters.

# China

(Peoples Republic of)

If Noon E.S.T.



1:00 a.m. following  
day (Peking)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Asia Division, Pacific, Asia and Africa Bureau, Ottawa, Ontario K1A OH5  
Commercial Secretary  
Canadian Embassy  
10 San Li Tun  
Peking, People's Republic of China

**Personal Requirements for Canadians:** Visa: Required (for entry and exit). Inoculations: Smallpox and cholera required.

**Area:** 9,450,000 square kilometres.

**Population:** Unknown, however, estimates range around 900 million. Annual increase is estimated at 1.5 to 2 percent. About 20-25 percent urbanization.

**Climate:** Dominated by winter and summer monsoons; summer tends to be dry and winters wet; annual and seasonal temperatures vary widely from the subtropical south to the northern continental regions of Inner Mongolia and Sinkiang.

**Language:** Chinese, Peking dialect (Mandarin); foreign firms may correspond in English.

**Capital:** Peking.

**Marketing Centres:** (1977 — estimated population, millions). Shanghai 11.0; Peking 7.5; Tientsin 4.5; Canton 1.3.

**Chief Ports:** Shanghai, Tientsin and Swatow are the main reception ports for cargo from Western countries.

**Currency:** The currency unit is the yuan. 1 yuan equals Cdn.\$0.7600 (Aug/79).

**Foreign Exchange and Import Controls:** Exchange control is an integral part of China's system of economic planning. Foreign trade with Western countries is carried on only in internationally-accepted currencies, most often pounds sterling. Imports require licences.

**Income:** 1978 GNP has been estimated at U.S.\$350 billion.

**Economy:** Based on agriculture; new economic plan launched in 1978 aims to modernize economy by 2000. Heavy emphasis on agricultural modernization and resources extraction industries. High investment in heavy industries, such as iron and steel complexes and oil refineries, is also underway. Industrial production and trade are controlled by the state.

**Total Imports:** 1977 — U.S.\$6.8 billion (estimated).

**Chief Imports:** Wheat, chemical fertilizer, iron and steel, cotton, agricultural chemicals, machinery, complete plants.

**Chief Suppliers:** (1977 — millions U.S.\$). Japan 1,938; West Germany 502; Australia 460; Romania 400; Canada 348; U.S.S.R. 270; U.S.A. 171; U.K. 112.

**Value of Imports from Canada:** 1977 — Cdn.\$369.8 million; 1976 — Cdn.\$195.0 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$). Wheat 309.5; pulp and paper 20.2; aluminum 10.3; sulphur 8.4; copper 6; oils, fats and waxes 4.0; fertilizers 2.4.

**Total Exports:** 1977 — U.S.\$7.40 billion (estimated).

**Chief Exports:** Agricultural produce and food products; metal (tin wolfram, mercury, pig iron, coal); clothing and textiles; cotton; woolen and other piece-goods; light industrial products.

**Chief Markets:** (1977 — millions U.S.\$). Hong Kong 1,100; Japan 1,550; Singapore 142; U.S.S.R. 133; West Germany 287; France 200; U.K. 188; Italy 177; U.S.A. 202; Australia 151.

**Value of Canadian Purchases:** 1977 — U.S.\$82 million.

**Chief Canadian Purchases:** (1977 — millions U.S.\$). Pants and slacks 10.0; nuts 7.8; and shirts, including knitted 5.5.

**Prices:** Preferable in U.S. dollars. Since Chinese authorities often arrange their own shipping and insurance, quotations should be given F.O.B. Canadian port.

**Credit Terms:** Credit terms will vary for all sales and are subject to the sale negotiations with the Chinese.

**Samples:** Samples may be sent directly to the relevant state-trading corporations in China; however, exporters are advised to contact the appropriate corporations in advance.

**Standards:** Standards will be determined when negotiating sales to the PRC.

**Weights and Measures:** Metric system, standard Chinese system also used.

**Screw Thread:** Metric.

**Trade Agreements:** Canada and the PRC exchange most-favoured-nation treatment (signed 1973, renewed 1976). The PRC has signed a textile export restraint agreement with Canada.

**Radio and Television:** 15 million radios; 1 million television sets (1978).

**Motor Vehicles:** In 1969, there were an estimated 60,000 passenger vehicles and 400,000 commercial vehicles.

**Electricity:** 50 cycles, single-phase 220 volts, three-phase 380 volts. Installed generating capacity of about 32,000 megawatts in 1976. Estimated 1978 production of 145 million kwh.

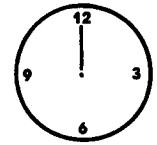
**Coal:** 1978 estimated production was 530 million metric tons of mine-run coal.

**Gas:** 1978 production estimated at 85-90 billion cubic metres.

**Petroleum Products:** 1978 estimated production of crude oil was 95-100 million tons (including shale oil). Refining capacity estimated to be 80 percent of total production.

# Colombia

If Noon E.S.T.



Noon (Bogota)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America Division,  
Western Hemisphere Bureau,  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Canadian Embassy  
Apartado Aereo 53531/2  
Bogota 2, Colombia

**Personal Requirements for Canadians:** Visa or Tourist Card required. Inoculation — Smallpox.

**Area:** 444,000 square miles.

**Population:** 24.5 million, growth rate 2.9%.

**Climate:** Tropical in lowland areas, temperate in upland areas where Bogota the largest city is located.

**Language:** Spanish, sales literature in Spanish is essential.

**Capital:** Bogota.

**Marketing Centres:** Bogota 2,850,000; Medellin 1,100,000; Cali 920,000; Barranquilla 660,000; Cartagena 310,000; Bucaramanga 300,000.

**Chief Ports:** On Pacific — Buenaventure; on Caribbean — Barranquilla, Cartagena and Santa Marta.

**Currency:** Peso. One Peso equals Can.\$0.0316 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign reserves stand at 2.2 billion dollars. Strict foreign exchange regulations are in effect. Government maintains control over imports through the Colombian Institute of Foreign Trade (ONCO-MEX) which administers import regulations. Currently, imports are classified into two major categories: (1) those requiring a prior import licence and (2) those on the free list and not requiring a prior import licence. In addition, Colombia has established a special import/export system known as the Plan Vallejo under which machinery and raw material imports destined for production of Colombian exports are given preferential tariff treatment.

**Income:** Per capita \$652. Growth rate GNP — 5.4%, GDP for 1977 was \$16.4 billion. Minimum wage 3,400 peso per month.

**Economy:** The agricultural sector accounts for 24.7% of the gross domestic product, 30% of the labour force and 74.7% of the foreign earnings, coffee being the most outstanding performer. Industry, mining and petroleum account for 31% of the GDP but Colombia is now a net importer of petroleum of over 250 million dollars and rising. Colombia has

a wide and growing industrial base. Of the projected 6.6 billion investment program, over the next five years 3.3 billion is allocated to the power sector.

**Total Imports:** 1977 — \$2.7 billion.

**Chief Imports:** Intermediate goods for industry 51.4%, capital goods 34.2%, consumption goods 14.2%.

**Chief Suppliers:** U.S.A. 34%, Latin America 23%, EEC 21.2%.

**Value of Imports from Canada:** \$60.3 million.

**Chief Imports from Canada:** (Million \$) Newsprint 14, barley 8.6, asbestos 8.1, aluminum 6, plastic and synthetic rubber 5.8.

**Total Exports:** \$3.4 billion.

**Chief Exports:** Coffee \$1.5 billion, cotton \$117MM, bananas \$57MM, flowers \$39MM.

**Chief Markets:** EEC 34%, U.S.A. 26%, West Germany 20%.

**Value of Canadian Purchases:** \$63.7 million.

**Chief Canadian Purchases:** (Million \$) Coffee 44, textiles 5.3, bananas 3.7, fuel oil 2.7.

**Prices:** Quote U.S. dollars F.O.B. and C.I.F.

**Credit Terms:** Irrevocable letter of credit.

**Taxes:** Complex. For details contact the Bank of Montreal or Department of Industry, Trade and Commerce.

**Samples:** Samples should indicate of no commercial value otherwise subject to duty. Only very limited quantities of samples permitted.

**Standards:** Government standards for light bulbs, transformers, wire, cable and electric meters were established in 1968. Official approval organization: Seccion de Normas Y Calidades, Ministerio de Fomento, Edificio Bochica, Carrera 13 27-00 Bogota, Colombia.

**Weights and Measures:** Metric system.

**Screw Thread:** North American SAE right hand and metric right hand.

**Trade Agreements:** Most-favoured-nation agreement with Canada, equal tariff treatment of imports from all countries with the following exceptions: as member of Latin America Free Trade Association (LAFTA) and the Andean Common Market (ANCOM), Colombia maintains a system of preferential tariff rates for eligible imports from member countries. Colombia has bilateral commodity compensation agreements with Spain and several eastern European countries.

**Motor Vehicles:** 628,408.

**Electricity:** Most of the country has 60 cycle a.c., 110/220 volt power available. The exception are

parts of Bogota which has 60 cycle a.c., 150/220 volts, three phase but which is in the process of being converted to 110/220, 60 cycle. Installed capacity of electricity is 4,000 mw.

**Coal:** About 4 million metric tons a year are mined with 150,000 metric tons of coking coal exported.

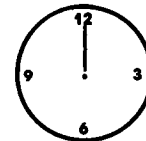
**Gas:** Production in 1978 was about 153 million MCF. LPG production was 2,803,402 barrels.

**Petroleum Products:** Production of crude oil was about 49MM barrels in 1978. Colombia imported 9.4 million barrels of crude oil, 3.4 million barrels of motor gasoline and 300,000 barrels of diesel and kerosene in 1977. Exported fuel oil value at U.S.\$136 million in 1977.



# Cuba

If Noon E.S.T.



Noon (Havana)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Caribbean Division, Canadian Embassy  
Western Hemisphere, P.O. Box 500 (HVA)  
Bureau, or Ottawa, Ontario  
Ottawa, Ontario K1N 8T7  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: International smallpox vaccination certificate required. TAB vaccination advisable.

**Area:** 110,922 sq. kilometres.

**Population:** (1977) 9.6 million.

**Climate:** Subtropical. Warm, dry winters. Hot, humid summers.

**Language:** Spanish. Sales Literature in Spanish is essential.

**Capital:** Havana.

**Marketing Centres:** Havana 1,981,000; Santiago 331,000; Camaguey 236,100; Holguin 163,200; Santa Clara 154,200; Matanzas 100,400.

**Chief Ports:** Havana, Santiago, Cienfuegos, Nuevitas, Mariel, Matanzas.

**Currency:** Cuban peso — 1 Cuban peso equals approximately Cdn.\$1.6071 (Aug/79).

**Foreign Exchange and Import Controls:** All purchasing done by the State. Canadian exporters need not concern themselves with customs duties, import licensing, etc. They should follow the instructions of the Cuban Trade Office in Montreal regarding the required documentation for specific export orders, and should adhere to the directions they receive concerning any regulations, restrictions or required certificates. Cuba is particularly strict where shipments of products of vegetables and animal origin are concerned.

**Income:** GNP: (1977 est.) 8.3 billion pesos; GNP per capita: 864 pesos.

**Economy:** Sugar accounts for over 80% by value of Cuban exports. Significant nickel/cobalt deposits. Citrus production is of growing importance.

**Total Imports:** (1975) 3.11 billion pesos C.I.F.

**Chief Imports:** (1975 — millions pesos) Machinery and transport equipment 725.9; food and live animals 552.7; fuels and lubricants 311.8; chemicals 175.3; crude materials (except fuels) 119.9; animal and vegetable oils and fats 41.1.

**Chief Suppliers:** (1975 — millions pesos) U.S.S.R 1,250.3; Japan 360.7; Spain 152.3; West Germany 140.1; U.K. 128.1; France 105.4; Italy 98.4; Canada 98.1 (does not include Canadian wheat and flour sales which Cubans include in Soviet figure); Bulgaria 84.1; East Germany 76.2.

**Value of Imports from Canada:** (1977) Cdn.\$184 million (includes Canadian wheat and flour sales).

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Hard spring wheat flour 62.4; red spring wheat, except seed, 35.2, ships and boats 20.0; wheat flour 9.4; durum semolina and flour 5.9; corn 5.2; barley 4.1; liner board 2.9; tallow 2.2; skim milk powder 2.2.

**Total Exports:** (1975) 2.95 billion pesos F.O.B.

**Chief Exports:** (1975 — millions pesos) Food and live animals 2,730.6 (primarily sugar and its by-products); crude materials (except fuels) 139.9; beverages and tobacco 68.4; chemicals 1.0.

**Chief Markets:** (1975 millions pesos) U.S.S.R 1,661.9; Spain 226.4; Japan 222.2; Bulgaria 75.8; East Germany 70.4; Canada 64.1; Hungary 19.9.

**Value of Canadian Purchases:** 1977 — Cdn.\$45 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Raw sugar 20.8; lobster, fresh or frozen 13.7; shrimps and prawns, fresh or frozen 7.7; tobacco, cigar leaf, unstemmed 0.9, cigars and similar products 0.8.

**Prices:** All prices should be quoted F.O.B. (non-stowed), Canadian dollars, Vancouver, Montreal or St. John.

**Credit Terms:** Payment is by non-confirmed, irrevocable letter of credit on presentation of a clean on-board bill of lading.

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

**Samples:** Unaccompanied samples should be sent to the Cuban Trade Commission, Montreal.

**Standards:** Exporters should contact the Cuban Trade Office, Montreal, regarding the required documentation for any specific export order.

**Weights and Measures:** Metric System.

**Trade Agreements:** Canada-Cuba trade relations are governed by GATT.

**Radio and Television:** Radios: 1,338,000; 155 per 100 inhabitants. Televisions 575,000; 71 per 1000 inhabitants.

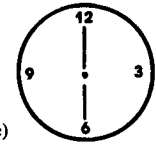
**Motor Vehicles:** 76,000 passenger cars, 34,000 commercial vehicles.

**Water Supply:** Bottled water recommended.

**Electricity:** The electricity supply is 110 volts, 3-phase, a.c., 60 cycles for domestic consumption. Commercial and industrial supply is 220 volts and 440 volts, 3-phase, a.c., 60 cycles.

# Czechoslovakia

If Noon E.S.T.



6:00 p.m. (Prague)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5

Commercial Secretary  
Canadian Embassy  
Mickiewiczova 6  
125 33 Prague 6  
Czechoslovakia

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Not required.

**Area:** 128,000 square kilometres.

**Population:** (October 1978) 15,172,000. Households: (1976) 4,996,000; dwellings 258,251; flats (apartments) 2,205,701.

**Climate:** Mild continental, similar to southern Ontario.

**Language:** Official: Czechoslovakian and Slovak. Sales literature: English or German.

**Capital:** Prague.

**Marketing Centres:** Prague 1.2 million; Brno .36 million; Bratislava .35 million.

**Chief Ports:** None in Czechoslovakia, but following are used: Hamburg, North; Szczecin, Baltic; Gdynia, Baltic; Rijeka, Mediterranean; Braila, Black.

**Currency:** Koruna Czechoslovakian. Kcs. One Kc equals Cdn.\$0.2301 (Aug/79). Exchange rate varies for tourist and for internal and external commercial transactions.

**Foreign Exchange and Import Controls:** Foreign exchange: strictly controlled by state. Licences: not applicable.

**Income:** (1976) GP 929.8 billion Kcs (approximately Cdn.\$71.5 billion). GP/Capita: 62,000 Kcs (approximately Cdn.\$4,700).

**Economy:** Important sectors: machinery 22.8%; food stuffs 13.49%, metallurgy (iron) 8.7%. Rate of growth: 1971-1976 6.5 per annum average.

**Total Imports:** 1977 — 63,213 million Kcs (approximately Cdn.\$13,169 million).

**Chief Imports:** (1977 percent) Machinery 39.0; raw materials 45.2; food 9.7; consumer goods 6.0.

**Chief Suppliers:** (1977 percent) U.S.S.R 34; CMEA (including U.S.S.R.) 66.4; developed countries 23.6; developing countries 6.5.

**Value of Imports from Canada:** 1977 — Cdn.\$14.8 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Rawhides and skins 6.2; oilseeds 3.2; asbestos 2.2;

aircraft engines and parts 0.4. Recently, forest products equipment.

**Total Exports:** 1977 — 58,246 million Kcs (approximately Cdn.\$12,135 million).

**Chief Exports:** (1977 percent) Machinery 51.3; raw materials 27.9; food 3.2; consumer goods 17.5.

**Chief Markets:** (1977 percent) U.S.S.R. 34, developed countries 18.4; developing countries 8.2.

**Value of Canadian Purchases:** 1977 — Cdn.\$43 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Footwear 8.2; wire rods, steel, hot rolled 6.7; broadwoven fabrics 3.9; glass and ceramic tableware 2.4; carbon steel plates 2.1; bicycles 1.3.

**Prices:** Quote Canadian or U.S. dollars, both F.O.B. and C.I.F. Hamburg.

**Credit Terms:** Short term credit (30-120 days) is often demanded for both raw materials and manufactures. Credit terms comparable to those usual elsewhere in Eastern Europe are expected for capital investment plant.

**Taxes:** Covered by important through Foreign Trade Organizations (FTO).

**Samples:** Genuine samples not for sale are exempt from customs duty. Samples should be declared to the customs at the point of entry, where they will be listed and the list stamped by customs officers. A deposit or guarantee in respect of import duty is not normally required. The list has to be produced on exit and, if samples are left with Foreign Trade Organizations (FTO), a receipt has to be produced as evidence of proper disposal.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric.

**Trade Agreements:** Under Canada-Czechoslovakia Convention of Commerce (1928), both countries exchange most-favoured-nation treatment. Czechoslovakia is a founding member of GATT (since 1948).

**Radio and Television:** State owned. Registered radios — 3.3 million. Registered televisions — 3.8 million (1976).

**Motor Vehicles:** 1976 — cars 1,677,493; station wagons 46,605; trucks 156,404; buses 25,271; motorcycles 729,355; other (special) 72,359.

**Water Supply:** Tap water safe to drink. Pressure: low.

**Electricity:** Voltage 120 and 220 volt, two and three phase, 50 hz. Ground system: European 3-prong. Production: 1977 — 66,373 million kwh/annum.

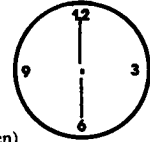
**Coal:** Types available — anthracite, brown. Production: 1977 — 121,000,000 tons.

**Gas:** Types available — from coal. Production: 1976 — 7,964 million m<sup>3</sup>. Natural gas imported from U.S.S.R. in the amount of 5 billion cubic meters/annum.

**Petroleum Products:** 1976 — production 131,000 tons. Import 17,082,000 tons (96% from U.S.S.R.). Export: Nil.

# Denmark

If Noon E.S.T.



6:00 p.m.  
(Copenhagen)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Western Europe Commercial Counsellor  
Division, Canadian Embassy  
European Bureau, or 2 Princesse Maries Alle  
Ottawa, Ontario 1908 Copenhagen V.  
K1A 0H5 Denmark

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 16,632 square miles, not including the Faroe Islands and Greenland.

**Population:** 5.1 million. In 1977, there were 884,923 private residential dwellings and in 1970 1,800,654 apartments with from one to five or more units.

**Climate:** Temperate coastal.

**Language:** Danish; sales literature in English is generally acceptable.

**Capital:** Copenhagen.

**Marketing Centres:** Copenhagen 1.3 million, Arhus 246,000, Odense 168,000, Alborg 154,000, Esbjerg 78,000.

**Chief Ports:** Copenhagen, Alborg, Arhus, Esbjerg Odense.

**Currency:** Krone; one krone equals Cdn.\$0.2210 (Aug/79).

**Foreign Exchange and Import Controls:** Import licence is normally required only for import from East Bloc countries.

**Income:** National income in 1976 was 259,343 million D. Kr; per capita income 50,851 D. Kr.

**Economy:** Well-developed secondary industry, dependent almost entirely on imported raw materials, now ranks before agriculture, but agriculture continues to play an important role.

**Total Imports:** 1977 — Cdn.\$14,521 million.

**Chief Imports:** (1977) Petroleum and products thereof, motor vehicles, iron and steel, textile yarn, fabrics and made up articles, general industrial machinery and parts, electrical machinery, appliances and parts.

**Chief Suppliers:** (1977 percent) West Germany 19.6; Sweden 13.1; U.K. 10.9; U.S.A. 5.7; Netherlands 5.5.

**Value of Imports from Canada:** 1977 — Cdn.\$48.4 million; 1976 — Cdn.\$31.7 million.

**Chief Imports from Canada:** (1977 percent) Coal 20;

asbestos 12; softwood plywood 12; fish 9; potassium chloride 5; parts and accessories for motor vehicles 2.

**Total Exports:** 1977 — Cdn.\$11,026 million.

**Chief Exports:** (1977) Meat and preparations, general industrial machinery and parts, dairy products and eggs, fish and preparations, transportation equipment, special industrial machinery.

**Chief Markets:** (1977 percent) West Germany 15; Sweden 14; U.K. 14; Norway 2; Italy 5.

**Value of Canadian Purchases:** 1977 — Cdn.\$81,001 million; 1976 — Cdn.\$76.1 million.

**Chief Canadian Purchases:** (1977 percent) Household furniture 16; undressed fur skins 13; cheese 10; cultivators; weeders and parts 2; canned meats and meat preparations 2.

**Prices:** Quote in Canadian or U.S. dollars, preferably C.I.F. Copenhagen.

**Credit Terms:** Sight, 30 or 60 days; for capital goods 90 or 120 days, occasionally 180 days; 90 to 120 most common.

**Taxes:** Value added tax 20¼ %.

**Samples:** Samples of no commercial value are duty-free; samples of commercial value are subject to duty which is refunded if samples are re-exported within 12 months.

**Standards:** Official approval is mandatory for electrical and gas appliances and for oil burners and can be obtained from the following:

**Electrical Appliances:** D.E.M.K.O. (Danish Board for Approval of Electrical Equipment) Lyskaer 8, 2730 Copenhagen — Herlev;

**Gas Appliances:** Denmarks Gas Material Proevnins, Tranegaardsve; 20, 2900 Hellerup.

**Oil Burners:** Ministry of Justice, Test Committee for Oil Burners, Nygaardsplads; 9, 2610 Copenhagen — Rodovre.

**Weights and Measures:** Metric System.

**Screw Thread:** All in use, but metric prevalent and its use is on the increase; right hand thread, but left hand used for special purposes.

**Trade Agreements:** Canada enjoys Most-Favoured-Nation tariff treatment. Denmark is a member of the European Economic Community.

**Radio and Television:** At March 31, 1977, there were 1,825,511 combined radio and TV licences.

**Motor Vehicles:** At December 31, 1977, there were 1,374,900 passenger cars, 1,269,000 commercial cars.

**Water Supply:** Safe to drink. Average pressure is approximately 40 m = 4 atmospheric pressure with 20° hardness (one Danish hardness degree is equivalent to 10 mg. calcium oxide per litre).

**Electricity:** 50 cycle a.c. 380/220 volts, single and three phase. Cost is 0.26 D. Kr. per kwh. annually plus 150 D. Kr. annually in measuring fee, both plus 20¼ percent tax value added. A grounding conductor is required in the electrical cord for major

appliances. Some distribution systems have a ground wire.

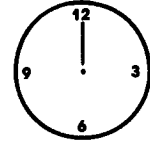
**Coal:** Consumption in 1977 was 5.4 million metric tons and stocks on December 31, 1977 were 2.6 million metric tons.

**Gas:** Manufactured available, supplemented by LPG. Production in 1977 was 1.2 million Gcal. The thermal content is 4,200 Kcal/m<sup>3</sup> with operating pressures of 300 mm water column. The distribution system is by pipe. The cost is 1.04 D. Kr. per m<sup>3</sup> for cooking purposes, 0.56 D. Kr. per m<sup>3</sup> heating and industrial purposes, both including fees but not 21¼ % value added tax. Use of gas for cooking purposes is decreasing, but is increasing for heating purposes. It remains stable for industry.

**Petroleum Products:** All grades available, either imported or locally produced. Production in 1977 was: gasoline 1.4 million tons; gas oil/diesel oil 3.5 million tons; heating fuel oil 2.3 million tons; other grades 0.8 million tons.

# Dominican Republic

If Noon E.S.T.



Noon (Santo Domingo)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Caribbean and Central America Division,  
Western Hemisphere Bureau,  
Ottawa, Ontario  
K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
Caracas 106  
Venezuela

**Personal Requirements for Canadians:** Visa: Dominican tourist card required. Inoculation: International small-pox vaccination certificate required. TAB injections advisable.

**Area:** 19,000 square miles.

**Population:** 4.8 million (1975).

**Climate:** Tropical. During the period June-October, temperatures rise to 38°C with high humidity. The dry season lasts from late November to April, when temperatures are around 27°-30°C at mid-day and the nights are cool.

**Language:** Spanish. Sales literature in Spanish is advisable.

**Capital:** Santo Domingo.

**Marketing Centres:** Santo Domingo 817,000, Santiago de los Caballeros 245,000, La Vega 156,000, San Cristobal 106,000, Puerto Plata 74,000.

**Chief Ports:** Santo Domingo.

**Currency:** Peso — 1 peso equals Cdn.1.1657 (Aug/79).

**Foreign Exchange and Import Controls:** All importations require prior authorization and all non-essential imports are controlled by exchange restrictions. Most imports can be financed by letters of credit only. All requests for foreign exchange must be approved by the Central Bank. Persons holding foreign exchange of their own may import most goods free of exchange restrictions.

**Income:** (1975) GNP U.S.\$3,517 million. GNP per capita U.S.\$720.

**Economy:** Agriculture, particularly sugar, is the main industry. In recent years, there has been some diversification, both inside the agricultural sector and into other sectors such as mineral development, light industry and tourism.

**Total Imports:** (1976) U.S.\$1,114 million.

**Chief Imports:** (1974 — millions SDR'S) Raw materials and intermediate goods 237.5; consumer goods 213.6; capital goods 190.3; fuels and lubricants 155.

**Chief Suppliers:** (1975 — millions SDR'S) U.S.A. 453.1; Netherland Antilles 119.0; Japan 57.1; Venezuela 36.0; Canada 27.4.

**Value of Imports from Canada:** (1977) — Cdn.\$25.5 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Fish preserved except canned 4.3; newsprint paper 2.8; metal fabricated basic products 1.9; telecommunication equipment 1.5, milled cereals 1.4.

**Total Exports:** (1976) U.S.\$825.6 million.

**Chief Exports:** (1976) Raw sugar 253.9, ferro-nickel 110.8; coffee and coffee products 100.8; Cocoa and cocoa products 49.9; tobacco and tobacco products 39.9; sugar by-products 36.1, bauxite 15.5.

**Chief Markets:** (1975 — millions U.S.\$) U.S.A. 565.7; E.E.C. countries 118.6; E.F.T.A. 59.3; other European countries 43.3; other Western Hemisphere countries 35.2; LAFTA 5.3.

**Value of Canadian Purchases:** 1977 — Cdn.\$24.7 million.

**Chief Canadian Purchases:** (1977 — Millions Cdn.\$) Coffee 21.2; refined sugar, molasses and syrup 1.2; iron, steel and alloys 1.1.

**Prices:** Prices should be quoted in U.S. dollars, C.I.F. Santo Domingo. Under Dominican law, the importer must buy insurance in the Dominican Republic in pesos.

**Credit Terms:** Letters of credit are required for imports of a wide variety of products including articles produced locally. Goods are also imported on a sight draft basis and on an "own exchange" basis.

**Taxes:** Ad valorem import duties range from 20% - 200% but maximum import duty is considerably higher (around 700%) if specific duties are taken into account.

**Samples:** If of no commercial value sent by freight or by parcel post, samples are entitled to duty-free entry.

**Weights and Measures:** Metric System. The Imperial system is also used extensively in business.

**Screw Thread:** U.S. Standard.

**Radio and Television:** In 1975 there were approximately 440,000 televisions.

**Motor Vehicles:** (1975) There were 69,336 passenger cars and 37,256 commercial vehicles.

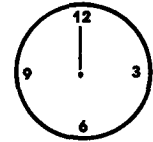
**Water Supply:** All drinking water should be boiled or alternatively mineral waters should be used.

**Electricity:** The standard supply is 115 volts, 60 cycle single phase a.c., with 220 volts for power appliances. For industrial purposes, higher voltages can be supplied on a 60 cycle, three-phase a.c. basis.



# Ecuador

If Noon E.S.T.



Noon (Quito)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America Division,  
Western Hemisphere Bureau,  
235 Queen Street  
10th Floor, East  
Ottawa, Ontario  
K1A 0H5

Commercial Division  
Canadian Embassy  
Apartado Aero 53531/2  
Calle 58 No. 10-42  
Bogota 2, Colombia

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox.

**Area:** 281,300 square kilometres.

**Population:** (1978) 7.8 million.

**Climate:** Tropical in lowlands but temperate in upland areas.

**Language:** Spanish.

**Capital:** Quito.

**Marketing Centres:** Quito, Guayaquil, Cuenca, Ambato.

**Chief Ports:** Guayaquil, Manta.

**Currency:** Sucre: 1 Sucre equal Cdn.\$0.0483 (Aug/79).

**Foreign Exchange and Import Controls:** Permitted imports are divided into 2 categories. List I, consisting of essential goods (Group A) and semi-essential goods, (Group B), and List II, consisting of less essential and luxury goods. All goods not included in these two lists are prohibited. The official exchange market is under the control and supervision of the Central Bank. Whenever possible, import payments must be made in the currency stipulated in the import licence.

**Income:** 1977 — GDP (estimated) U.S.\$5,943 million  
GDP per capita (estimated) U.S.\$787.

**Economy:** With the discovery of large oil reserves in the upper Amazon basin in 1967 and the large increases in the price of oil, Ecuador's economic potential has grown considerably. Within a short period, Ecuador has moved from a purely agrarian economy to a typical oil-producing country with above-average growth. As a result of revenues from oil exports, the government is able to exert substantial influence on the development of the economy and in 1973, a state run development fund (FONADE), was established to provide capital for the financing of projects in the business and social sectors. However, fluctuations in oil revenue have affected Ecuador's trade balance and the fall in exports of crude oil resulted in a year-end trade balance of

only \$80 million. Imports have grown considerably primarily because of increasing industrial expansion and infra-structure projects.

**Total Imports:** 1978 — U.S.\$1,360 billion.

**Chief Imports:** Capital goods for industry, industrial raw materials, transport and construction equipment, chemical products.

**Chief Suppliers:** U.S.A., West Germany, Japan, France, Italy, Switzerland, Spain, Canada, U.K.

**Value of Imports from Canada:** 1978 — Cdn.\$47.5 million.

**Chief Imports from Canada:** Newsprint, corrugated container board, asbestos, steel, tele-communications equipment.

**Total Exports:** 1978 — U.S.\$1,650 billion.

**Chief Exports:** Crude petroleum, bananas, coffee, cocoa.

**Chief Markets:** U.S.A., Japan, West Germany, Canada, Italy, France, Netherlands, Yugoslavia, Switzerland.

**Value of Canadian Purchases:** 1978 — Cdn.\$104.9 million.

**Chief Canadian Purchases:** Petroleum, coffee, bananas, cocoa.

**Prices:** Quote in U.S. dollars, F.O.B.

**Credit Terms:** Sight to 180 days depending on circumstances.

**Taxes:** Statistical tax (.01% ad valorem C.I.F.); selective consumption tax (percentage of selling price); commercial transaction tax (4% of duty paid value); port handling taxes (20-105 sucres per metric ton); control fee (.2%).

**Samples:** While samples of no commercial value are admitted free-of-duty, samples considered by the customs authorities as having commercial value are subject to the same duties as ordinary commercial shipments of like articles.

**Standards:** U.S. standards are usually stipulated for screw threads, electrical capacities and other engineering dimensions.

**Weights and Measures:** Metric system.

**Screw Thread:** North American SAE right hand and the metric right hand.

**Trade Agreements:** Ecuador receives most-favoured-nation treatment in Canada and receives preferential treatment under the General Preferential System.

**Radio and Television:** In 1978 there were an estimated 400,000 television sets and 268,000 radios.

**Motor Vehicles:** (1974 — thousands) Automobiles: 43.6. Commercial vehicles: 68.4.

**Water Supply:** It is advisable to drink bottled water when outside main cities.

**Electricity:** a.c. 60 cycles, 120/208 volts, 127/220 volts, 120/240 volts, 110/220 volts, 121/210 volts, 1,3 phases, 2,3,4 wires.

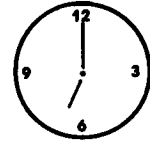
**Gas:** Large deposits of natural gas have been discovered in the Oriente and Gulf of Guayaquil areas.

**Petroleum Products:** In 1977, the government announced a program to invest U.S.\$36 million in the expansion and development of the industry, including plans to sink 17 new exploratory wells, which should enable Ecuador to increase its petroleum reserves by 100 million barrels to about 1,400 million barrels, and to increase daily oil production to 245,000 barrels.

# Egypt

(Arab Republic of)

If Noon E.S.T.



7:00 p.m. (Cairo)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa Division,  
Pacific, Asia and  
Africa Bureau,  
Ottawa, Ontario  
K1A 0H5

or

Commercial Secretary  
Canadian Embassy  
Kasr el Doubara Post Office  
6 Mohamed Fahmy El Sayed  
Garden City  
Cairo, Arab Republic  
of Egypt

**Personal Requirements for Canadians:** Visa: Required. Inoculations: Smallpox is required, also cholera and yellow fever if travelling from infected areas.

**Area:** 1,001,500 square kilometres (before Six Day war). 95% is desert.

**Population:** (1976) 38 million; rate of growth 2.4%.

**Climate:** Semi-tropical. 18°C from November to March, 32°C from April to October. The least pleasant times of the year are in April, May, August and September when a hot and dusty wind sometimes blows from the desert.

**Language:** Arabic is the official language. English and French are important commercially.

**Capital:** Cairo.

**Marketing Centres:** Cairo (8.5 million) and Alexandria (3.2 million).

**Chief Port:** Alexandria.

**Currency:** Egyptian pound (£E); divided into 100 piastres; 1 Egyptian pound equals Cdn.\$1.7126 (Aug/79).

**Foreign Exchange and Import Controls:** Egypt's exchange and trade system relies heavily on quantitative controls and restrictions. A large proportion of external trade is carried out under bilateral payment arrangements. There is an official exchange rate and a parallel market for certain convertible currency transactions. The import of many goods is prohibited. All importing is restricted to Government Departments and nationalized industries for their own use and to a limited number of state trading organizations. There is a wide range of Customs duty rates which apply uniformly to all countries except those which have signed an Agreement with Egypt. In addition, various taxes are payable on imported goods (Statistical Duty, Municipal Duty, Consolidation Duty, etc.).

**Income:** The Gross Domestic Product in 1977 was \$13 billion (\$340 per capita).

**Economy:** The economy of Egypt is closely controlled by the state. GDP grew by 3% in 1974, 10% in

1975 and 9% in 1976. Agriculture contributed 28% of GDP, approximately 50% of export earnings and employed 45% of the labour force in 1976. Industry made up 24% of GDP, 35% of export earnings and employed 12% of the labour force. The service sector, including government services accounted for 20% of GDP in 1976. The focus of the development plan (1978-1982) is to accelerate the growth of the economy, improve distribution of income and to improve balance of payments situation.

**Total Imports:** 1976 — U.S.\$4.3 billion.

**Chief Imports:** Wheat, iron and steel products, earth moving equipment, automobiles and parts, petroleum products.

**Chief Suppliers:** (1975 percent) U.S.A. 17; France 15; U.S.S.R. 9.

**Value of Imports from Canada:** 1976 — U.S.\$35.8 million.

**Chief Imports from Canada:** 1976 — Food items, lumber, newsprint, asbestos, machinery and transport.

**Total Exports:** 1976 — U.S.\$1.6 billion.

**Chief Exports:** Raw cotton, cotton yarn, petroleum products, textiles, rice.

**Chief Markets:** (1975 percent) U.S.S.R. 33; Japan 10; Czechoslovakia 7.

**Value of Canadian Purchases:** 1974 — U.S.\$701,000.

**Chief Canadian Purchases:** Peanuts and cotton yarn.

**Prices:** Price quotations are generally required to be F.O.B. Canadian port and C.I.F. Alexandria.

**Credit Terms:** Egypt is essentially a credit market and terms are in many cases a more important factor than price.

**Taxes:** Most duties are assessed on an ad valorem basis on the C.I.F. value. Duties on imports range from 0

on certain food commodities to 3000 percent on a few alcoholic beverages. In addition to the customs duties, imports to Egypt are subject to surcharges, pier handling charges, excise, portorage and marine duties.

**Samples:** Samples sent by post or otherwise are admitted without import permit or payment of duty provided that they are not in a condition to be sold or if their value does not exceed £ E20.

**Standards:** The Egyptian organization responsible for standards is the General Authority for Measurements and Standards, an agency of the Ministry of Industry.

**Weights and Measures:** The metric system has been introduced as standard and should be used in all commercial dealings. Egyptian measurements are, however, still in use.

**Trade Agreements:** Egypt is a signatory of the General Agreement on Tariffs and Trade. (GATT).

**Radio and Television:** Radio and television are under Government control. There are about 7.3 million

radio receivers and 850,000 television sets in Egypt.

**Motor Vehicles:** Both European and American cars are used in Egypt.

**Electricity:** Electricity is supplied at 220-440 volts, 50 cycles a.c. However some places still have a 110-380 a.c. supply. Domestic and power plug fittings are generally 2-pin, round and of various sizes. Both bayonet and screw lamp fittings are met. The industrial electrical supply ranges from 220 to 380 volts single or 3-phase.

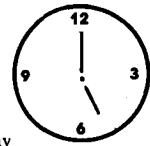
**Coal:** Egypt must import coal to fulfill its requirements.

**Gas:** Egypt does not meet its domestic needs of natural gas and must import the bulk of its requirements. However, natural gas has recently been discovered and exploited near Alexandria and the Western Desert.

**Petroleum Products:** Egypt is a net exporter of both crude petroleum and most refined products. In 1977, crude oil output was 20.8 million tons and domestic requirements were about 9 million tons.

# Fiji

If Noon E.S.T.



5:00 a.m. the following day

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Pacific Division, Pacific, Asia and Africa Bureau, or  
Ottawa, Ontario K1A 0H5  
Commercial Counsellor  
Canadian Consulate  
General  
50 Bridge Street  
Sydney, N.S.W. 2000  
Australia

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox.

**Area:** 7,055 square miles. Over 800 islands of which about 100 are inhabited. The two largest islands are Viti Levu (4,010 square miles) and Vanua Levu (2,137 square miles).

**Population:** (Dec. 1976) 600,000.

**Climate:** Tropical, oceanic. Temperatures average about 25°C with a range of 6°C.

**Language:** English (although Fijian and Hindi also used).

**Capital:** Suva, located on Viti Levu. Population 55,000.

**Marketing Centres:** Suva (55,000), Nadi, Labasa, Lautoka.

**Chief Ports:** Suva, Lautoka.

**Currency:** (Nov. 1978) F\$1.00 equals Can.\$1.4169 (Aug/79).

**Foreign Exchange and Import Controls:** There are no foreign exchange or import controls applicable to Canada.

**Income:** GDP 1976 F\$201.8 million. Per capita F\$907. Wage rate — manual workers in regular employment F\$0.83 cents per hour.

**Economy:** Based primarily on agriculture, fisheries and tourism.

**Total Imports:** (1977) F\$281 million.

**Chief Imports:** (Millions — F\$) Petroleum products 54.1; food 53.8; machinery 51.4; manufactured goods 52.0; miscellaneous articles 31.0; chemicals 20.2.

**Chief Suppliers:** (Millions — F\$) Australia 77.9; Japan 46.0; N.Z. 39.1; Singapore 33.1; U.K. 27.6; U.S.A. 11.8.

**Value of Imports from Canada:** F\$1.2 million.

**Chief Imports from Canada:** (Millions — F\$) Manufactured goods 0.43; food 0.34; machinery 0.20.

**Total Exports:** (1977): F\$123 million.

**Chief Exports:** (Millions — F\$) Sugar 93.5; coconut products 8.3; fish 4.7; gold 4.9.

**Chief Markets:** (Millions — F\$) U.K. 67.4; N.Z. 12.6; Malaysia 11.7; Australia 9.0; Singapore 7.9; U.S.A. 6.0.

**Value of Canadian Purchases:** F\$2.0 million.

**Chief Canadian Purchases:** Tuna.

**Prices:** Quotations should be C.I.F.

**Credit Terms:** Predominantly sight draft.

**Taxes:** In addition to import duty, a "Port Service Tax" of 5% is levied.

**Samples:** If samples imported have a commercial value but are intended to be taken out of the country again after a short period, the goods must be declared on the prescribed invoice for Fiji Customs purposes, the amount of duty deposited and a refund claimed when the visitor departs.

**Standards:** Standards Association of Australia Wiring Rules apply to all electrical installations.

**Weights and Measures:** Conversion from Imperial standard to metrics is under way.

**Trade Agreements:** Canada and Fiji have exchanged preferential tariff treatment, as a result of the Canada-U.K. Trade Agreement. Since Fiji's independence in 1970 the legal basis for this exchange no longer exists, although preferences are still exchanged de facto.

**Radio and Television:** Radio broadcasting is the responsibility of the Fiji Broadcasting Commission. The greater part of the territory is covered though reception in some areas is not always satisfactory. There is no television service in Fiji.

**Motor Vehicles:** (1976 — thousands) Private cars 15.9; taxi and rental cars 1.8; trucks 8.8; buses 0.8.

**Water Supply:** Treated water supplies (including chemical coagulation, pressure filtration, pH correction and post-chlorination) are available in major centres. Smaller centres receive chlorinated water.

**Electricity:** Electrical supply is 415/240 volts, three-or single-phase, a.c. at 50hz. Not all areas of the islands are served by the main electricity supply.

**Coal:** Domestic production and consumption is nil.

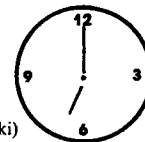
**Gas:** L.P. gas is used extensively and compared to electricity is competitively priced.

**Petroleum Products:** Most types and grades are available.



# Finland

If Noon E.S.T.



7:00 p.m. (Helsinki)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Western Europe Division, or European Bureau  
Ottawa, Ontario K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
P.O. Box 779  
00100 Helsinki 10, Finland

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 130,165 square miles.

**Population:** About 4.7 million. Households — (December 1975) 1.64 million; average number of members per household 3.4; number of residential dwellings 1.62 million.

**Climate:** Moderate with short, warm summers and long, cold winters.

**Language:** Finnish, but Swedish, English and German also used in business.

**Capital:** Helsinki.

**Marketing Centres:** Helsinki 490,000, Tampere 165,418, Turku 165,000, Lahti 94,950.

**Chief Ports:** Pori (Mantyluoto), Hamina, Hango, Helsinki, Kemi, Rauma, Oulu, Vaasa, Turku.

**Currency:** Markka. One markka equals Cdn.\$0.3078 (Aug/79).

**Foreign Exchange and Import Controls: Currency Regulations** — There is no limit on foreign currency imports. Visitors may take out the same amount in foreign currency as they brought into Finland plus 3,000 in Finnish currency.

The original invoice has to be presented when paying for imports and exchange is immediately available. An import licence, where required, automatically contains permission to transfer the payment during the period of validity of the licence.

**Import Controls and Other Regulations:** Most imports from countries with which Finland has multilateral trading relations are free of controls. The few imports still under control, e.g., agricultural products, silver and gold, solid and liquid fuels, some of which are under a global quota system, are subject to individual licensing. Under the global system, the importer is allocated a currency quota within which he can import goods from any multilateral trading country.

**Income:** GDP in 1977 at factor cost was Fim 109,261 million; per capita Fim 23.25. In the fourth quarter of 1977 the hourly wage averaged Fim 16.47 for

male industrial workers and Fim 12.26 for female workers, both exclusive of compensation for public holidays.

**Economy:** Highly industrialized. Based on the principles of private ownership and free enterprise. The state has a monopoly in certain sections such as railways and the sale of alcohol.

**Total Imports:** 1977 — Fim 30,712 million; 1976 — Fim 28,569 million.

**Chief Imports:** (1977 percent) Investment goods 15.7; consumer goods 15.0; raw materials 62.3; fuels and lubricants 6.7; others 0.3.

**Chief Suppliers:** (1977 — millions Fim) U.S.S.R. 5,887 million; Sweden 5,104 million; West Germany 3,251 million; U.K. 3,741 million.

**Value of Imports from Canada:** 1977 — Cdn.\$24,821 million; 1976 — Cdn.\$25,387 million.

**Chief Imports from Canada:** 1977 — Textiles, crude materials, office machines, fish, tobacco.

**Total Exports:** 1977 — Fim 172,551 million; 1976 — Fim 150,499 million.

**Chief Exports:** Wood pulp, textiles, sporting and recreation equipment, fresh and frozen meat, wheat, tobacco, nickel, crude animal products.

**Chief Markets:** (1977 percent) U.S.S.R. 19.5, Sweden 15.7, U.K. 11.8, West Germany 10.1, Norway 5.4, U.S.A. 4.4.

**Value of Canadian Purchases:** 1977 — Fim 131 million, 1976 — Fim 117 million.

**Chief Canadian Purchases:** Hides, skins and furs, specialized industrial machinery, non-ferrous metals, dairy products.

**Prices:** Quote in U.S. dollars, C.I.F. port of entry in Finland.

**Credit Terms:** Sight, but credit is often extended to 180 days.

**Taxes:** Turnover tax of 12.4% levied on duty paid value.

**Samples:** Samples of no commercial value, duty free; other samples may be imported into Finland without paying customs duty or a deposit, provided the importer has a carnet, but must pay duty if the samples are sold or if they are retained in Finland for more than one year. Alternatively, samples may be imported even without a carnet on payment of a deposit which will be repaid, provided the samples are taken out of Finland again within a year.

**Standards:** Official approval mandatory for electrical, gas, oil and other fuel appliances. Organizations concerned with approval are:

**Electrical:** Sähkötastuslaitos (Electrical Inspectorate), Sarkiniementie 3 Helsinki 21.

**Gas, Oil and Other Fuels:** Valtion Teknillinen Tutkimuslaitos (State Institute for Technical Research), Laboratory for Fire-Fighting Equipment, Kalevankatu 39, Helsinki.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric system most common, although others are used.

**Trade Agreements:** Most-favoured-nation agreement with Canada. Member of EFTA and has also signed a "Free Trade Agreement" with EEC.

**Radios and Television:** 2 million radio and 1.7 million television licences issued in 1975. The main radio station, Oy Yleisradio Ab, has monopoly of broadcasting facilities and is 93% state-owned.

**Motor Vehicles:** (December 1977) 1,227,646 — passenger cars 1,075,399, commercial 136,215, buses 8,771, others 7,261.

**Water Supply:** Generally soft, except in Helsinki where hardness rises to 66-120 ppm calcium carbonate and 125-175 ppm total mineral content. Normal pressure in Helsinki is based on MM + 70 meters (that is pressure of 70 meters at sea level).

**Electricity:** 50 cycle, three-phase for industry. Voltage in towns 380/220 volts, stability plus or minus 6 percent (10 kv); voltage elsewhere 20 kv, stability plus or minus 10 percent. Also 110 kv. Low tension distribution with ground wire is mandatory for kitchen appliances or wet conditions.

**Coal:** No local production.

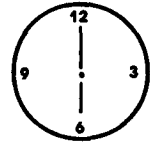
**Gas:** Local manufactured gas available.

**Petroleum Products:** A range of petroleum products are produced. Normal grades of petroleum are 100 RON and 92 RON, but special qualities of petrol are produced.



# France

If Noon E.S.T.



6:00 p.m. (Paris)

**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe Division, or (Commercial)  
European Bureau, Canadian Embassy  
Ottawa, Ontario 35, Avenue Montaigne  
K1A 0H5 Paris 8, France

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 212,737 square miles.

**Population:** 52.8 million. Households: (1970) 16.7 million.

**Climate:** Temperate.

**Language:** French.

**Capital:** Paris.

**Marketing Centres:** (1977 millions) Greater Paris 8.6; Lyon 1.2; Marseille 1.1; Lille 1.0; Bordeaux 600,000.

**Chief Ports:** Le Havre, Rouen and Dunkirk on the English Channel; Bordeaux and Nantes on the Atlantic Ocean; Marseille on the Mediterranean.

**Currency:** Franc. One franc equals Cdn.\$0.2740 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign exchange available for imports. Import licences required only for a number of agricultural products which are subject to quantitative import restrictions.

**Income:** Increased 2.9% in 1977.

**Economy:**

**Agriculture:** Prices supported under Common Agricultural Policy of EEC; Government encourages land consolidation, improvement of production methods. Major commodities: wheat, barley, potatoes, sugar beets, fodder, green forage, fruits, wines, vegetables, meat, dairy products.

**Industry:** Major industries: automobile, aerospace, food processing, iron and steel machinery and equipment, ladies clothing, chemicals, electronic.

**Commerce:** 80% retail sales by small retailer, recent development of supermarkets and shopping centers. Consumer price index up 9.4% during 1977.

**Tourism:** Represents 6% of total exports of goods and services. Paris and Mediterranean coast major centers. Government promotes construction of hotels, motels and resorts.

**Total Imports:** 1977 — \$82.7 billion.

**Chief Imports:** Mineral fuels, machinery, foodstuffs, chemicals, ferrous and non ferrous metals.

**Chief Suppliers:** 1977 — EEC countries 49.6%, U.S.A. 6.9%.

**Value of Imports from Canada:** 1977 — \$359 million.

**Chief Imports from Canada:** Wood, fish, pulp, copper, ships, boats and parts, iron ores, asbestos, lumber, office machines, meat, paper board, aircraft parts, sulphur, telecommunications and related equipment.

**Total Exports:** 1977 — \$77.9 billion.

**Chief Exports:** (1977 percent) Machinery, foodstuffs, chemicals, motor vehicles, iron and steel.

**Chief Markets:** (1977 percent) EEC countries 50.4, U.S.A. 5.2.

**Value of Canadian Purchases:** 1977 — \$522 million.

**Chief Canadian Purchases:** (1977) — beverages, tires, automobiles and parts, newspapers, magazines, books periodicals, transportation equipment, bars and rods, steel special industry machinery.

**Prices:** Should be quoted in either Canadian or U.S. dollars, preferably F.O.B. or C.I.F. whenever possible.

**Credit Terms:** Most business is done on Bills of Exchange. Delivery of shipping documents is normally given against acceptance of 30, 60 or 90 day Bills.

**Taxes:** It is advisable to consult competent tax consultants before making decisions regarding direct investment.

**Samples:** Dutiable only if of commercial value; traveler's samples are also free, provided they are recognizable as samples. A bond may be required by customs.

**Standards:** Official approval mandatory for gas, electrical and water supply appliances.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric, right hand.

**Trade Agreements:** Most-favoured-nation agreement with Canada; equal tariff treatment of imports from all GATT countries, but no duties since July 1st, 1968 on imports from countries of the European Economic Community.

**Radio and Television:** Television is produced both in black and white and colour. There are 819 lines per picture on channel one and 625 lines per picture on channels two and three. Radio and television facilities are publicly owned and controlled by Office de Radiodiffusion-Television Francaise. However, private commercial radio and television do exist; peripheric transmitters are located in Luxembourg, The Saar, Monaco and Andora.

**Motor Vehicles:** In 1978 there were 19,330,000 vehicles, of which 16,990,000 were passenger cars, the balance being trucks, tractors and other commercial vehicles.

**Water Supply:** Safe to drink. Average pressure is three kg. at ground level. Mineral content and hardness are high, at least in larger cities.

**Electricity:** Electric power production and distribution nationalized. Total electricity output 1977: 183 billion kwh. Nuclear facilities are expected to meet more than half of the electricity needs by 1985 or

20% of total energy needs. Intensive research in solar energy is being carried out. Domestic electric power is 50 cycle a.c. 110/220 volts. Industrial power is 380 volts. Power is generally provided in three-phase, but single-phase is still found in parts of Paris. A grounding conductor is required for washing machines and high-power heating appliances. The distribution system has a ground wire depending on the voltage. For domestic users, a gradual switch is being made from 110/115 volts to 220/230 volts.

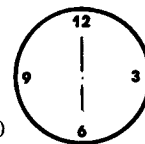
**Coal:** Production in 1978 of all types of coal was 21 million metric tons and an additional 26 million metric tons were imported.

**Gas:** In 1978, 201 billion thermies of all types of gas were produced, including natural, manufactured and from coke. Bottled butane and propane gas is available for domestic and commercial use through private firms. Piped natural and manufactured gas is supplied by a government-owned company which also provides electricity services.

**Petroleum Products:** In 1978, 116.4 million metric tons of petroleum products were produced by refineries. All grades, domestic, commercial and industrial are available.

# Gabon

If noon E.S.T.



6 p.m. (Libreville)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario K1A 0H5  
Commercial Division  
Canadian Embassy  
P.O. Box 8341  
Kinshasa, Republic of Zaire

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Yellow fever, typhoid, tetanus-polio, gamma-globulin. Anti-malarial pills also recommended.

**Area:** 267,000 square kilometres.

**Population:** (1976 estimate) 1.2 million.

**Climate:** Equatorial rain forest, humid and hot 20°C to 32°C, rainy season October to mid-December, mid January to mid-May.

**Language:** French.

**Capital:** Libreville.

**Marketing Centres:** Libreville, Port Gentil.

**Chief Ports:** Port Gentil.

**Currency:** Unit of currency is CFA franc which is divided into 100 centimes; 1 CFA franc — Cdn. \$.0055 (Aug/79).

**Foreign Exchange and Import Controls:** Authorization from Ministry of Finance required for payment of imports from countries outside the French Franc area. In general, imports are subject to import licence. Export of foreign currency is controlled. French franc travellers cheques sometimes more easily exchanged.

**Income:** GDP per capita (1976) SDR 1,750.

**Economy:** Gabon is well-endowed with natural resources which include petroleum, manganese, uranium, iron ore and timber. The mining sector accounts for 40% of GDP with petroleum making the most important contribution. Manganese and uranium are also mined. Agriculture accounts for a mere 4% of GDP but engages the majority of the active population.

**Total Imports:** (1978 forecast) 150 billion CFA francs.

**Chief Imports:** Machinery and transport equipment, construction materials, foodstuffs.

**Chief Suppliers:** (1976 — percent) France 69; U.S.A. 6; Netherlands 4.

**Value of Imports from Canada:** (1978) Cdn.\$1.1 million.

**Chief Imports from Canada:** (1978) Mining machinery and equipment, logging equipment, core drills and bits.

**Total Exports:** (1978) Approximately 299.5 billion CFA francs.

**Chief Exports:** Petroleum and petroleum products, timber, manganese, uranium.

**Chief Markets:** (1976 percent) France 42, U.S.A. 10; U.K. 10.

**Value of Canadian Purchases:** (1978 — thousands Cdn.\$) \$56,209.

**Chief Canadian Purchases:** Crude petroleum, other metals in ores.

**Prices:** Quote CFA francs, C.I.F.

**Credit Terms:** Irrevocable letter of credit recommended. 30 day terms normal for consumable goods and 60 days for capital durables. Known to extend to 90 and 120 days.

**Standards:** A.C. 1-3 phase 50 cycles, 220/380 volts.

**Weights and Measures:** Metric system.

**Radio and Television:** (1977) There were 8,000 televisions and 95,000 radios.

**Motor Vehicles:** In 1976 there was an estimated 82,700 passenger vehicles and 50,100 commercial vehicles.

**Water Supply:** Generally only bottled or boiled water is safe to drink.

**Electricity:** 220/380 volts, 50 cycle; 2 round pin plugs and bayonet light fittings are in general use.

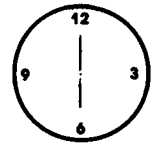
**Petroleum Products:** Net exporter of oil, production was 10.4 million tons in 1978.



# German Democratic Republic

If noon E.S.T.

6 p.m. (Berlin)



**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
Matejki 1/5  
Srodmiescle  
Warsaw, Poland

**Personal Requirements for Canadians:** Visas: Required. Inoculation: Not required.

**Area:** 108,178 square kilometres.

**Population:** 16.8 million.

**Climate:** Temperate with hot summers and fairly cold winters.

**Language:** German. Some English is spoken by officials.

**Capital:** Berlin.

**Marketing Centres:** Berlin 1.1 million, Leipzig 575,000; Dresden 500,000; Karl Marx Stadt 300,000; Magdeburg 275,000; Halle 250,000; Rostock 200,000.

**Currency:** The Mark (Ostmark) is non-convertible. 1 OM. — Cdn.\$0.6381 (Aug/79).

**Foreign Exchange and Import Controls:** All customary forms of international payment are permissible in sales contracts. Since there is a state monopoly over foreign currency exchange, all payments to other countries can be made only by authorized institutions. GDR currency may not be taken into or out of the country. An import licence, issued by the GDR Ministry of Foreign Trade is required for the import of all goods into the country. Such licences are issued on the basis of contracts concluded in accordance with the foreign trade regulations of the GDR by Foreign Trade Organizations and other authorized state agencies.

**Income:** GDP estimated at \$82.3 billion (1977). In terms of gross industrial production the GDR ranks tenth in the world and enjoys the highest standard of living in Eastern Europe. Per capita GNP is estimated at \$4,908.

**Economy:** Highly industrialized. Major industries include mechanical engineering and vehicle construction (accounting for one quarter of gross industrial output), shipbuilding, machine tools, foodstuffs, synthetic fibres, plastics, pharmaceuticals, textiles, electronics and electrical engineering.

**Total Imports:** (1977 U.S.\$ billions) 14.4.

**Chief Imports:** Fuel, raw materials, metals, machinery and transport equipment.

**Chief Suppliers:** U.S.S.R., Czechoslovakia, Poland, West Germany, France, Switzerland, U.K.

**Value of Canadian Imports:** Total (1978) Cdn.\$24.4 million.

**Chief Imports from Canada:** Wheat, barley, corn, rye, asbestos, milled fibres, fur skins, agricultural machinery.

**Total Exports:** (1977 U.S.\$ billions) 12.0.

**Chief Exports:** Machinery and equipment for the mining, textile, printing, food processing, electronics industries, medical equipment, ships, farm machinery, chemicals, textiles and clothing.

**Chief Markets:** U.S.S.R., Czechoslovakia, Poland, West Germany.

**Value of Canadian Purchases:** Total (1978) Cdn.\$7.6 million.

**Chief Canadian Purchases:** Metalworking machinery and equipment, fur skins, cameras, consumer goods, glass and tableware, sporting goods.

**Prices:** Quote in U.S. dollars, preferably F.O.B., or as otherwise specified.

**Credit Terms:** As arranged.

**Samples:** Patterns, samples and other advertising materials may only be sent in limited quantities to GDR Foreign Trade Organizations. No special import licence is required and customs duties will not be levied if it is clear from the quantity and the accompanying documentation that they are only to be used as samples.

**Standards:** Standards comprise basic regulations for products and machinery important to the national economy. Foreign Trade Organizations are responsible for ensuring that imported goods comply with the relevant standards and any requirements will normally be specified in the contract.

**Weights and Measures:** Metric System.

**Screw Thread:** Metric, right hand.

**Trade Agreements:** There is no trade agreement between Canada and the GDR. GDR is a member of the Council for Mutual Economic Assistance (CMEA or COMECON).

**Radio and Television:** (1978) There were 6.2 million radios and 5.2 million television sets. Television and radio broadcasting facilities are state controlled.

**Motor Vehicles:** (1978) 2.2 million passenger cars.

**Water Supply:** Safe to drink in major centres.

**Electricity:** 50 cycles a.c. 3 phase, 220/380 volts. Annual production of electricity is 18,000 mw. per

year, 80% of which is derived from lignite. Nuclear energy producing capacity is approximately 7,000 mw.

**Coal:** Lignite deposits provide 70% of GDR's domestic energy requirements. Output 250 million tons per year. Reserves estimated at 24 billion tons.

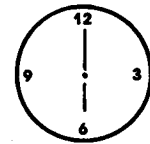
**Gas:** Lignite is only major natural resource and supplies over 60% of the country's basic energy needs.

**Petroleum Products:** Some 40,000 tpa of crude oil is obtained from the Baltic. Balance of GDR requirements are imported, 85-90% from the Soviet Union. Domestic demand for crude oil currently amounts to 22 million tons per year.

# Germany

(Federal Republic of)

If Noon E.S.T.



6:00 p.m.  
(Frankfurt)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe

Canadian Embassy

Division,

Fredrich-Wilhelmstrasse

European Bureau, or

18, 53 Bonn

Ottawa, Ontario

M1A 0H5

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required if arriving from Canada.

**Area:** 95,957 square miles (incl. West Berlin).

**Population:** (1978) 61.5 million. In 1977 there were 24.2 million households.

**Climate:** Temperate, with a winter appreciably shorter and milder than Canada.

**Language:** Many officials and businessmen know English or French, but correspondence and sales literature in German is almost a necessity.

**Capital:** Bonn.

**Marketing Centres:** West Berlin, Hamburg, Munich, Cologne, Essen, Dusseldorf, Frankfurt, Stuttgart, Hanover, Nuremberg.

**Chief Ports:** Hamburg, Bremen, Bremerhaven and Emden. Many German imports, especially of bulk materials, enter Europe at Dutch and Belgian ports and are transported by barge up the Rhine.

**Currency:** Deutsche Mark: one Mark equals Cdn. \$0.6390 (Aug/79).

**Foreign Exchange and Import Controls:** No foreign exchange controls. Non residents (with the exception of EC residents) must generally have an import licence, but may leave the import formalities to the resident participating in the import.

**Income:** Per capita income DM 15,119 per year (1977). Average hourly wage for manual workers in industry DM 11.89 (1977). Basic wage does not include social services provided, which amount to as much as 70 per cent of salary.

**Economy:** A highly developed industrial economy based to a large extent on foreign trade.

**Total Imports:** (1977) DM 235,178 million, (1976) DM 222,173 million.

**Chief Imports:** (1977 — Millions DM) Food products 39,306; petroleum, natural gas 27,528; chemicals 19,004; electrical products 14,251; textiles 13,248; road vehicles 12,882; engineering products 11,235; mineral oil products 10,905; non-ferrous metals 8,953.

**Chief Suppliers:** (1977 — millions DM) Netherlands 30,821; France 27,305; Italy 20,727; Belgium and Luxembourg 19,559; U.S.A. 17,025; U.K. 10,543.

**Value of Imports from Canada:** (1977) — DM 2,341 million.

**Chief Imports from Canada:** (1977 — Millions DM) Wood pulp, 413; iron ores 242; stones and earths 196; oilseeds 154; paper and paperboard 113; fish and fish preparations 113, zinc ores 96; crude copper 75; wheat 88.

**Total Exports:** Cdn. \$162 billion (1978).

**Chief Exports:** Machinery, automotive products, electro-technical goods.

**Chief Markets:** France, Netherlands, Benelux, Italy, U.S.A.

**Value of Canadian Purchases:** Cdn. \$1,243 million (1978).

**Chief Canadian Purchases:** Automotive products, machinery, electro-technical goods, agricultural equipment, optical products, wine.

**Prices:** Quote in German marks C.I.F. or as arranged with exporter.

**Credit Terms:** As arranged.

**Samples:** Samples may be requested by importer for inspection before orders are accepted.

**Standards:** "Technical standards" are elaborated by various industrial self-administration organizations. Imports are subject to marketing, labelling and packaging regulations. Machinery may enter into free circulation if it complies with labour and accident protection regulations.

**Weights and Measures:** Metric System.

**Screw Thread:** Metric right-hand.

**Trade Agreements:** Canada's trade relations with the Federal Republic of Germany are governed by the provisions of GATT to which both countries are contracting parties.

**Radio and Television:** 20.6 million households with radios, 18.9 million with TV receivers. TV (625 lines per picture) and radio facilities are publicly owned.

**Motor Vehicles:** (1977) 18.5 million passenger cars, 4.45 million commercial vehicles, 343,000 motorcycles and scooters.

**Water Supply:** Safe to drink.

**Electricity:** 50 cycle a.c., nominal voltage 220 volts single-phase and 380 volts three-phase. A grounding conductor is required in the electrical cord attached to an appliance. Consumption in 1976, 346.5 billion kwh of which 267.9 billion kwh were supplied by publicly owned power plants and 60.5 billion by privately owned plants; the balance was

imported. Costs for domestic use ranges from DM. 0.09 to DM. 0.145 per kwh.

**Coal:** Both hard coal and lignite available. Production of hard coal 84.8 million tons in 1977. Hard coal reserves 65,000 million tons; reserves of lignite 5,000 million tons.

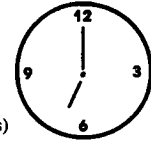
**Gas:** Production in 1976, 57.2 billion cubic meters, of which 7.4 cubic meters at coking plants. Captive consumption 11.1 billion cubic meters, other industrial users 38.4 million cubic meters, commercial 1.8 billion, domestic 8.6 billion, balance imported.

**Petroleum Products:** (1978) Oil imports amounted to 94.3 million tons valued at 19.6 billion DM. Main suppliers: Iran (17.8%), Libya (15.5%), Saudi Arabia (15.5%), Nigeria (11%).



# Greece

If Noon E.S.T.



7:00 p.m. (Athens)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808—1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe

Division,

European Bureau, or  
Ottawa, Ontario  
K1A 0H5

Commercial Secretary

Canadian Embassy

4-I Ghennadiou Street  
Athens 140, Greece

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 50,534 square miles.

**Population:** 9,245,000 (1977).

**Climate:** Mediterranean (warm and dry during the greater part of the year). Air temperature in C° during the last few years: average minimum 1.3 (North), average maximum 32.6 (South).

**Language:** Greek. English widely spoken (French to a lesser degree) by senior government officials and by many members of the business community. Business correspondence may be conducted in English with most firms; French and German may also be used.

**Capital:** Athens.

**Marketing Centres:** Athens-Piraeus metropolitan area 2,540,241; Salonica 557,360; Patras 120,847; Volos 88,096; Heraklion 84,710; Chanea 53,026; Cavalla 46,234.

**Chief Ports:** Piraeus (the port of Athens and most important), Salonica, Patras, Eleusis, Volos, Heraklion and Cavalla.

**Currency:** Drachma. One drachma equals Cdn.\$0.0338 (Aug/79).

**Foreign Exchange and Import Controls:** Import of goods under government control, thus requiring: (a) "import approval" from the authorized banks; (b) specific "import licences" for certain machinery, wheat, flour, medical and pharmaceutical preparations; (c) advance deposits made by importers of certain manufactured goods which range up to 140% of the value of the imports and which cannot be recovered for four months from the opening of letters of credit.

**Income:** Per capita gross national product: U.S.\$2,474 (1977). Depending on the sector, the minimum hourly wages (including allowances) in industry range between Drs. 86 - Drs. 170.

**Economy:** In view of the prospective entry of Greece into the EEC market (full membership in 1980),

great emphasis has been given to the development of all economic sectors in order to harmonize these with those of the Community's. Structural reforms to which attention is currently being given include reorganization of agricultural sector, greater exploitation of mineral resources, development of industrial areas and investment incentives and a greater emphasis on manufactured exports. By the early 1980's it is planned that manufacturing should account for 25% of GDP (21% at present).

Education and social welfare are two sectors that have also been targets for reorganization and development, absorbing a great portion of the General and Investment budgets.

Tourism, an important source of foreign exchange and a major item in the country's balance of payments, is also scheduled for further development. There were 4.6 million arrivals in 1977 with gross receipts of approximately \$1 billion.

**Total Imports: 1977 — U.S.\$6,853 million.**

**Chief Imports:** (1977 — millions U.S.\$) Machinery 1,127; petroleum products 1,034; transport equipment 589; cars and spare parts 425; chemical-pharmaceutical 424; iron and steel 310; meat and live animals 186; textiles 118; plastic materials 104; timber 94; electrical appliances 78.

**Chief Suppliers:** (1977 percent) EEC countries 48.4; Arab countries 15.4; U.S.A. 6.4; Eastern European countries 6.9.

**Value of Imports from Canada: 1977 — Cdn.\$31.5 million.**

**Total Exports: 1977 — U.S.\$2,756 million.**

**Chief Exports:** (1977 percent) Industrial consumer goods 33.0; minerals and metals 20.2; chemicals 14.4; food 13.1.

**Chief Markets:** West Germany, Italy, France, Libya, Netherlands, U.S.A.

**Value of Canadian Purchases: 1978 — Cdn.\$36.3 million.**

**Chief Canadian Purchases:** (1978 — Cdn.\$ million)

Iron and steel alloys 10.7; dried fruits 4.9; footwear 3.4; fur plates and mats 2.0; bentonite 1.6; olives 1.5; tomato paste 1.4.

**Prices:** Quote in U.S. dollars F.O.B. or C.I.F.

**Credit Terms:** When payment is by cash against documents, this transaction normally must be completed within 60 days.

**Taxes:** In addition to tariffs, various import taxes apply such as: stamp tax (2-6% C.I.F. invoice value), turnover tax (2-8% C.I.F. invoice value), export promotion tax (0.15% C.I.F. invoice value), and special import tax (0.5% C.I.F. invoice value). Amounts vary according to commodity.

**Samples:** Arrangements can normally be made for duty free imports of samples which will be taken out of the country within one year, provided such samples do not exceed an amount of duty of 2,000 Drachmas.

**Standards:** Special regulations exist for pharmaceuticals, toilet preparations, proprietary medicines, plastic containers and other products. Onus for compliance rests with exporter.

**Weights and Measures:** Metric system.

**Screw Thread:** Right hand, metric and North American type.

**Trade Agreements:** The tariff has maximum, minimum and conventional rates. Imports from most-favoured-nations are dutiable at the conventional rate, or, if there is none, at the minimum rate. Greece is a member of GATT.

**Modus Vivendi** with Canada signed in 1947. Greece signed an association with the EEC in 1962 and accession should occur in 1981. Greece also has bilateral clearing agreements with East Bloc countries.

**Radio and Television:** There are two state owned television and radio networks which cover the whole of Greece. Television sets per 1,000 inhabitants: 170 (1977).

**Motor Vehicles:** (1976) Total — 838,459; 510,029 passenger cars; 223,486 trucks; 91,044 motorcycles and 13,900 buses.

**Electricity:** 50 cycle a.c., three-phase 220 volts with 380 volts between phases with neutral ground. National installed capacity: total: (1977) 17,238 million kwh. Electricity consumption per capita: 1,737 kwh per year.

**Coal:** Lignite: 23,307 thousand tons (1977). Deposits — 3.5 billion tons.

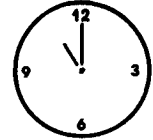
**Gas:** City gas — **Production** (1976) — mixed gas (coal gaswater gas): 7,264 thousand m<sup>3</sup>; coke, mixed: 11,688 thousand m<sup>3</sup>; coaloil: 1,444 thousand m<sup>3</sup>; graphite: 7 thousand m<sup>3</sup>. **Distribution** (1977) — domestic: 2,605 thousand m<sup>3</sup>; industrial-commercial: 3,226 thousand m<sup>3</sup>; others: 1,404 thousand m<sup>3</sup>. **LPG:** propane, butane mixture — 1977 **Imported** — (thousand metric tons) propane: 10,000; mixture: 28,000. **Local Production** — (thousand metric tons) propane: 11,000; mixture: 118,000.

**Petroleum Products:** Maximum capacity of Greek oil refineries is 19 million tons per year of crude oil. The actual capacity ranges between 11-12 million tons per year. A wide range of products is produced by the refineries.

Oil in commercially exploitable quantities was discovered off the island of Thassos in northern Aegean in February, 1974. The Prinos field was originally estimated to produce 50,000 barrels per day and production to be started in 1981.

# Guatemala

If Noon E.S.T.



11:00 a.m.  
(Guatemala  
City)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America

Division,

Western

Hemisphere Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Counsellor

Canadian Embassy

P.O. Box 400

Guatemala City

Guatemala, C.A.

**Personal Requirements for Canadians:** Visa: Required. Inoculation: International certificate.

**Area:** 108,889 sq. kilometres: 42,534 square miles.

**Population:** Approximately 6,440,000 (1977).

**Climate:** Varies from temperate in the capital to tropical on the coasts.

**Language:** Spanish (sales literature in Spanish preferred), although English is fairly widely understood in business circles.

**Capital:** Guatemala City.

**Marketing Centres:** Guatemala City; Quezaltenango, Esquintla.

**Chief Ports:** Puerto de Santo Tomas de Castilla (also known as Matias de Galves) and Puerto Barrios on the Caribbean; Puerto de San Jose and Puerto de Champerico on the Pacific.

**Currency:** Quetzal: one quetzal equals Cdn.\$1.1650 (Aug/79).

**Weights and Measures:** Metric System.

**Foreign Exchange and Import Controls:** Import licences are not required except for import of certain commodities. Payments for permitted imports may be made freely and in any currency. All exchange transactions must be carried out through banks. There are no obligations prescribing the currency for payments to and from other countries.

**Income:** In 1977 GDP U.S.\$5,450 million; GDP/capita U.S.\$729.

**Economy:** Agriculture plays a dominant role in the economy with coffee, cotton, bananas and sugar cane being the principal products.

**Total Imports:** 1977 — U.S.\$1,141.0 million.

**Chief Imports:** Intermediate goods, capital goods, consumer goods, and petroleum.

**Value of Imports from Canada:** 1977 — Cdn.\$16.0 million; 1976 — Cdn.\$21.7 million.

**Chief Imports from Canada:** (1977) Newsprint paper, other papers, asbestos, steel plate, zinc and skim milk powder.

**Total Exports:** (1977) U.S.\$1,144.7 million.

**Chief Exports:** (1977 percent) Agricultural and fish products 64.5; manufactured goods 34.7; minerals 0.8.

**Value of Canadian Purchases:** (1977) Cdn.\$23.3 million; (1976) Cdn.\$17.1 million.

**Chief Canadian Purchases:** (1977) Coffee, bananas, plantains, broad woven fabrics and cotton.

**Prices:** Quote in U.S. dollars C.I.F. Atlantic or Pacific port.

**Credit Terms:** Sight up to 180 days.

**Taxes:** Most imports are subject to a Central American Economic Stabilization Tax of 30% of the duty.

**Samples:** Subject to same duties and documentary requirements as normal commercial consignments. Representatives of foreign firms resident in Guatemala may import samples for up to 3 months free of duty.

**Weights and Measures:** Metric System.

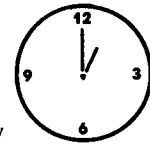
**Trade Agreements:** Exchange of most-favoured-nation treatment with Canada. Member of the Central American Common Market.

**Water Supply:** Safe to drink, varies from hard to soft according to region.



# Hong Kong

If Noon E.S.T.



1:00 a.m. next day  
(Victoria)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Asia Division,  
International  
Bureau,  
Ottawa, Ontario  
K1A 0H5

Trade Commissioner  
Commission for Canada  
or 14/15 Floors, Asian House  
1 Hennessy Road  
Hong Kong

**Personal Requirements for Canadians:** No visa required for business-tourist visits of limited duration. Inoculation: A valid international certificate of vaccination against smallpox is required. It is also advisable to have a cholera inoculation.

**Area:** 404 square miles (1977).

**Population:** 4.5 million (1977).

**Climate:** Sub-tropical, cool, dry winter, hot and humid summer. The mean daily temperature ranges from 15°C in February to 28°C in July. The average annual rainfall is 85 inches (2,168.8mm).

**Language:** Both English and Chinese are given equal status and, as far as possible, equal use in government business. English is widely used in commerce. Cantonese is the spoken language of the majority of people, but several other Chinese dialects are spoken.

**Capital:** Hong Kong.

**Currency:** Hong Kong Dollar; one HK\$ equals Cdn. \$0.2292 (Aug/79).

**Foreign Exchange and Import Controls:** The system of exchange control in Hong Kong is based on that in force in Britain. Control is effected through authorized banks which handle most of the financial transactions relating to the Colony's commerce.

Apart from relatively few items, Hong Kong is a free port. Import duties are levied only on alcoholic beverage, tobacco, hydrocarbon oils, table waters and methyl alcohol; excise duties are imposed on these commodities when locally produced.

**Income:** At the end of 1977 the range of daily wages in manufacturing industry was: U.S.\$5.22 to \$15.28 for skilled workers, \$3.70 to \$10.63 for semi-skilled workers and \$3.41 to \$7.43 for unskilled workers. But employers also provide their staff with accommodation, subsidised meals or food allowances, good attendance bonuses and paid rest days, in addition to the Customary Chinese New Year bonus of one month's pay. Wage levels in Hong Kong are determined by supply and demand. There is no statutory minimum wage.

**Economy:** Many factors have contributed to give Hong Kong its international reputation as both a leading

manufacturing complex and major commercial centre within Asia. This success stems from an economic policy of free enterprise and free trade, an industrious work force, a sophisticated commercial infrastructure, one of the finest ports in the world, a strategically located airport, and excellent world wide communications.

By June 1977 there were 23,459 registered industrial undertakings in Hong Kong, employing 687,352 workers.

According to the results of the 1976 By-Census, employment in the major occupations were: Manufacturing 845,920; services 284,970; commerce 423,770; construction 104,040; farming and fishing 48,500; communications 136,180.

Wages have continued to rise, the overall nominal increase in wage rates among the selected industries and services during 1976 was estimated to be 15 percent over the previous year. As the consumer price indexes have increased by about three percent during the same period, the level of real wages in 1976 had increased by 12 percent when compared with that in 1975.

The total value of all trade in 1977 was \$93,534 million, an increase of 10 percent compared with the previous year.

**Chief Imports:** (1977) The main items were manufactured goods (29.7 percent), machinery (16.2 percent), foodstuffs (14.8 percent), and crude raw materials (6.8 percent).

**Chief Suppliers:** (1977 percent) Japan (23.7 percent), China (16.6 percent), U.K. (12.5 percent), Taiwan (6.7 percent), Singapore (5.9 percent), and Britain (4.5 percent).

**Value of Imports from Canada:** (1977) — Cdn.\$64.73 million.

**Chief Imports from Canada:** The bulk of Hong Kong imports from Canada consist of agricultural foodstuffs and industrial materials. Leading individual items include aluminum, newsprint and wheat.

**Total Exports:** (1977) U.S. \$7.6 billion (not including re-exports).

**Chief Exports:** The main items were clothing (39.7 percent); electronic products (12.7 percent); toys and dolls (8.3 percent); textile yarn, fabrics and made-up articles (12.1 percent); electrical machinery, apparatus and appliances (9.3 percent); watches, clocks and accessories (7.8 percent); non-electrical machinery (6.2 percent); and crude animal and vegetable materials (5.1 percent).

**Chief Markets:** The main markets were Japan (13.6 percent); Singapore (10.8 percent); Indonesia (10.8 percent); U.S. (9.0 percent); and Taiwan (8.9 percent).

**Value of Canadian Purchases:** (1977) — Cdn.\$280.42 million.

**Chief Canadian Purchases:** Primarily consumer goods; major items are radios, toys, and textiles/clothing.

**Prices:** Prices should be quoted C.I.F. Hong Kong. Hong Kong, U.S. or Canadian dollars are acceptable.

**Credit Terms:** Payment is usually made by irrevocable letter of credit. However, various credit terms are used by established exporters who, in most instances, have local representatives. Payment performance of most of the established Hong Kong importers is good. Financial status can be checked through your bank or the Commercial Division of the Commission for Canada.

**Taxes:** One of Hong Kong's principal attractions is a low standard rate of taxation on profits and earnings. There is no taxation on income or profits that are generated abroad and then remitted to Hong Kong. Capital gains are not taxed, neither is there any withholding tax on profits or income remitted from Hong Kong.

Income from employment is charged with salaries tax which is calculated on a sliding scale after granting allowances. The total salaries tax payable by an individual is limited to 15 percent of total income.

Property tax is charged on the net rateable value of any land or building with the exception of some unrated land in the New Territories and property wholly occupied by the owner as his residence. The tax is charged at 15 percent on the rateable value, less a repairs and maintenance allowance of 20 percent of the rateable value.

Interest tax is basically a withholding tax applied at 15 percent to interest arising in or derived from Hong Kong on any mortgage, debenture, bill of sale, deposit, loan, advance or other indebtedness, whether evidenced in writing or not. The following are exempt from interest tax:

1. Interest paid by the Hong Kong Government or a licensed bank at a rate not exceeding 2 percent per annum;
2. Interest paid by a public utility at a rate not exceeding 3½ percent per annum;
3. Interest paid on a Tax Reserve Certificate issued by the Commissioner for Inland Revenue;
4. Interest paid on a Tax Reserve Certificate issued by the Commissioner for Inland Revenue;
5. Interest paid on a Government Bond issued under the Loans (Government Bonds) Ordinance 1975.

Hong Kong offers no special tax incentives or tax holidays for overseas investors since the low rate of taxation is itself considered an incentive.

**Standards:** Electric wiring — British standards specifications.

**Weights and Measures:** Imperial standard. Goods classified as dangerous require special labelling. In addition, any food containing a preservative should be appropriately labelled.

**Trade Agreements:** A three-year textile restraint agreement administered by Hong Kong, was concluded in 1978 and runs generally from January 1, 1979.

**Radio and Television:** Two radio stations — seven channels in Chinese and English. Three television stations with five channels — three Chinese; two English.

**Motor Vehicles:** Vehicles registered (1977). Private car 122,858; private buses 263; public buses 3,735; public light buses 4,350; public cars & taxis 7,119; goods vehicles 42,798; motorcycles & tricycles 21,358.

**Water Supply:** Despite the fairly high mean annual rainfall of 2,169 millimetres (85 inches), the absence of large rivers or underground sources has necessitated the construction of elaborate facilities for the collection, storage and production of fresh water. To date 17 reservoirs have been constructed with an overall capacity of more than 67,000 million gallons. The completion of a huge reservoir at High Island in the New Territories in 1979 will increase storage capacity by a further 60,000 million gallons. In addition to these facilities, the world's largest desalination plant at Lok On Pai in the New Territories is capable of providing 40 million gallons a day, and an agreement with neighbouring Kwangtung Province provides for the annual supply of 24,000 million gallons. The charges for domestic and industrial water consumption are as follows:

Domestic consumption — HK \$3 per unit (1,000 gallons) for the first 14 units with a free allowance of 2⅓ units in each four month billing period. Industrial consumption — HK \$4 per unit.

**Electricity:** Electricity is supplied by the Hong Kong Electric Company on Hong Kong Island and by the China Light & Power Company in Kowloon and the New Territories. Their total combined generating capacity is 3,127 megawatts (MW). Output continues to increase annually — a further 1,000 MW are due to be added by 1978. Hong Kong operates on a voltage of 200.

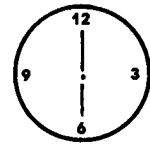
**Gas:** Town gas is supplied throughout the built-up areas of Hong Kong by the Hong Kong and China Gas Company. The total production of the company's station, at Ma Tau Kok in Kowloon, is 900,000 cubic metres per day. Gas is sold on a thermal basis (1 therm — 106 megajoules). The total quantity of gas sold in 1977 was 2.1 million gigajoules compared with 1.9 million in 1976, an increase of 10.5 percent.





# Hungary

If Noon E.S.T.



6:00 p.m.  
(Budapest)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario K1A 0H5  
Commercial Secretary  
Canadian Embassy  
Budkeszi ut 55/ DP/8  
1021 Budapest, Hungary

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Vaccination certificate is required if arriving from infected countries.

**Area:** 93,036 square kilometres.

**Population:** 10,671,000 (end 1977). There were 3.699 million dwellings as at January, 1978.

**Climate:** Continental (moderate); Jan. average 9°C; July average 21°C. Yearly average 11.8°C.

**Language:** Hungarian (Magyar). Sales literature — foreign languages: 1st German, 2nd English, 3rd French.

**Capital:** Budapest (pop. — 2.09 million).

**Marketing Centres:** Miskolc 208,000; Debrecen 196,000; Pecs 169,000; Szeged 175,000; Gyor 124,000.

**Chief Ports:** Hungary is landlocked, but Budapest is located on the Danube River. Sea shipment by Hamburg, Antwerp, Le Havre, Rotterdam, Trieste, Rijeka or Gdynia (Poland).

**Currency:** Forint (100 fillers); one forint equals Cdn. \$0.0334 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign exchange licence issued to Hungarian importer by National Bank of Hungary.

**Income:** GDP 1977 — U.S.\$26.5 billion (approx.); GDP/capita — 1977 — U.S.\$2,500 (approx.); 1971-77 average annual increase 5.8%.

**Economy:** Centrally controlled; important sector: (1977) steel production 3.723 million tons.

**Total Imports:** 1977 — U.S.\$6,061.3 million; 1976 — U.S.\$5,570.3 million.

**Chief Imports:** (1977 percent) Semi-finished products 24; machinery, transport equipment, other capital goods 21; raw and base materials 16; fuels, electric energy 11; spare parts 8; industrial consumer goods.

**Chief Suppliers:** (1977) U.S.S.R. — U.S.\$1.76 billion.

**Value of Imports from Canada:** 1977 — Cdn.\$17.7 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Insecticides 3.4; raw hides and skins 2.8; pharmaceutical intermediates 2.1; livestock 1.5; agricultural machinery 1.4; copper scrap 1.4.

**Total Exports:** 1977 — U.S.\$5,845.6 million; 1976 — U.S.\$4,959.6 million.

**Chief Exports:** (1977 percent) Machinery, transport equipment, other capital goods 27; industrial consumer goods 18; semi-finished products 18; food industry products 14.

**Chief Markets:** (1977) U.S.S.R. — U.S.\$1.8 billion.

**Value of Canadian Purchases:** 1977 — Cdn.\$18.0 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Glass tumblers and stemware 3.3; gloves 2.8; cotton piece goods 2.8; wines 2.1; pharmaceutical intermediates 1.1.

**Prices:** C.I.F. in U.S. dollars or as otherwise specified. North European or Adriatic port or as otherwise specified.

**Credit Terms:** Vary widely.

**Taxes:** New legislation governing joint ventures with western firms provides for a standard 40% tax on profits and a flat 35% tax on the total wage bill to cover all other special security and pension obligations. Profits may be transferred abroad.

**Samples:** Normally admitted free of import duty.

**Standards:** State enterprise which is importing machinery or equipment is responsible for ensuring that it complies with relevant safety and technical standards, usually included in the contract.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric.

**Trade Agreements:** Canada — Hungary Trade Agreement in effect (includes exchange of most-favoured-nation treatment). Hungary is a GATT member.

**Radio and Television:** In 1977 there were 241 radio and 240 TV sets per 1,000 inhabitants. State-owned broadcasting.

**Motor Vehicles:** In 1977 there were 20,000 buses; 738,000 passenger cars and 722,000 motorcycles.

**Water Supply:** Safe to drink.

**Electricity:** Domestic — 220 volts, 50 cycle. Industrial — 380/220 volts 50 cycle. Production: 1977 — 2,400 million kwh.

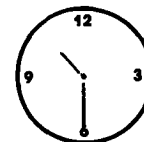
**Coal:** Types available — hard, brown and lignite. Production (1977) Million tons: 2.9, 14.4 and 8. Import: 1.52 million tons.

**Gas:** Production (1977) — 6,611 million cu. meters; import: 1.2 million cu. meters.

**Petroleum Products:** Production: 1977 — 2.2 million metric tons; Import: 8.5 million metric tons.

# India

If Noon E.S.T.



10:30 p.m.  
(Bombay)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Asia Division, Pacific, Asia and Africa Bureau, Ottawa, Ontario K1A 0H5  
Canadian High Commission  
P.O. Box 5208  
Shanti Path  
Chanakyapuri  
New Delhi — 110021  
India

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox, cholera, yellow fever.

**Area:** 1,261,411 square miles.

**Population:** 640 million (mid 1978 World Bank estimate). Growing at 2.3% annually. About 20% urbanization.

**Climate:** Tropical; south, warm to hot year-round; north, very hot summers, cool winters (November to February).

**Language:** There are 15 official languages in India including Hindi. English widely used in government and business.

**Capital:** New Delhi.

**Marketing Centres:** Calcutta, Bombay, Delhi, Madras, Hyderabad, Ahmedabad, Bangalore.

**Chief Ports:** East Coast: Calcutta, Paradup, Vishakhapatnam, Madras. West Coast: Kandla, Bombay, Murmagao, Cochin.

**Currency:** Rupee; one rupee equals Cdn.\$1.468 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign exchange transactions are restricted and must be purchased through authorized banks. All imports into India are officially controlled and many imports require licences. Priority in licencing is given to foodstuffs, capital goods, raw materials and other industrial requirements. Exporters advised to ensure that Indian importer has valid import licence, if required, before shipping goods. There are no prospects for import of consumer goods or non-essential items. Excellent foreign exchange situation with reserves at U.S.\$7 billion in mid 78.

**Income:** 1977/78 GNP: U.S.\$86.04 per capita GNP U.S.\$150 million.

**Economy:** Centrally directed economy; predominantly agricultural; rapidly growing industrial sector.

**Total Imports:** 1975/76 — U.S.\$7.02 billion: 1974/75 U.S.\$6.02 billion.

**Chief Imports:** (1976/77) Petroleum and products, cereals and products, machinery and parts, fertilizers, non ferrous metals, chemical products, transportation equipment.

**Chief Suppliers:** (1976/77 percent) ESCAP 23.7; U.S.A. 21; E.E.C. 19; Iran 10.1; U.K. 6.4; U.S.S.R. 6.1; Japan 5.9.

**Value of Imports from Canada:** 1977 — Cdn.\$135.3 million; 1976 — Cdn.\$153 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Rapeseed oil 40.7; newsprint 29.1; potash 11.2; asbestos 9.3; sulphur 6.3; rapeseed 3.8.

**Total Exports:** 1976/77 — U.S.\$6.8 billion; 1975/76 — U.S.\$5.4 billion.

**Chief Exports:** Cotton textiles, tea, leather and leather products, iron ore and concentrates, oil cakes, jute manufactures, fruit and vegetables, sugar and preparations.

**Chief Markets:** (1976/77 percent) E.E.C. 26.8 (U.K. 10.2); ESCAP 25.2 (Japan 10.6); East Europe 15.4 U.S.S.R. 8.8); U.S.A. 11.

**Value of Canadian Purchases:** (1977 — millions Cdn.\$) Black tea 7.8; jute woven fabrics 6.6; cashew nuts 6.2; pepper 2.4; oriental rugs 1.6; cotton blouses 1.5; other broadwoven fabrics 1.3; rayon broadwoven fabric 0.6; green coffee 0.3.

**Prices:** Quote U.S. or Canadian dollars; when quoting against government tenders, show F.O.B. as well as C.I.F. prices and agent's commission, if any, separately.

**Credit Terms:** Dependent on circumstances.

**Taxes:** The rates for company taxation range from 45% to 65%; with various rebates and incentives, the effective rate of taxation may drop to 38%. For non-resident firms, the normal rate is 70% except in respect of certain royalties (50%) and fees for technical services.

**Samples:** Samples exempt from import duties if of negligible value. Other samples may be imported temporarily under bond or deposit.

**Standards:** Official approval recommended; contact: Indian Standards Institution, Manak Bhawan, Bahadur Shan Zafar Marg, New Delhi 1, India.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric, right hand generally.

**Trade Agreements:** India is a member of GATT and exchanges most-favoured-nation treatment with Canada. India benefits from Canada's GSP agreement.

**Radio and Television:** Radio receivers: 25 per 1000 population. In 1976 there were 479,200 television sets (625 lines per picture). Broadcasting facilities are publicly owned.

**Motor Vehicles:** In 1976 there were 2,635,000 of which 690,000 were passenger cars; 540,000 commercial cars; and 1,032,000 motorcycles and scooters.

**Water Supply:** Water pressure and mineral content varies from place to place. Delhi — reportedly safe to drink, but boiling recommended. Average pressure 15 to 20 psi; mineral content chlorite 10 ppm; iron 0.1 ppm (monsoons); chlorite 30 ppm; iron 0.1 ppm (summer); hardness 80 ppm (monsoons), 200 ppm (summer).

**Electricity:** 50 cycles a.c.: one-phase (domestic), one and three-phase (commercial), three-phase (industrial). Voltages available: 230, 400, 3,300, 6,600, 11,000, 22,000, 33,000 with fluctuations of plus or minus 10 percent and frequency stability of 2 percent. Grounding conductors required for appliances. Distribution system has ground wire in case of power failure. 1976-77 capacity was 23,660,000 kilowatts and production was 950,000 kilowatts. Over 68 percent of available power was devoted to industrial consumers in 1977-78, and 14 percent to domestic and commercial consumers.

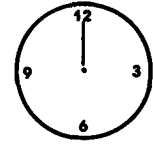
**Coal:** All types available. Current production at about 100 million tons per year. Estimated reserves 86 billion tons.

**Gas:** Natural gas is found in India, usually in association with formations of other hydrocarbons. Approximate reserves are 67 billion cubic metres.

**Petroleum Products:** All grades available. Production of crude oil in 1976 was 8.7 million tons per year. In 1976, consumption of refined petroleum products was 24.9 million tons. Total petroleum imports, crude and refined, were just over 22.8 million tons. Reserves were estimated at 122 million tons in 1974.

# Indonesia

If Noon E.S.T.



Midnight  
(Djakarta)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**  
Asia Division, Pacific, Asia and  
Africa Bureau, or 5th Floor  
Ottawa, Ontario K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
Wisma Metropolitan  
JL Jendral Sudirman  
Jakarta, Indonesia

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Smallpox, cholera; typhoid recommended.

**Area:** 772,204 square miles, including 13,667 islands, only 6,044 of which are inhabited.

**Population:** (1978 estimated) 140 million.

**Climate:** Tropical with an average temperature of 26°C and heavy rainfall during the rainy season (November-March). There is little variation in temperature during the year. Cooler and drier in island highlands.

**Language:** Official language is Bahasa Indonesia. English, Dutch and Chinese also spoken.

**Capital:** Jakarta.

**Marketing Centres:** Jakarta, Surabaya, Bandung, Semarang, Medan, Palembang, Makasar.

**Chief Ports:** Jakarta, Belewani (Medan), Surabaya.

**Currency:** Rupiah; one rupiah equals Cdn.\$0.0019 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign exchange available for all approved transactions at the prevailing rate. Imports can only be made by licenced organizations and import restrictions are imposed by the government.

**Income:** National income was U.S.\$32 billion in 1977; per capita income was U.S.\$230.

**Economy:** Mainly agricultural, with more than 70 percent of the working population farmers. Principal commercial products are petroleum, rubber, tobacco, coffee, tea and spices.

**Total Imports:** 1977 — U.S.\$6.2 billion.

**Chief Imports:** Machinery, rice, motor vehicles, motors, chemicals, newsprint, iron and steel.

**Chief Suppliers:** Japan, U.S.A., E.E.C. countries.

**Value of Imports from Canada:** 1978 — Cdn.\$76.6 million; 1977 — Cdn.\$66.0 million.

**Chief Imports from Canada:** Newsprint, wood pulp, aluminum, asbestos, industrial furnaces, mining and construction equipment, man-made fibres.

**Total Exports:** 1977 — U.S.\$10.9 billion.

**Chief Exports:** Oil, lumber, rubber, coffee, tin.

**Chief Markets:** Japan, U.S.A., E.E.C. countries.

**Value of Canadian Purchases:** 1978 — Cdn.\$31.0 million; 1977 — Cdn.\$24.6 million.

**Chief Canadian Purchases:** Palm oil, rubber, tea, tuna, coffee, tin.

**Prices:** Quote C.I.F. Indonesia port (Jakarta) in U.S. dollars.

**Credit Terms:** Letter of credit usual.

**Taxes:** There are a variety of internal taxes but they should not concern the Canadian exporter.

**Samples:** Indonesia admits samples of negligible value free of duty; admits small quantities of catalogues, price lists and printed advertising duty free and permits the temporary importation of valuable samples by deposit or under bond for the amount of the duty. Also member of the International Organization to facilitate importation of commercial samples and advertising.

**Standards:** Standards of leading industrialized countries generally acceptable.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric and North American SAE predominate.

**Trade Agreements:** Canada and Indonesia are members of GATT and accord each other most-favoured-nation treatment.

**Radio and Television:** In 1977 there were 3 million radio sets and 500 thousand television sets. Television is government controlled, radio is a combination of public and private.

**Motor Vehicles:** In 1977 there were 650,000 motor vehicles and 1.5 million motorcycles.

**Water Supply:** Quality varies. Advisable to check locally before drinking water.

**Electricity:** 50 cycle, a.c. 127/220 volt in most areas, single and three-phase. Also 220/380 volt for industrial use.

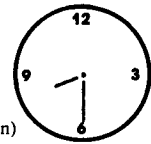
**Coal:** Production in 1977 was 180 thousand metric tons.

**Gas:** Natural gas production reached 312.4 billion s.c.f. in 1976.

**Petroleum Products:** Indonesia is a major producer and exporter of oil. Crude oil production in 1976 was 500 million barrels.

# Iran

If Noon E.S.T.



8:30 p.m. (Teheran)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario K1A 0H5  
Commercial Secretary  
Canadian Embassy  
P.O. Box 1610  
Teheran  
Iran

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Smallpox compulsory (typhoid, paratyphoid (TAB) and cholera strongly recommended).

**Area:** 630,000 square miles.

**Population:** (1978 estimate) 35.5 million.

**Climate:** Dry hot summers and relatively cold winters with temperatures ranging from a maximum of over 38°C to a minimum of -14°C.

**Language:** Persian (Farsi). Turkish and Arabic also common in certain parts of the country. Many businessmen and government officials speak English and French.

**Capital:** Teheran.

**Marketing Centres:** Teheran 4.5 million (estimated), Tabriz 600,000, Isfahan 700,000, Mashad 700,000, Shiraz 420,000, Ahwaz 330,000.

**Chief Ports:** Khorramshar, Bandar Abbas, Bushehr, Bandar Shahpur.

**Currency:** Iranian Rials (RI), one rial equals Cdn. \$0.0162 (Aug/79).

**Foreign Exchange and Import Controls:** No limitation on currency imported provided sum is declared on entry, but exporting currency is limited and controlled by Central Bank Iran. All foreign exchange transactions must be done through authorized foreign exchange banks. All imports into Iran are subject to control by the Government. They are divided into three groups: "authorized" (non-luxury goods not (or not sufficiently) produced in Iran), "unauthorized" (import of which is occasionally permitted when local production is insufficient) and "prohibited" (for which no authorization is given).

**Income:** GNP (projected) for current year ending March 20, 1979 U.S.\$95 billion with per capita income of \$U.S.\$2,670.

**Economy:** Oil and petrochemicals are the most prominent industries. The agricultural sector desperately suffers from mis-management and lack of agrotechnology. The internal production is not sufficient and the country is highly dependent on import of agricultural products. No official record on results

of Fifth Development Plan has been issued and the future of proposed sixth plan is uncertain. It can be anticipated that agriculture will have priority in the future plans since the last import of foodstuffs from abroad rose by 54% during 1978. Main declines in agricultural production are: (percent) Sugarbeet — 21.5; oil seeds 19.8; barley 18; rice 10; wheat 8.7. The budget deficit is U.S.\$4 billion (estimated).

**Total Imports:** 1977 — U.S.\$14.124 billion (CIF value).

**Chief Imports:** Mechanical and electrical machinery and products, agricultural products.

**Chief Suppliers:** West Germany, Japan, U.S.A.

**Value of Imports from Canada:** (1976 — millions Cdn.\$) 144.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Automobiles 40.4; barley 19.7; prefabricated houses 12.1; telecommunication equipment 10.6.

**Total Exports:** 1977 — U.S.\$21 billion.

**Chief Markets:** 1977 — Japan, E.E.C. countries, U.S.A.

**Chief Exports:** Oil, gas.

**Value of Canadian Purchases:** (1977 — millions Cdn.\$) 535.

**Chief Canadian Purchases:** Crude petroleum.

**Prices:** Quote in U.S. dollars, C.I.F. or C & F Khorramshahr, Bandar Abbas, Bazargan or Julfa.

**Credit Terms:** Letter of Credit.

**Samples:** Admitted duty free if of no commercial value.

**Weights and Measures:** Metric system.

**Trade Agreements:** Canada grants most-favoured-nation tariff treatment to Iran subject to reciprocity, under an Order in Council of February 1, 1951. Iran, which granted similar treatment to Canada September 5, 1956, is also a beneficiary under Canada's General System of Preferences (G.S.P.).

**Radio and Television:** In 1975 there was an estimated 5,000,000 radio units and in 1976 an estimated 2,500,000 televisions.

**Motor Vehicles:** (1976 — thousands) Automobiles 1,892; buses 35; trucks and others 205.

**Electricity:** 220 volts — 50 cycles a.c. (in Tehran).

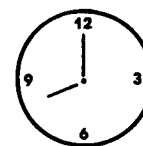
**Gas:** Production in 1976 — 52345 million cubic meters.

**Petroleum Products:** (1978) Production was 6,800,000 barrels per day. Annual government oil revenues estimated at U.S.\$20 billion.



# Iraq

If Noon E.S.T.



8:00 p.m.  
(Baghdad)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle      Commercial Counsellor  
East Division,          Canadian Embassy  
Pacific, Asia and      P.O. Box 323  
Africa Bureau,          Central Post Office  
Ottawa, Ontario      Baghdad, Iraq  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Smallpox compulsory, typhoid and cholera recommended.

**Area:** 170,000 square miles.

**Population:** (1977) 11.5 million.

**Climate:** Subtropical; hot (between 38°C and 50°C) and dry summers; winter cold.

**Language:** Arabic, Kurdish and Turkish spoken in north, some Persian spoken in east. English widely used among leading government and business officers.

**Capital:** Baghdad.

**Marketing Centres:** Baghdad 3 million; Mosul 1 million; Basrah 900,000; Kirkuk 600,000.

**Chief Ports:** Basrah, Iraq's only commercial port: Umm Qasr (for oil export).

**Currency:** Iraqi Dinar; one dinar equal Cdn.\$3.9007 (Aug/79).

**Foreign Exchange and Import Controls:** No limitation on currency imported provided sum is declared on entry. Iraqi dinars convertible up to the amount originally imported. Limit of I.D. 5 on export of Iraqi Bank notes. No goods may be imported without an import licence and exchange control permit. Goods competing with local manufacture are usually banned from import unless a waiver is granted on national necessity grounds.

**Economy:** Oil is by far the most important sector. In spite of the increased industrialization measures, over three fourths of the population continue to depend on the land for their living with main crops being wheat, barley, rice, tobacco, dates, licorice and cotton. Iraq also produces a range of electric appliances, textiles, footwear, construction materials and foodstuffs.

**Total Imports:** (1975) U.S.\$6 billion.

**Chief Imports:** (1975) Capital goods, consumer goods and foodstuffs.

**Chief Suppliers:** West Germany, France, Japan, U.S.A., U.K., Italy.

**Value of Imports from Canada:** 1977 — Cdn.\$58,775,-055; 1976 — Cdn.\$35,644,347.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Wheat 43.4; barley 5.4; asbestos 2.0; paper 1.6.

**Total Exports:** (1975) U.S.\$8.4 billion.

**Chief Exports:** (1976) Dates, hides, skins and leather, animal and vegetable materials.

**Chief Markets:** EEC and other Middle East countries.

**Value of Canadian Purchases:** 1977 — Cdn.\$111,-316,138; 1976 — Cdn.\$133,630,368.

**Chief Canadian Purchases:** Oil.

**Prices:** Quote in U.S. dollars or pounds sterling, C.I.F. Basrah or Baghdad.

**Credit Terms:** Letter of Credit.

**Samples:** Duty free if of no commercial value and if Baghdad value shown on invoice is less than I.D. 10 (approximately \$40). When samples dutiable, a deposit or bank guarantee, equal to the duty at the time of import, is required in order to obtain an import licence. A refund is made if the goods are re-exported within six months.

**Taxes:** Assessed mostly on an ad valorem basis following the Brussels nomenclature. Surcharge: all imports subject to import duty are also subject to a surcharge of 15% of the applicable customs duty.

**Weights and Measures:** Metric system.

**Radio and Television:** In 1978 there was an estimated 2,100,000 radio units and 623,000 televisions.

**Motor Vehicles:** (1977 — thousands) Cars 118.3; buses and lorries 85.1.

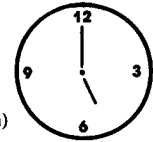
**Electricity:** 50 cycle a.c. 220 volts.

**Petroleum Products:** Iraq is among the largest oil producing countries in the Middle East. Oil revenues are estimated to reach \$9.6 billion in 1977. Crude oil production 1977 — 115 million tons (average of \$2,344,204 b/d).



# Ireland

If Noon E.S.T.



5:00 p.m. (Dublin)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Britain Division, Commercial Counsellor  
European Bureau, for Canada  
Ottawa, Ontario or Commercial Division  
K1A 0H5 Canadian Embassy  
65/68 St. Stephen's Green  
Dublin 2, Ireland

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 27,136 square miles.

**Population:** 3.16 million (1976). In 1977, there were 802,000 private households.

**Climate:** Moist, mild, free from extremes of heat and cold. Mean annual temperature 10°C, average annual rainfall 40 inches.

**Languages:** English, Irish. Business negotiations and correspondence normally conducted in English.

**Capital:** Dublin.

**Marketing Centres:** Greater Dublin area, 900,000; Cork 134,000; Limerick 63,000; Waterford 34,000; Galway 29,000; and Dundalk 23,000.

**Chief Ports:** Dublin, Cork, Waterford.

**Currency:** Irish Pound, 1 Irish Pound (Punt) — Cdn. \$2.3803 (Aug/79).

**Foreign Exchange and Import Controls:** Import licences are required for a small number of items, including for example, certain agricultural products which are monitored by the Department of Agriculture. Exchange control regulations in Ireland parallel those in force in the United Kingdom.

**Income:** In 1977, GNP was £5,400 million. Consumers' expenditure was £3,493 million.

**Economy:** Ireland is presently enjoying rapid industrial growth, based on the attractive incentives that are available to companies planning to establish branch plant operations in the country. This has also led to dramatic growth of exports. Despite this industrial growth, agriculture remains Ireland's largest single industry, accounting for over one-sixth of national income and 40% total exports.

**Total Imports:** 1977 — £3,083.5 million; 1976 — £2,337 million.

**Chief Imports:** (1977 — millions £) Machinery and transport equipment 827.9; petroleum and products thereof 351.7; chemicals 348.1; food and food preparations 315.7; metals and manufacturers of metal 230.6; manufactured goods classified by ma-

terial 354.2; manufactured articles 298.0; raw materials except fuels 133.8; beverages and tobacco 39.4; live animals 39.2; coal and coke, etc. 27.0.

**Chief Suppliers:** (1977 — millions £) Britain 1,359.2; Northern Ireland 126.4; U.S.A. 273.6; West Germany 201.1; France 148.2; Netherlands 94.6; Italy 88.8; Japan 70.3; Belgium 59.6; Saudia Arabia 56.9; Sweden 52.4; Canada 35.1; U.S.S.R. 25.6.

**Value of Imports from Canada:** 1977 — £35.1 million; 1976 — £29.8 million.

**Chief Imports from Canada:** (1978 — millions Cdn. \$) Telephone Apparatus 4.7; newsprint 4.2; lumber 2.4; mining equipment 1.8; computer parts 1.3; fabrics 1.2; canned salmon 1.2; wheat 1.0.

**Total Exports:** 1977 — £2,517 million; 1976 — £1,859 million.

**Chief Exports:** (1977 — millions £) Food and food products 804.5; live animals 153.3; manufactured goods classified by material 377.2; machinery and transport equipment 384.0; manufactured articles 256.2; chemicals 246.9; raw materials except fuels 95.3; beverages and tobacco 41.5.

**Chief Markets:** (1977 — millions £) U.K. 991.4; West Germany 216.3; Northern Ireland 190.3; France 186.8; United States 156.2; Netherlands 143.3; Belgium 112.9; Italy 46.7; Denmark 28.3; Sweden 27.7; Canada 26.4; Japan 24.0.

**Value of Canadian Purchases:** (1977 — millions £) Chemical elements and compounds 5.7; footwear 2.4; textile yarns, fabrics, etc. 2.4; machinery 2.3; non-metallic mineral manufactures 1.2.

**Chief Canadian Purchases:** (1978 — millions Can.\$) Industrial chemicals 22.8; threads & yarns 6.0; footwear 4.3; industrial diamonds 2.8; natural gums and resins 1.5; china, ceramic and glassware 1.4; mining equipment 1.4; tires 1.2; alarm systems 1.0; clothing 0.9.

**Prices:** Quote in sterling or Canadian dollars, preferably C.I.F. Irish port.

**Credit Terms:** Payment is normally made by 30, 60 or 90 day letter of credit. For first sale the usual practise is to require cash against documents.

**Taxes:** Value Added Tax (VAT) applies to each delivery of goods and to services, including road transport, which are performed in Ireland. The current rates of tax are zero, 10%, 20%, 35% and 40%.

**Samples:** Commercial samples may be imported without payment of duty under A.T.A. Carnet.

**Standards:** There are technical standards specifications set out for a variety of goods in Ireland including electrical goods, detergents, automotive products, children's night dresses and toys.

**Weights and Measures:** The Imperial system of weights and measures is in use, but a changeover to the metric system is in progress.

**Screw Threads:** Whitworth and BSF right hand.

**Trade Agreements:** Ireland became a full member of the European Economic Community on January 1, 1973. Between 1973 and 1977 Ireland gradually aligned her external tariff with the Common External Tariff of the EEC. Trade in agricultural products is governed by the Common Agricultural Policy of the EEC.

**Radio and Television:** 572,671 TV sets were licensed in 1976. Radio and television are publicly owned.

**Motor Vehicles:** In 1976, there were 552,272 registered passenger cars, 61,046 commercial vehicles and 36,025 motorcycles registered.

**Water Supply:** Safe to drink. Pressure usually 15-35 p.s.i.

**Electricity:** 50 cycle a.c. 220/380 volts (variation plus or minus 5%) single — and three-phase. The distribution system has a ground wire and grounding conductor is required in the electrical cord attached to the appliance. In 1977 there were 959,428 customers, inclusive of domestic, commercial and industrial. National capacity in 1977 was 2290 megawatts.

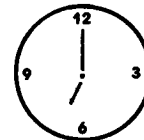
**Coal:** Annual consumption 970,000 tons. There are small amounts of domestic anthracite and low grade coals. The harvesting of peat for both domestic burning and electricity generation is a major industry.

**Gas:** Supplies of naphtha based gas are available in several major urban centres including Dublin, Cork, Waterford and Limerick. Gas is piped at 0.25 p.s.i. pressure. Calorific value is 475 BTUS per cubic foot. Cost varies from £0.49 per therm for domestic use to £0.40 for industrial use. L.P.G. is also widely available. Following offshore oil and gas exploration in the 1970's, a substantial find of offshore gas was achieved near Kinsale on the south coast. The first supplies have just recently been brought ashore and in due course, will be used as a feedstock for a new major ammonia/urea plant, as well as for domestic use in Cork and some electricity generation.

**Petroleum Products:** All types are available. The Irish Refining Co. Ltd.'s only refinery at Cork supplies almost 60% of the country's refined oil requirements. Capacity is presently 2.9 million tons per year. It is hoped that on-going offshore exploration will eventually result in a major oil find.

# Israel

If Noon E.S.T.



7:00 p.m.  
(Tel Aviv)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Canadian Embassy  
220 Hayarkon Street  
Tel Aviv, Israel

**Personal Requirements for Canadians:** Visa: Not required for holder of passport. Inoculation: Smallpox, typhoid and cholera advisable.

**Area:** About 8,000 square miles.

**Population:** 3.6 million.

**Climate:** Mediterranean; mild winters, humid summers, rainy season November-March, but wide variation in precipitation between north and south. High evaporation-transpiration rates require extensive irrigation for crop production.

**Language:** Hebrew and Arabic, but English, German and French are widely used in commercial circles.

**Capital:** Jerusalem.

**Marketing Centres:** Metro Tel Aviv, Haifa, Jerusalem.

**Chief Ports:** Haifa, Elath, Ashood.

**Currency:** Israel pound; one pound equals Can.\$0.0435 (Aug/79).

**Foreign Exchange and Import Controls:** In October, 1977 a new economic policy was adopted by the Government. The value of the Israeli pound is now determined by supply and demand. Foreign exchange controls have been relaxed making Israeli currency freely convertible. Import licenses are no longer required and individuals can freely import any merchandise with the exception of about 300 specified items.

**Income:** Israel's Gross Domestic Product in 1977 was Cdn.\$7.3 billion. (Cdn.\$2,050 per capita).

**Economy:** The economy of Israel has expanded very rapidly during the past 20 years. The country has shifted from a principally agricultural economy to an industrial economy. The most important sector is manufacturing, which accounts for about 26% of total domestic products. Despite Israel's rising GNP and constantly accelerating economic expansion, the country is plagued by a balance of payments deficit and spiralling inflation. The deficit stems from Israel's dependence on imports. Spiralling inflation at the rate of over 40% annually is the result of a large devaluation at the end of October, 1977 and Government policy of cutting

subsidiaries and increasing indirect taxes. This includes VAT currently at 12%.

**Total Imports:** 1977 (U.S.\$) — 4.06 billion; 1976 (U.S.\$) — 4.8 billion.

**Chief Imports:** Raw materials, investment goods, consumer goods.

**Chief Suppliers:** (1977 percent) E.E.C. 40.7; U.K. 24.7; West Germany 22.6; Netherlands 21.2; U.S.A. 19.9.

**Value of Imports from Canada:** 1977 — Cdn.\$49 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) General purpose industrial machinery 15.6; aluminum 9.5; aircraft assemblies, engines, parts 5; asbestos 3; barley 2.9.

**Total Exports:** 1977 — U.S.\$3.08 billion.

**Chief Exports:** (1977 percent) Polished diamonds 34; citrus and other agricultural products 13; other industrial products 53.

**Chief Markets:** (1977 percent) E.E.C. 35.9; West Germany 25; U.K. 20.4; Netherlands 16.5; U.S.A. 18.8.

**Value of Canadian Purchases:** 1977 — Cdn.\$29.8 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Diamonds — 16.6; clothing, textiles and leather 8.1; agricultural products, food and beverage 13.4.

**Prices:** Quote in U.S. dollars, F.O.B. wherever possible.

**Credit Terms:** Letter of credit terms common.

**Taxes:** The majority of imports into Israel are subject to ad valorem duties. Imports such as basic food commodities, raw materials and machinery for agricultural and industrial uses are duty free. High rates of duty apply to luxury consumer goods and manufactured goods similar to products made in Israel. Purchase and excise taxes are levied on various domestic and imported items. Also most

commercial transactions involving imported or domestic goods and services are subject to a value added tax of 12%. In addition, a 2% port tax is levied on the C.I.F. value of imported goods and a stevedoring tariff is assessed according to size of container.

**Samples:** Exempt from duty if of no commercial value; subject to import duties if of any commercial value.

**Standards:** For customs clearance, all gas, electrical and other fuel appliances must be approved by the Standards Institute of Israel, Bnei Yisrael Street, Ramat Gan, Tel Aviv, Israel.

**Weights and Measures:** Metric system, except for land area.

**Trade Agreements:** Both Israel and Canada are contracting members of GATT and exchange most-favoured-nation treatment under its provisions.

**Radio and Television:** (1974) (percentage of total families in Israel) T.V. 83.1; radio 91.4.

**Motor Vehicles:** (1974) (percentage of total families in Israel) Private cars 27.6; commercial vehicles 5.5.

**Water Supply:** Safe to drink. Pressure ranges from 4-6 ats. In Tel Aviv, average winter water hardness is about 270-300 expressed as mg/1 (CaCO<sub>3</sub>, dissolved salts average 850-900 parts per million; summer water hardness averages 280-300 and dissolved salts average 730-770 parts per million.

**Electricity:** Electricity is supplied at 220 volts, 50 cycles a.c. Plug fittings are of the 2 and 3 pin type with round and flat pins. Lamp sockets are the screw type.

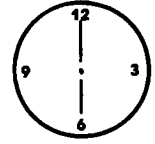
**Coal:** There is no coal production. Coal will fuel a new power station beginning 1980. Annual consumption 3.4 million tons.

**Gas:** LPG with a chemical analysis of 30-40 percent commercial propane and 60-70 percent commercial butane is available. Thermal content is 11,000 K cal/kg; operating pressure 300mm. water column, distribution is domestic, cylinders and appliances. Reserves are estimated at 3 million tons of liquid fuel on calorific basis.

**Petroleum Products:** Currently more than 97% of Israel's energy requirement is imported in the form of crude oil. Domestic natural gas provides 0.7% local crude oil (excluding oil from the Gulf of Suez) furnishes another 0.4%, while solar energy for water heating provides an estimated 1.2%.

# Italy

If Noon E.S.T.



6:00 p.m. (Rome)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe

Division,

European Bureau, or  
Ottawa, Ontario  
K1A 0H5

Minister — Counsellor

(Commercial)

Canadian Embassy  
27 Via G.B. de Rossi  
00161 Rome, Italy

or

Consul General

Canadian Consulate General

19 Via Vittor Pisani

20124 Milan, Italy

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 119,733 square miles.

**Population:** 1977 — 56.3 million.

**Climate:** Temperate, but warm and dry in non-mountainous areas in summer.

**Language:** Italian. French and English known to limited number.

**Capital:** Rome.

**Marketing Centres:** (Millions) Rome 3, Milan 2, Naples 1.5, Turin 1.5, Genoa 850,000.

**Chief Ports:** Genoa, Naples, Venice, Trieste, Savona, Leghorn, Bari, Palermo (Sicily).

**Currency:** Lire; one lire equals Cdn.\$0.00143 (Aug/79).

**Foreign Exchange and Import Controls:** Import licence not necessary except for a limited number of items listed in "Table A Imports", for which a Foreign Trade Ministry licence is required. Items not included on this list are free of licence. An exchange permit is not required except with advanced or delayed payments for more than 180 days, and in a few other cases.

**Income:** Gross National Product: Lire 172,988 billion (1977). Gross Average hourly wage for industrial workers for 1977 was Lire 2,500.

**Economy:** Industrial (automobiles, textiles, chemicals, machinery, food processing, steel, oil, rubber) and agricultural (grapes, wheat, corn, tomatoes, apples, olives, sugar beet, potatoes); encouragement given to foreign investment.

**Total Imports:** 1977 — Lire 41,957 billion; 1976 — Lire 36,305 billion.

**Chief Imports:** Mineral fuels, cattle, corn, iron ore, cotton in bulk, oilseeds, frozen meat, rough-cut wood, laminated steel and iron, copper and alloys, machinery and parts, motor vehicles.

**Chief Suppliers:** EEC partners, U.S.A., Libya, Switzerland.

**Value of Imports from Canada:** 1977 — Cdn.\$501.7 million.

**Chief Imports from Canada:** (1977 percent) Woodpulp 22, wheat 19.5, rye, barley and oats 18.2, iron ore 7.8, copper 3.8.

**Total Exports:** 1977 — Lire 39,736 billion; 1976 — Lire 30,904 billion.

**Chief Exports:** (1977 — billions Lire) Machinery and parts 7,170; vehicles, tractors, boats 5,011; textile industry 3,315; footwear, hats, gloves 3,054; plastics, pharmaceuticals, chemicals 2,888; laminated steel products and steel products 3,254; petroleum derivatives 2,314; fresh fruit and vegetables 1,550.

**Chief Markets:** (1977 — billions Lire) West Germany 7,381; France 5,678; U.S.A. 2,649; U.K. 2,100; Switzerland 1,587; Netherlands 1,501; Belgium-Luxembourg 1,413; U.S.S.R. 1,084; Libya 1,073; Austria 1,006.

**Value of Canadian Purchases:** 1977 — Cdn.\$450 million; 1976 — Cdn.\$395 million.

**Chief Canadian Purchases:** 1978 (Millions — Cdn.\$) Footwear 63.3; fabrics 44.5; clothing 29.0; wine 27.2; office machines and computers 19.6; refrigeration equipment 18.5; agricultural tractors 14.8; tires and tubes 14.5; tiles 13.9; automobiles 13.3.

**Prices:** Quote in U.S. or Canadian dollars C.I.F.

**Credit Terms:** Sight up to one year; 60 to 90 days most common.

**Taxes:** V.A.T. or value-added tax is the basic sales tax in Italy, and in all member states of the Community. The rates of tax vary, according to the products. The basic necessities attract the lowest rates, from

1% to 6%, dependent upon the degree of processing. Luxury items such as high powered automobiles, gin and grain spirits, some cosmetics, perfumes, fur garments, etc. are taxed up to 35%. The standard rate of 14% applies to most other products.

Port improvement taxes are imposed on goods discharged at seaports and airports, ranging from 90 lire per metric ton at some seaports, to 100 lire per pound at certain airports. These taxes are destined for improvement of goods handling facilities.

Frontier surtaxes are imposed on such products as alcohol, sugar, oil from seeds, petroleum, etc. at the same rate as the internal manufacturing tax for similar products.

Excise duties are applied at varying rates on beer, whisky, gin, brandy, vodka and refined petroleum products.

**Samples:** If of commercial value, duty has to be paid on them; otherwise samples may enter Italy free of duty.

**Standards:** Official approval for electric, gas and other fuel appliances is strongly recommended but not mandatory. Lack of approval can reduce the product's sales appeal. However, Law No. 186 of March 1, 1968 establishes that all electronic materials, appliances, machinery, installation, etc. must comply with the rules of the Italian Electrotechnical Committee (Comitato Elettrotecnico Italiano — CEI — Via San Paolo 10, Milan). Approval organizations:

Electrical appliances: Istituto Italiano del Marchio di Qualita, Via R. Bonfadini 34, Milan.

Gas: Comitato Italiano Gas (CIG), Piazza Diaz 2, Milan.

Combustion plants: Associazione Nazionale per il Controllo della Combustione, Via Urbana 167, Rome.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric right hand.

**Trade Agreements:** Canada and Italy exchange most-favoured-nation treatment under a modus vivendi, as well as under the provisions of GATT.

**Radio and Television:** (1977) 2.2 million households with radios, 12.9 million TV receivers. TV (625 lines per picture) and radio facilities are publicly owned.

**Motor Vehicles:** In 1976 there were 15.9 million passenger vehicles, 1.2 million commercial vehicles, 47,000 buses, 1.3 million motorcycles and 3.2 million motor scooters.

**Water Supply:** Normally safe to drink.

**Electricity:** 50 cycle a.c. 125/220 volts, single and three-phase. The distribution system has a ground wire and a grounding conductor is required in the electrical cord attached to an appliance. No changes anticipated in the distribution system. National capacity (1977) 117.9 billion kwh a year. Prices vary considerably. A rough average would be lire 37.64/kwh (1978).

**Coal:** (1977) Production 2,150 million metric tons of lignite per year. Consumption of hard coal 11.8 million metric tons per year.

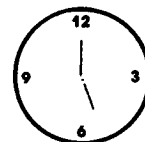
**Gas:** (1977) Production 13.7 billion cubic meters natural gas, 2.3 million metric tons LPG. Cost varies from lire 84.66 per cubic meter to lire 111.28 cubic meter 10.05% Government tax (1978).

**Petroleum Products:** In 1977, 110.2 million metric tons of crude were refined. Local production of crude was 1.1 million metric tons. Full range of refined products available.



# Ivory Coast

If noon E.S.T.



5 p.m. (Abidjan)

**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa Division,  
Pacific, Asia and  
Africa Bureau, or  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Commercial Division  
Canadian Embassy  
P.O. Box 4104  
Le Général Building  
Bottreau — Roussel Plateau  
Abidjan, Ivory Coast

**Personal Requirements for Canadians:** Valid passport and visa. Inoculation: Smallpox, yellow fever, cholera.

**Area:** 322,463 square kilometres.

**Population:** (1977 estimate) 7.3 million.

**Climate:** Southern coast — hot and humid. Northern coast — hot, wide temperature variations.

**Language:** French.

**Capital:** Abidjan.

**Marketing Centres:** Abidjan 600,000, Bouaké 135,000.

**Chief Port:** Abidjan.

**Currency:** CFA Franc; 1 CFA — Cdn.\$0.0055 (Aug/79)

**Foreign Exchange and Import Controls:** No limitation on currency imports, routine control of foreign currency export. Quota restriction on some imports but relatively insignificant in comparison to total imports. Import licence required for some non-capital goods. Imports of over 500,000 CFA must be surveyed prior to departure from Canada.

**Income:** GDP per capita (1977) SDR 730. GDP (1978 projection) 1,656.1 billion CFA Francs.

**Economy:** Primary sector 22% GDP, secondary 21% GDP, tertiary 49% GDP (1977) GNP 4 billion (1976). Agriculture is keystone of economy.

**Total Imports:** (1975 — CFA billions) 1.126.

**Chief Imports:** Capital equipment, semi-finished metals, transport and construction equipment, paper products, textiles, crude petroleum, chemicals.

**Chief Suppliers:** (1976 — millions U.S.\$) France 493; West Germany 72.2; Japan 66, U.S.A. 63.4.

**Value of Imports from Canada:** (1978 — thousands Cdn.\$) 15,110.

**Chief Imports from Canada:** Machinery equipment, paper products, and iron and steel alloys.

**Total Exports:** (1975 — CFA billions) 1.88.

**Chief Exports:** Coffee, tropical woods, cocoa, pineapples, bananas.

**Chief Markets:** European Common Market.

**Value of Canadian Purchases:** (1978 — thousands Cdn.\$) 7,667.

**Chief Canadian Purchases:** Coffee, cocoa, lumber veneer.

**Prices:** Quote C.I.F. Abidjan Canadian dollars or C.I.F. Abidjan CFA Francs with Freight and Insurance as separate items. Pro forma invoice required to obtain import permit.

**Credit Terms:** Usual terms, irrevocable, letter of credit.

**Taxes:** Minimum tariff from 0-20% — tariff for most capital goods is less than 5%.

**Samples:** Free entry.

**Standards:** Metric system is used for all purposes.

**Weights and Measures:** Metric system.

**Trade Agreement:** Member of GATT and a signatory of Lomé Convention. Duties for Canadian goods same as E.E.C.

**Radio and Television:** (1977) 250,000 radios, less than 1,000 televisions.

**Motor Vehicles:** (1976) 89,000 passenger cars; 57,000 trucks and buses.

**Water Supply:** In general only bottled or boiled water is safe to drink.

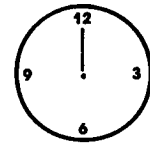
**Electricity:** Production (1977) .96<sup>10</sup> billion kwh. Plugs are all 2-pin round and lamp fittings principally bayonet (although there are still some screw type in use.) 280 volt a.c. both domestic and industrial.

**Petroleum products:** Oil production to begin in 1980. 25 million tons of highgrade identified. Significant impact on balance of payments expected. Will remain net importer of oil.



# Jamaica

If Noon E.S.T.



Noon (Kingston)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Caribbean Division, Commercial Division  
Western or Canadian High Commission  
Hemisphere Bureau, P.O. Box 1500  
Ottawa, Ontario Kingston 10  
K1A 0H5 Jamaica

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 4,411 square miles.

**Population:** 1977 — 2.1 million.

**Climate:** Subtropical with temperatures ranging between 27° and 30°C, with an average rainfall of 77 inches.

**Language:** English.

**Capital:** Kingston.

**Marketing Centres:** Kingston, Mandeville, Montego Bay, Port Antonio, Ocho Rios, St. Ann's Bay, Brown's Town, Christiana.

**Chief Ports:** Kingston.

**Currency:** Jamaican Dollar: One J\$ equals Cdn. \$0.6564 (Aug/79).

**Foreign Exchange and Import Controls:** Jamaica has a strict system of foreign exchange controls. A large number of items are on the list of banned imports and import licences are required for all but few goods.

**Income:** G.N.P. for 1976 U.S.\$2.8 billion, G.N.P. per capita U.S.\$1,070.

**Economy:** Industrial, tourist and agricultural, with bauxite mining and processing.

**Total Imports:** 1977 — U.S.\$760.6 million.

**Chief Imports:** Mineral fuels; manufactured goods; food.

**Chief Suppliers:** (1977 — percent) U.S.A. 36; U.K. 10; Canada 6.

**Value of Imports from Canada:** 1977 — Cdn.\$38.2 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$)  
Fish products 4.0; wheat 3.5; refined sugar 2.7; paper products 2.4.

**Total Exports:** 1977 — U.S.\$760.2 million.

**Chief Exports:** Alumina and Bauxite; bananas; sugar and other food items.

**Chief Markets:** (1977 — percent) U.S.A. 43; U.K. 20; Norway 11; Canada 8.

**Value of Canadian Purchases:** 1977 — Cdn.\$55.3 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$)  
Alumina 30.9; raw sugar 14.6; liqueurs 4.3.

**Prices:** Quote in Canadian dollars, C.I.F. Kingston.

**Credit Terms:** Irrevocable Letter of Credit.

**Taxes:** The majority of commodities imported into Jamaica are dutiable in accordance with the Caribbean Common Market External Tariff.

**Samples:** If of no commercial value, subject to normal duty or deposit of bond, both of which are refundable if goods are taken out of country within six months.

**Weights and Measures:** Imperial standard, but attempting conversion to metric.

**Screw Thread:** Both British and North American right hand screw threads are used.

**Trade Agreements:** Trade relations are governed by mutual adherence to the GATT. Canada continues to extend Commonwealth preference to Jamaica on a unilateral basis and Jamaica is also eligible for the Canadian General Preferential Tariff.

**Radio and Television:** Two government-owned radio stations and one government-owned T.V. station are broadcasting.

**Motor Vehicles:** In 1974/75 there were approximately 70,000 automobiles and 18,500 trucks licenced. Motor vehicles are currently (1978) a prohibited import and no local production exists.

**Water Supply:** In Kingston and larger towns, the water is safe to drink, however, in smaller areas, drinking water should be boiled. Pressure varies in the Corporate Area (Kingston/St. Andrew) from 25 to 70 pounds. Mineral content and hardness vary according to area.

**Electricity:** 50 cycle a.c., 110/120 volts, with 220, 400 and 2,300 volt power for industrial purposes. There is about 5% variation in voltage. One and three phase power is available for domestic and commercial use and three phase power only for industrial use. There are separate rates for residential, commercial and industrial service and cost of service drops as demand goes up. A grounding conductor is required for kitchen appliances used in houses. In other situations, the use of this type of

cord is not legally required but it is desirable from the point of view of safety. The distribution system has a ground wire.

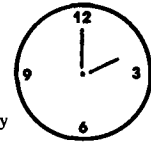
**Coal:** Jamaica has no coal deposits.

**Gas:** Only LPG is available, there is no underground distribution system. Cylinders are used domestically and bulk tanks commercially and industrially.

**Petroleum Products:** All basic petroleum products are imported. There is one refinery on the island.

# Japan

If Noon E.S.T.



2:00 a.m. next day  
(Tokyo)

**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Pacific Division, Pacific, Asia and Africa Bureau, or  
Ottawa, Ontario K1A 0H5  
Minister (Economic Commercial)  
Embassy of Canada  
3-38 Akasaka 7  
Chome, Minato-Ku  
Tokyo 107, Japan

**Personal Requirements for Canadians:** Visa: Not required if stay less than three months. Inoculation: Not required.

**Area:** 142,471 square miles.

**Population:** (1977) 114 million.

**Climate:** Moderate, high humidity in summer season.

**Language:** Japanese, correspondence and sales literature in English understood by large internationally oriented firms.

**Capital:** Tokyo.

**Marketing Centres:** (million) Kanto (Tokyo/Yokohama, and surroundings) — 29.2; Kansai (Osaka/Kobe/Kyoto) — 20.5; Nagoya area — 7.8.

**Chief Ports:** Yokohama, Kobe, Osaka, Nagoya, Tokyo and Nagasaki.

**Currency:** Yen: Y-1 equals Cdn.\$0.005295 (Aug/79).

**Foreign Exchange and Import Controls:** All importers in Japan must declare the details of import transactions to an authorized foreign exchange bank. Some items require an import licence from an authorized foreign exchange bank, together with a quota allocation from the Ministry of International Trade and Industry. (MITI).

**Income:** GNP (1978 est.) U.S.\$1,000 billion; GNP/capita (1978) approximately U.S.\$8,800.

**Economy:** Heavily industrialized, with recent emphasis being placed upon knowledge intensive industries. Importer of raw materials, exporter of manufactured goods, strong foreign exchange position.

**Total Imports:** (1977) — U.S.\$70,809 million.

**Chief Imports:** (1973 — millions U.S.\$) Petroleum 23,573; manufactured goods classified by materials 14,627; foodstuffs 10,102; ores and scrap 4,777; wood and cork 3,803; textiles, fibres and their waste 2,002.

**Chief Suppliers:** (1977 — million U.S.\$) U.S.A. 12,396; Saudi Arabia 8,505; Australia 5,288; Indonesia 4,997; Iran 4.43; Canada 2,881.

**Value of Imports from Canada:** 1977 — Cdn.\$2,503 million.

**Chief Imports from Canada:** (1977 — million Cdn.\$) Coal 529.2; rapeseed 227.6; copper ore concentrates 205.8; wheat 174.4; pulp 108.2; lumber 107.8; pork 78.2; herring roe 87.3.

**Total Exports:** (1977) U.S.\$80,495 million.

**Chief Exports:** (1977 — millions U.S.\$) Heavy industrial machinery and transport equipment 68,267; light industrial goods 9,935; iron and steel 10,545.

**Chief Markets:** (1977 — millions U.S.\$) U.S.A. 19,717; Republic of Korea 4,080; West Germany 2,782; Taiwan 2,553; Liberia 2,487.

**Value of Canadian Purchases:** (1977) Cdn.\$1,802 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Motor vehicles and parts 449.3; TV, radio, phonographs 154.8; photographic equipment 115.0; textiles 110.8; commercial communication equipment 99.8; steel products 97.4.

**Prices:** Quote in Canadian or U.S. dollars, preferably C.I.F.

**Credit Terms:** Imports into Japan can be paid for either by irrevocable letter of credit or on normal usance terms, up to 120 days, on either a document-against-payment or a document-against-acceptance basis.

**Taxes:** The commodity tax is an indirect tax which is levied on manufacturers, recipients (from a bonded area), or sellers of certain kinds of commodities classified into 17 items. Rates of commodity taxes range from 5% to 30%.

**Samples:** Dutiable only if of commercial value.

**Standards:** For electrical appliances, oil and gas stoves, furnaces and general machinery, standards are established by the Japanese Industrial Standards Association. Approvals are not compulsory except for safety measures applying to electrical appliances and heating equipment and can be obtained from the following:

**Electric appliances:** Public Utilities Bureau, Minister of International Trade and Industry, 1-3-1 Kasumigaseki Chiyoda-ku, Tokyo. Furnaces and stoves: fire station in district where importer resides.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric right hand, but unified in the aircraft industry.

**Trade Agreements:** Canada-Japan Trade Agreement of 1954, GATT, and Framework for Economic Cooperation of 1976.

**Radio and Television:** Radios 98.9 million; TV 56.1 million. Over 90% of households have a colour TV set, many have more than one TV. Television (525 lines per picture) and radio broadcasting facilities are both publicly and privately owned.

**Motor Vehicles:** (1977) Passenger cars 19.8 million; commercial vehicles 12.0 million.

**Water Supply:** Safe to drink. Pressure varies but 1.5 kg per square centimeter is the minimum permitted.

**Electricity:** 50 cycle a.c. to the east, 60 cycle a.c. to the west of a line drawn from Niigata in the north of Shizuoka in the south, single-and three-phase. German generating equipment was originally used in the east, U.S. equipment in the west. Power for domestic use is 100 and 200 volts, for small industry 200 volts, and for major industries 3,000 and 60,000 volts. A grounding conductor is not required in the appliance cord. A ground wire is used in the distribution system in areas where thunderstorms are frequent. Transmission voltages are 270 kv, 150 kv, 60 kv and 20 kv. Distribution voltages are 6,000 v, 3,000 v, 200 v and 100 v.

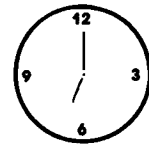
**Coal:** Production in 1976 was 18.33 million tons. 1976 imports were 60.94 million tons.

**Gas:** Gas consumption in 1975 was 7.5 billion cubic meters. Pressures at domestic meter 40 to 150 mm water column. There were 13.8 million customers of which households accounted for 64%.

**Petroleum Products:** All refined products available. Production and reserves of crude are negligible. Imports account for 99.7% of consumption.

# Jordan

If noon E.S.T.



7 p.m. (Amman)

**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario K1A 0H5  
Commercial Secretary  
Canadian Embassy  
Sabbag Centre  
Hamra Street  
Beirut, Lebanon

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Smallpox required for arrivals from Africa and Asia.

**Area:** 97,700 square kilometres or 59,375 square miles (including the disputed West Bank area.)

**Population:** 2.8 million (mid-1976 estimate): 67% urban; 29% rural; 4% nomadic. Population growth: 3.2% annually.

**Climate:** Semi-arid, pleasant sunny days, cool nights. Average temperature May to October: 21°C or 72°F. Average temperature November to April: 13°C or 55°F.

**Language:** Arabic (official); English second language.

**Capital:** Amman, population 750,000.

**Marketing Centers:** Irbid (115,000) and Az Zarda (225,000).

**Chief Ports:** Deep water seaport facilities at Aqaba, serviced by road, air and rail systems.

**Currency:** The monetary unit is the Jordanian dinar, divided into 1,000 fils. JD equals Can.\$3.9097 (Aug/79).

**Foreign Exchange and Import Controls:** Government and similar institutions import on an open general licence, but other importers must hold a trade licence and obtain separate import licences for each importation. The import licence, once granted, carries with it the requisite allocation of foreign exchange.

**Income:** 1976 — GNP at Market Prices U.S.\$1,610 million. Per Capita income \$560.00.

**Economy:** Due to limited physical and mineral resources, the structure of output and employment is service and trade-dominated. An important characteristic of the economy is its service oriented-role in its regional setting, including the provision of manpower to neighbouring countries and its attraction as a regional tourist and business center. However, the costs of this role to the Jordanian economy have been the outflow of scarce skilled labour and low domestic savings, partly as a result of the main-

tenance of a large well equipped defence force and the high defence expenditures. There has also been an impact, particularly on wages, land values, rents and prices of consumer goods.

**Total Imports:** 1977 — U.S.\$1.42 billion; 1976 — U.S.\$1.023 billion.

**Chief Imports:** Electric and non-electric machinery, transportation equipment, crude oil, foodstuffs and manufactured goods.

**Chief Suppliers:** (1977 percent) EEC Countries 35; U.S.A 15; Japan 6; Arab Common Market 5; India 1.

**Value of Imports from Canada:** 1978 — Cdn.\$10,946 million; 1977 — Cdn.\$7.81 million.

**Chief Imports from Canada:** 1978 — Wheat, automobiles, domestic washing machinery, industrial machinery.

**Total Exports:** 1977 — U.S.\$188 million; 1977 — U.S.\$149 million.

**Chief Exports:** Phosphate, citrus fruits, vegetables, chemicals.

**Chief Markets:** (1977 percent) Arab Countries 32.6; Arab Common Market 27.2; India 6.4; Japan 4.4.

**Prices:** Quote in U.S. dollars C & F Aqaba.

**Credit Terms:** Irrevocable Letter of Credit; CAD drafts.

**Taxes:** The levy on annual net profits (Income Tax) subject to taxation is at a flat rate of 35% plus the Social Welfare Tax of 3.5%.

Jordan is eager to attract foreign investment and to this end is offering various tax incentives.

1. Full exemption on net profits on approved projects, from income taxes and social service taxes for six years (nine years if the project is located outside Amman).
2. Projects are exempted from property taxes for five years (seven if outside Amman). Customs

are waived on all imported materials and plant equipment necessary for approved projects.

Recent legislation also makes Jordan a prime site for Mid-east regional headquarters. Such companies are entitled to a 100 percent exemption from income and social services taxes on profits earned outside Jordan. Foreign managers and employees of such companies are also exempted from payment of taxes on personal gains and profits from such corporate business activity.

Non-Jordanian employees of foreign companies can import their household goods and personal car duty free.

Customs duty may be ad valorem or specific. An import licence fee of 4% of the C.A.F. value is levied on most goods. Import licences are valid for 12 months and may be renewed for another four months. Goods shipped through a port other than Aqaba, Jordan's only seaport, incur a fine of a minimum 20% ad valorem, but goods conveyed by parcel post or by air are exempt.

**Samples:** Samples, including advertising materials such as posters and printed matter are admitted duty free if of no commercial value. All other samples and advertising matter are subject to customs duty. However, if such materials are exhibited or demon-

strated in Jordan and re-exported within 60 days, the duty is waived.

**Standards:** North American and European standards are acceptable.

**Weights and Measures:** Metric system.

**Trade Agreements:** Canada and Jordan do not as yet have a contractual link. Canada accords Jordanian products the most-favoured-nation treatment and a number of Jordanian commodities can enter Canada under the Generalized System of Preferences (GSP). Jordan accords Canada the most-favoured-nation treatment.

**Radio and Television:** Jordan (colour/black and white) television provides complete coverage of Jordan, Syria, the occupied territories, Northern Saudi Arabia and Southern Lebanon. There are 140,000 television sets in Jordan and about 500,000 in the coverage area.

**Motor Vehicles:** Passenger cars 280,000.

**Water Supply:** The water in the main towns is pure, elsewhere it should be boiled.

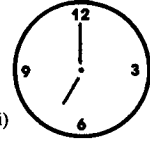
**Electricity:** 50 cycles, a.c., 220/380 volts, 1, 3 phases, 2, 3, 4 wires.

**Petroleum:** All fuels sold in Jordan are derived from crude oil.



# Kenya

If Noon E.S.T.



7:00 p.m. (Nairobi)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa Division, Commercial Secretary  
Pacific, Asia and Canadian High Commission  
Africa Bureau, or P.O. Box 43778  
Ottawa, Ontario Nairobi, Kenya  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Not required, visitor's pass issued upon arrival in Kenya. Inoculation: Yellow fever, TABT.

**Area:** 583,000 square kilometres.

**Population:** (1977 estimate) 14.3 million; growth rate 3.4%, 85% rural.

**Climate:** Temperate in Nairobi and highlands. Tropical in coastal regions.

**Language:** English for business. Swahili is vernacular tongue.

**Capital:** Nairobi.

**Marketing Centres:** Nairobi 478,000; Mombasa 246,00.

**Chief Port:** Mombasa.

**Currency:** Kenyan Shilling, 1 shilling equals Cdn. \$0.1576 (Aug/79).

**Foreign Exchange and Import Controls:** Exchange control regulation restrict or prohibit the provision of foreign exchange for a variety of goods, including goods not subject to import licencing, by requiring that Central Bank approval must be obtained before importation. Import licenses are required for a variety of goods, mainly for products manufactured in East Africa where protection is needed from foreign competition. Some items which require an import license can only be imported through the Kenya National Trading Corporation.

**Income:** National income in 1977 was 32.4 billion Kenyan shillings with a per capita income of 1,153 Kshs.

**Economy:** The Kenyan economy is recovering from the relatively slow growth experienced during 1974 and 1975 when GDP growth declined from previous annual levels of 6.5% to 3.7% and 1.2%. Buoyant external and internal demand and favourable weather conditions led to estimated GDP growth rates of 5% in 1976 and .5% in 1977. Agriculture accounts for 31% of GDP; manufacturing 12% and commercial 10% with tourism assuming an increasing importance.

**Total Imports:** 1977 estimate K Shillings 10.5 billion, 1975 K Shillings 6.7 billion.

**Chief Imports:** (1977 estimate — billions Shillings) Consumer goods 1.3; fuels, processed and primary industrial outputs 60; capital goods 3.1.

**Chief Suppliers:** 1977 U.K. 18%, West Germany 18%, Japan 11%, Iran 10%.

**Value of Imports from Canada:** 1976 — U.S.\$9.7 million.

**Chief Imports from Canada:** (1976 U.S.\$ millions) Machinery and transport equipment 6.5; iron and steel .115.

**Total Exports:** 1977 estimate K shillings 10.2 billion.

**Chief Exports:** (1975) Coffee 31%, tea 16%, petroleum products 23%.

**Chief Markets:** (1975) Uganda 13%, Tanzania 9%, U.K. 9%, West Germany 8%.

**Value of Canadian Purchases:** 1974 U.S.\$12 million, Cdn.\$10 million.

**Chief Canadian Imports:** (1974) Tea and coffee U.S.\$7.7 million.

**Prices:** Quote C.I.F. K shillings, U.S. or Canadian dollars.

**Credit Terms:** Sight draft on arrival of goods at destination or letter of credit.

**Taxes:** There is a sales tax of 10% on most imports.

**Samples:** Enter duty-free if of no commercial value.

**Weights and Measures:** Metric and British standards in use. Country moving towards total adoption of metric system.

**Trade Agreements:** Member of GATT. No bilateral trade agreement with Canada. Canada extends preferential tariff treatment to Kenya and receives most-favoured-nation treatment in return.

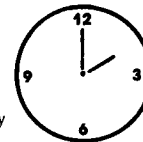
**Radio and Television:** The Voice of Kenya radio service broadcasts in Swahili, English and 13 other

languages. There are approximately 525,000 radios in use. The Voice of Kenya television service broadcasts in Swahili and English in the main population centres. About 60,000 T.V. sets are now in use.

**Motor Vehicles:** There were 16,300 new and second hand motor vehicle registrations in 1976 and this was the average annual figure for the previous decade. In 1976, there were 98,000 passenger cars and 69,000 trucks and buses in use.

# Korea (Republic of)

If Noon E.S.T.



2:00 a.m. next day  
(Seoul)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**  
Asia Division, Commercial Secretary  
Pacific, Asia and Canadian Embassy  
Africa Bureau, or 9th Floor  
Ottawa, Ontario Hankook Ilbo Bldg.  
K1A 0H5 C.P.O. Box 6299  
Seoul 100  
Republic of Korea

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Smallpox and cholera recommended.

**Area:** 38,149 square miles.

**Population:** 36.6 million (July 1978) growing at an annual rate of 1.6%. About 45% urbanization.

**Climate:** Moderate; high temperatures and humidity in summer; normally dry September to May, with majority of precipitation June to August.

**Language:** Korean; correspondence and sales literature in English generally understood.

**Capital:** Seoul.

**Marketing Centres:** (Population, millions — Dec/77)  
Seoul 7.5; Pusan 2.7; Taegu 1.5; Inchon 0.8; Kwangju 0.6; Taejon 0.5).

**Chief Ports:** Pusan, Inchon.

**Currency:** Won consisting of 100 jeon. Won equals Cdn.\$0.0024 (Aug/79)

**Foreign Exchange and Import Controls:** Import licence necessary. Negative list system published and revised every six months giving import restricted items. Items not listed are automatically importable.

**Income:** U.S.\$1,000 per capita (1978) per annum.

**Economy:** In 1977 manufacturing accounted for 20% of GNP while agriculture represented 24%. The service and infrastructure industries accounted for the rest. Heavy emphasis on developing and diversifying export industries. Exports accounted for 32% of GNP.

**Total Imports:** In 1977 — U.S.\$10,810 million; 1976 — U.S.\$8,773 million.

**Chief Imports:** Petroleum, wood, raw cotton, food grain, iron and steel, machinery, pulp, organic chemicals, textile fabric and yarn, telecommunication apparatus.

**Chief Suppliers:** (1977 percent): Japan 36.3; U.S.A. 22.6; Saudi Arabia 10.4; Indonesia 3.3; West Germany 3.2; Canada 1.4; U.K. 1.4.

**Value of Imports from Canada:** 1977 — Cdn.\$143 million; 1976 — Cdn.\$116 million.

**Chief Imports from Canada:** (1977 — million Cdn.\$)  
Wood pulp 20.9; aluminum ingots 20.6; rawhide skins 19.6; coal 19.4; tallow 11.2; potassium chloride 10.4; non-ferrous metal scrap 7.4.

**Total Exports:** 1977 — U.S.\$10,046 million; 1976 — U.S.\$7,715 million.

**Chief Exports:** Clothing and textile fabrics, electrical and electronic equipment, transport equipment, footwear, plywood, fish, iron and steel sheets.

**Chief Markets:** (1977 percent) U.S.A. 31.0; Japan 21.4; West Germany 4.8; Hong Kong 3.4; U.K. 3.0; Canada 3.0.

**Value of Canadian Purchase:** 1977 — Cdn.\$322 million; 1976 Cdn.\$303 million.

**Chief Canadian Purchases:** (1977 — million Cdn.\$)  
Clothing 59.4; television and radio 42.7; sweaters 42.4; footwear 22.1; sporting goods 12.5; hosiery 11.5; luggage 7.3; tablewear 6.4.

**Prices:** Quotes in U.S. Dollar preferable, or Canadian dollars in C & F.

**Credit Terms:** Irrevocable letter of credit, or documentary drafts, for 180 days or less depending on commodity.

**Taxes:** A special consumption tax ranging from 10% to 160% is levied depending on the essentiality of the commodity sold for consumption in Korea, and is applicable to both imported and domestically produced goods.

**Samples:** Samples of merchandise are exempt from duty provided they are appropriate solely for this intended purpose. All other samples subject to payment of normal duties. Duty-free if re-exported within 6 months.

**Standards:** Standards are established by Office of Industrial Advancement Administration, Seoul for electrical appliances, oil and gas stoves, furnaces and general machinery. These are not compulsory except for safety measures applying to electrical appliance and heating equipment.

**Weights and Measures:** Metric system in foreign trade; native weights common.

**Screw Thread:** Metric, right hand.

**Trade Agreements:** Korea become a member of GATT in 1967. Trade Agreement signed with Canada in 1966.

**Radio and Television:** Television (525 lines per picture) and radio broadcasting facilities are both publicly and privately owned. There were approximately 8.4 million radios in 1975 and 4.8 million television receiving sets in 1978.

**Motor Vehicles:** As of August 1978, 162,417 passenger cars; 94,992 trucks, 29,165 buses; 50,380 small models and 3,880 special models (this excludes military and diplomatic vehicles).

**Water Supply:** Generally safe to drink.

**Electricity:** 60 cycle a.c. single and three-phase power for domestic use is 100 and 200 volts, for small industry 200 volts. A grounding conductor is not required in the cord attached to the appliance. Electricity production 25.8 billion kwh in 1978. Transmission voltages are 154 kw, 66 kw and 22 kw.

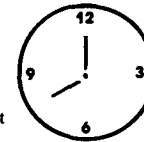
**Coal:** 1977 production was 17.2 million metric tons entirely anthracite.

**Gas:** No hydrocarbon deposits have been found in Korea.

**Petroleum Products:** Production and reserves of crude oil are practically nil. All refined products available. Production of refined products in 1977 in kilo-liters; Gasoline 1,114,000; Sobient 70,600; Diesel oil 4,844,000; Fuel oil 860,000; Bunker C 11,848,000. Import of petroleum and petroleum products in 1977 U.S.\$2,044.8 million CIF. About 5% of crude oil imports re-exported in 1977 in refined form.

# Kuwait

If Noon E.S.T.



8:00 p.m. (Kuwait City)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario  
K1A 0H5

Commercial Secretary  
Canadian Embassy  
P.O. Box 25281  
Safat, Kuwait

**Personal Requirements for Canadian:** Visa: Required. Inoculation: Smallpox; cholera and yellow fever required for arrivals from infected areas.

**Area:** 10,625 square miles plus 3,500 square miles Neutral Zone jointly administered and explored with Saudi Arabia.

**Population:** 1,055,000 (1976) with some 50 percent foreigners (mostly nationals from other Arab countries, India, Pakistan and Iran).

**Climate:** Very hot summers (shade temperature can exceed 50°C). In winter daytime temperature range from 10°C to 20°C with night temperatures sometimes nearing the freezing point.

**Language:** Arabic official language; English widely spoken in all main towns.

**Capital:** Kuwait City.

**Marketing Centers:** Kuwait City 350,000; Mina El Ahmadi, Fahaheel.

**Chief Ports:** Mina El Ahmadi; Kuwait City.

**Currency:** Kuwait Dinar; one dinar equals Cdn.\$4.2436 (Aug/79).

**Foreign Exchange and Import Controls:** No licence or exchange control formalities with the exception of a short list of items including arms and ammunition, alcoholic beverages, explosives, dangerous drugs, ethyl alcohol (and produce containing it) and second-hand motor vehicles.

**Income:** For fiscal year 1976 GNP was estimated at KD3,199 million (U.S.\$10,940 million). With an estimated population of 1,055,000 this gives Kuwait one of the highest per capita incomes in the world at KD3,032 (U.S.\$10,306).

**Economy:** Based primarily on oil which accounts for 90% of the country's revenue estimated at \$8,500 million for fiscal year 1976. Chemical fertilizers are the major industry following crude oil production and refining. Kuwait, however, has now adopted the general policy of expanding its industrial base and revenues are spent on development projects and maintenance, salaries and government services (with about 40% of total revenues allocated for health, education, social affairs).

**Total Imports:** 1976 — U.S.\$2,600 million; 1975 — U.S.\$2,260 million.

**Chief Imports:** Transport equipment, machinery, textiles, clothing, chemicals, automobiles.

**Chief Suppliers:** (1976 percent) EEC countries 34; U.S.A. 31, Japan 20, U.K. 15.

**Value of Imports from Canada:** 1977 — Cdn.\$37 million; 1976 — Cdn.\$22 million.

**Chief Imports from Canada:** Asbestos fibre, automotive vehicles, electric washing machines, lumber.

**Total Exports:** 1976 — U.S.\$3,103 million.

**Chief Exports:** (excluding oil) Chemicals, coffee, tea, spices, non-electric machinery, chemical fertilizers.

**Chief Markets:** Saudi Arabia, Iran, Iraq, Dubai, India.

**Value of Canadian Purchases:** 1977 — Cdn.\$20 million; 1975 — Cdn.\$24 million.

**Chief Canadian Purchases:** 1977 — Crude oil (Cdn.\$20 million).

**Prices:** Quote in U.S. dollars C.I.F. Kuwait.

**Credit Terms:** Letter of Credit — up to 180 days.

**Taxes:** Standard rate is 4% ad valorem. Certain specific materials and foodstuffs are duty-free, together with all goods imported by the State and the oil companies.

**Samples:** Not dutiable if not for retail sale (however, samples with value over \$250 are usually queried by customs officers).

**Weights and Measures:** Metric System.

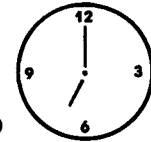
**Electricity:** 50 cycle, a.c., 240/415 volts, 1, 3 phases, 2, 4 wires.

**Petroleum Products:** Kuwait now has a production ceiling of 2 million BPD but this limit was seldom reached during 1978. Production averaged about 1.7 million BPD and total 1978/79 revenues are projected at KD1.8 billion (U.S.\$6.6 billion).



# Lebanon

If Noon E.S.T.



7:00 p.m. (Beirut)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau, or  
Ottawa, Ontario K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
Sabbag Centre  
Hamra Street  
Beirut, Lebanon

**Personal requirements for Canadians:** Visa: Required. Inoculation: Smallpox and yellow fever required for arrivals from infected areas.

**Area:** 10,400 square kilometres.

**Population:** 3.15 million.

**Climate:** Typical Mediterranean, summer warm and damp in coastal areas, pleasant in the mountains, winter wet and mild. Cold and dry in the mountains with snow above 4,000 feet.

**Language:** Arabic; French and English widely used.

**Capital:** Beirut.

**Marketing Centres:** Beirut 1,000,000, Tripoli 200,000; Sidon 36,000 and Zahiah 40,000.

**Chief Ports:** Beirut — largest, with a free zone, handles more than 2,000,000 tons a year; Tripoli — second port and terminal of oil pipeline from Iraq; Sidon — port and terminal of oil pipeline from Saudi Arabia.

**Currency:** Lebanese pound (L) — One L equals Cdn. \$0.3629 (Aug/79).

**Foreign Exchange and Import Controls:** All exchange transactions including those in clearing dollars take place at the free market rate. There also exists a "moving parity" used for the calculation of duties and taxes levied on amounts invoiced or expressed in foreign currency, particularly customs duties. There are no restrictions on foreign payments. No restrictions are placed on payments for invisibles. Exchange may be obtained freely through the free market.

**Economy:** Estimated gross national product in 1974 U.S.\$3,538 million. Per capita GDP U.S.\$1,270. Based on agriculture (cereals, vegetables, fruits); industry (cement, textiles, tanneries, oil refining). Agricultural and industrial output as well as the tourist trade has been severely hampered by the resumption of hostilities, large currency transfers from various Arab financial institutions and Lebanese living overseas and royalties for oil transit via pipelines.

**Total Imports:** 1974 — U.S.\$2,037 million (est.) 1973 — U.S.\$1,450 million (est.)

**Chief Imports:** 1974 — Food, textiles, clothing, household appliances, automotive vehicles, posts and accessories, petroleum products and consumer goods.

**Chief Suppliers:** (1974) — U.S.A., West Germany, France, Italy, U.K., Switzerland, Iraq and Japan.

**Value of Imports from Canada:** (1977) Cdn.\$27.3 million; 1976 — Cdn. 3.0 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Wheat 18.4; barley 3.1; asbestos 1.8; rapeseed oil 0.6.

**Total Exports:** (1974) U.S.\$1,138 million (est.); 1973 — U.S.\$694 million (est.)

**Chief Exports:** (1974) Fruits and vegetables; hides and skins; wood and manufacture; precious and semi-precious stones; jewellery; textiles and industrial products.

**Value of Canadian Purchases:** 1977 — Cdn.\$0.3 million; 1976 — Cdn.\$0.4 million.

**Chief Canadian Purchases:** (1977) Women's handbags Cdn.\$0.15 million.

**Prices:** Quote C.I.F. Beirut whenever possible in U.S.\$.

**Credit Terms:** Sight to 120 days; 90 days is most common. For some imports, such as agricultural or construction machinery, terms are 6, 12 or 18 months.

**Taxes:** A municipalities tax of 3.5 per cent is levied on the value of all goods imported, except those originating in an Arab country. A stamp tax is applicable to all imports except gold and banknotes. A surcharge of 10 percent of the applicable import duty is levied on specified textiles and garments. Import surcharges are also levied on motor vehicles, jewellery, watches and alcoholic beverages.

**Samples:** Free if of no commercial value.

**Weights and Measures:** Metric System; U.S. and British measures are understood by the business community.

**Trade Agreements:** Most favoured nation agreement accorded by Canada under Order in Council of November 19, 1946, as long as Lebanon accords Canada the same treatment.

**Radio and Television:** In 1978 there was an estimated 605,000 radios and 425,000 television sets.

**Motor Vehicles:** In 1974 there was an estimated 220,204 automobiles and 23,370 buses and lorries.

**Gas:** (1974) — 63.1 metric tons butane produced.

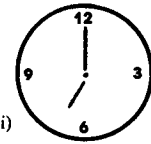
**Petroleum Products:** (1974) — metric tons: petrol 814; kerosene 229; fuel oil 910.7; gas oil 420.7.

**Note:** Lebanon's economic and financial statistics were among the many victims of the war. The information used in this report is based on rough estimates made by various officials of Lebanese Government.



# Libya

If Noon E.S.T.



7:00 p.m. (Tripoli)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques

Toronto: First Canadian Place (P.O. Box 5)

Winnipeg: 335 Main Street

Calgary: Suite 200, 808 — 1st Street, S.W.

Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle

East Division,

Pacific, Asia and

Africa Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Division

Canadian Embassy

Kasr el Doubara Post Office

Cairo, Arab Republic

of Egypt

**Personal Requirements for Canadians:** Visa: Required. Inoculations: Smallpox, however, typhoid, gamaglobulin, polio and tetanus are recommended. Certificates should be in Arabic. Cholera and yellow fever required for arrivals from infected areas.

**Area:** 680,000 square miles.

**Population:** 2.7 million (July 1978).

**Climate:** Mediterranean on the northern coast, drier and hotter in the south. Summer temperatures occasionally reach 37°C, and humidity is high except for June, July and August. Winter temperatures can fall near freezing at night but be warm during the day.

**Language.** The official language is Arabic. English and Italian are understood.

**Capital:** Tripoli.

**Marketing Centers:** Tripoli (247,500) and Benghazi (137,500).

**Chief Ports:** Tripoli, Benghazi, Derna and Tobruk.

**Currency:** Libyan dinar (L.D.). 1 LD equals Cdn.\$ 3.9353 (Aug/79).

**Foreign Exchange and Import Controls:** Virtually all imports are made by government organizations. Government controls foreign exchange.

**Income:** In 1977, Libya's Gross Domestic Product was \$18.9 billion (\$5,845 per capita).

**Economy:** The oil sector is the basis of the Libyan economy accounting for some 55% of the GDP, almost all exports earnings and more than 80% of government revenues. Otherwise the economy is based on the agriculture and a small manufacturing sector. The economy is planned and controlled by the Government. The economic development of the country is carried out through Five Year Development Plans. Although financing of the country's development is not a problem, the small population, limited skilled labour (guest workers now account for 30 to 40% of the labour force) and little arable land hampers the economic development of the country. The current Five Year Development Plan

(1976-80) proposes investments totalling \$31.8 billion in industry and mining, housing, agriculture, transportation and communications, electricity, oil and gas exploitation, municipalities and education.

**Total Imports:** 1977 — U.S.\$5.8 billion.

**Chief Imports:** (1977 percent) Machinery and transport equipment 39, manufactured goods 22 and food-stuffs 16.6.

**Chief Suppliers:** (1977 percent) Italy 22.5, West Germany 15, France 8.

**Value of Imports from Canada:** (Millions Cdn.\$) 1978: 19.8; 1977: 18.8; 1976: 10.6.

**Chief Imports from Canada:** (Millions Cdn.\$) Aircraft 5.9, telecommunications and related equipment 4.8, drilling equipment 2.2.

**Total Exports:** 1977 — U.S.\$10.8 billion.

**Chief Exports:** Crude oil.

**Chief Markets:** U.S.A. (98%), Italy, West Germany.

**Prices:** Prices should be quoted on C.I.F. terms based normally on shipment to Tripoli or Benghazi. Government insists on fixed price bids quoted C.I.F. in Libyan dinars.

**Credit Terms:** A letter of guarantee can authorize advance payments of the same amount. This letter must be valid until the delivery or work conditions of the contract are fulfilled. Supply contracts entail advance payments of 10 to 20% and service contracts 10%. Monthly payments (10% of each monthly payment is retained until completion of the project) are made against vouchers presented by the contractor. Libyan authorities may lend additional advance sums to the contractor for raw materials stored at the work site, provided the final guarantee has not been exceeded by the total amount advanced.

**Taxes:** Most Libyan duties are ad valorem. Rates of duty vary according to the essentiality of the goods, the most essential carrying the lowest rates. Several products for petroleum firms and their contractors are exempted from import duties. Also, petroleum firms engaged in oil exploration in Libya may ask for import duty exemptions on items specifically used in the oil industry. There are also duty exemptions for imports of machinery, plant, spare parts and primary materials for a number of industries. Furthermore, a number of items for agricultural, industrial and economic development, as determined by the Secretary of Treasury, are also exempted from import duties. Finally, imports of materials, equipment and supplies used in the manufacture of Libyan made goods for export are subject to duty and tax refunds, provided the goods so produced are re-exported within one year from the date of import of the raw materials.

**Samples:** Bona fide samples of no commercial value admitted duty free. Commercial samples exhibited at commercial trade fairs are admitted duty free

under bond or other guarantee for the payment of duty, provided they are re-exported within six months of the date of importation. Businessmen may not bring with them samples into Libya.

**Weights and Measures:** Metric System.

**Radio and Television:** In 1977 there were 125,000 radio receivers and 150,000 television sets. Radio and Television are controlled by the State.

**Motor Vehicles:** In 1976 there were 263,000 passenger cars and 131,000 trucks and buses in use. Passenger cars represented a ratio of 104 cars per 1,000 inhabitants.

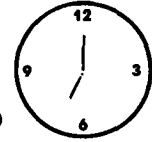
**Electricity:** 50 cycles, a.c. 127/220 volts (230/400 and 230 volts can also be found in some places).

**Gas:** Libya exports limited quantities of natural gas.

**Petroleum Products:** Oil is the basis of the Libyan economy. The oil sector accounts for some 55% of the Gross Domestic Products (GDP), almost all exports earnings and more than 80% of government revenues.

# Malawi

If noon E.S.T.



7 p.m. (Lilongwe)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa Division, Commercial Division  
Pacific, Asia and or Canadian High Commission  
Africa Bureau, P.O. Box 1313  
Ottawa, Ontario Lusaka, Zambia  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox required, yellow fever highly recommended and essential on arriving from areas where yellow fever is endemic. Cholera required for visitors arriving from cholera-infested areas.

**Area:** 46,000 square miles including 9,300 square miles of Lake Malawi.

**Population:** (1977 estimate) 5.6 million.

**Climate:** Hottest months are October and November and the rainy season is December to March. Most business centers are between 3,000 and 5,000 feet where the climate is equable.

**Language:** English and Chichewa are the official languages. English is the language of commerce.

**Capital:** Lilongwe.

**Marketing Centers:** Lilongwe, Blantyre and Zomba.

**Currency:** The Kwacha (K) which is divided into 100 tambala (t). The approximate rate of exchange is 1 K = Cdn.\$1.4512 (Aug/79).

**Foreign Exchange and Import Controls:** Payments for imports from all countries must only be made after the arrival of the goods in Malawi. Applications for foreign exchange are handled by the exchange control authorities for approval subject only to the provision of relevant documents and compliance with import licensing requirements.

**Income:** 1978 GDP was estimated at 930 million Malawi Kwacha. GDP per capita was approximately 165K or U.S.\$180.

**Economy:** Malawi is a landlocked, predominantly agricultural country which is largely dependent on tobacco and tea for its export earnings. Malawi has been able to achieve a growth rate averaging 6% annually in its real GDP in the past decade.

**Total Imports:** (1978) 292 million MK.

**Chief Imports:** 1978 — Basic and auxiliary materials for industry, plant machinery and equipment.

**Chief Suppliers:** (1977 percent) South Africa 37, U.K. 19, Japan 9, U.S.A. 5.

**Value of Imports from Canada:** 1977 — Cdn.\$3.2 million.

**Chief Imports from Canada:** (1977 millions Cdn.\$)

Railway rails 1.9; aluminum and alloy fabricated material .4; locomotives, rolling stock and parts .3.

**Total Exports:** (1978 estimate) 177 million MK.

**Chief Exports:** (1978 estimate) Tobacco; tea; sugar.

**Chief Markets:** (1977 percent) U.K. 45; U.S.A. 12; Netherlands 9; South Africa 7.

**Value of Canadian Purchases:** 1977 — Cdn.\$388,000.

**Chief Canadian Purchases:** 1977 — tea, Cdn.\$320,000.

**Prices:** Prices should be quoted C.I.F. destination or C.I.F. Beira or Nacala (in Mozambique) in local currency or Sterling.

**Credit Terms:** 90 to 120 days credit is common. Confirming houses in London are frequently used.

**Taxes:** A surtax of 15% is levied on most goods imported into Malawi, regardless of their origin. This surtax is calculated on 120% of the sum of the value for customs duty purposes and any customs duty payable. An import duty of 5% ad volorem was imposed on capital goods effective the beginning of 1978.

**Samples:** Bank or other recognized guarantees are required to cover the import duty on samples, except those of no commercial value. Such guarantees are automatically cancelled when the samples leave Malawi.

**Weights and Measures:** Imperial weights and measures are still in general use except for pharmaceutical and petroleum products for which metric measurements are statutory.

**Radio and Television:** There is commercial radio broadcasting but no television. There were 132,000 radios in use in 1977.

**Motor Vehicles:** In 1976 there were 14,000 passenger cars and 12,000 trucks and buses in use.

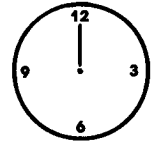
**Water Supply.** Tap water is drinkable in Zambia, Blantyre and Limbe.

**Electricity:** 230/240 volts for domestic use and 400 volts 3-phase for industrial use.



# Malaysia

If Noon E.S.T.



Midnight (Kuala Lumpur)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Asia Division, Pacific, Asia and Africa Bureau, Ottawa, Ontario K1A 0H5  
Commercial Counsellor  
Canadian High Commission  
P.O. Box 990  
A.I.A. Building  
Ampang Road  
Kuala Lumpur, Malaysia

**Personal Requirements for Canadians:** Visa: For purposes of tourism not required for stays of less than three months. For business purposes, not required for stays of not more than fourteen days. Inoculation: smallpox and, if from infected areas, vaccination certificates for yellow fever and/or cholera.

**Population:** 12.9 million (1978).

**Marketing Centres:** Kuala Lumpur, Penang, Ipoh, Kuching, Kota Kinabalu.

### Chief Ports:

**Peninsular Malaysia:** (1) West Coast: Penang, Port Kelang, Pasir Gudang. (2) East Coast: Kuantan (under construction and ready for initial use in 1979).

**East Malaysia:** (1) Sabah: Kota Kinabalu and Sandakan. (2) Sarawak: Kuching and Sibul.

**Currency:** Malaysian dollar: 1 MD equals Cdn.\$0.5406 (Aug/79).

**Foreign Exchange and Import Controls:** When taking more than M \$1,000 out of Malaysia, exchange control forms must be completed. For some imports, the government requires specific licences. Most Canadian exports to Malaysia enter without licences.

**Income:** 1978 GNP — Malaysian \$21,558 million. 1978 National Income (Public sector 22%, Private Sector 78%) — Malaysian \$32,138 million. 1978 Per Capita Income — Malaysian \$2,490.

**Economy:** A developing, free-enterprise agriculture based economy which is steadily undergoing industrialization. Agriculture accounts for 32% of GDP, manufacturing 16%. Major products are rubber, tin, timber, palm oil and petroleum.

**Total Imports:** 1977 — Malaysian \$11,400 million. 1976 — Malaysian \$10,044 million.

**Chief Imports:** Food, consumer durables, machinery, transport equipment, metal products, intermediate goods for manufacturing, petroleum and agriculture.

**Chief Suppliers:** 1978 — Japan, E.E.C. countries, (U.K. and Federal Republic of Germany), Asian countries.

**Value of Imports from Canada:** (millions — Cdn.\$) 1977, 40.16; 1976, 30.47.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Aluminum ingots 9.12; newsprint 6.22; asbestos 6.15; aircraft assembly equipment and parts 2.3; telephone apparatus and equipment 1.83; aircraft 1.76; wheat 1.03; woodland log handling equipment 0.97; liner board 0.82.

**Total Exports:** 1977 — Malaysian \$15,050 million. 1976 — Malaysian \$13,416 million.

**Chief Exports:** Rubber, sawn logs and timber, petroleum, tin, palm oil, wood products, textiles and footwear, food (canned pineapple, animal feeding stuff).

**Chief Markets:** (1977 percent) Japan 20.6; U.S.A. 18.2; Singapore 16; Netherlands 6.5; U.K. 5.1; West Germany 3.8 and India 2.6.

**Value of Canadian Purchases:** 1977 — Cdn.\$53.65 million. 1976 — Cdn.\$48.31 million.

**Chief Canadian Purchases:** Rubber, palm oil, coconut oil, lumber, woven fabric, electronic components, integrated circuits, palm kernel oil, telephone apparatus equipment and parts and wood mouldings.

**Prices:** Prices should be quoted C.I.F. Port Kelang or Penang in Malaysian, U.S. or Canadian dollars.

**Credit Terms:** When dealing with Malaysian firms, initial payments by confirmed irrevocable letters of credit are customary. However, credit terms of 120-180 days are common if follow-up sales justify confidence.

**Taxes:** Principal taxes on income are the income tax and excess profit tax which are levied under the Income Tax Act, 1967. The supplementary taxes are the development tax, tin profits tax, and timber profits tax (Supplementary Taxes Act, 1968). There is also a Petroleum Income Tax Act, 1967.

**Samples:** Normal trade samples enter free of duty. Some samples may be subject to duties, but these would be refunded at the port of exit when taken out of Malaysia.

**Standards:** Approval by the National Electricity Board is needed for electrical appliances.

**Weights and Measures:** Both the metric and Imperial systems are used.

**Screw Thread:** Metric and Whitworth right hand.

**Radio and Television:** Television (625 lines per picture) and radio broadcasting are government operated. In 1976 total number of radio licenses issued was 282,655 (renewals 194,327 and new 88,328). Total number of T.V. licences issued was 500,000 (renewals 351,847 and new 148,990). Colour television is to be introduced by the end of 1978.

**Motor Vehicles:** Total number of motor vehicles registered in 1976 was 1,549,442. Of this number 482,939 were private motor cars, 875,076 were motor cycles and scooters, and 117,810 were lorries and vans.

**Electricity:** In 1976 generating capacity was 1,523,514 kilowatt, units of electricity generated was 6,445.5 million kwh, the number of consumers was 941,001 and consumption of electricity was 5,532.6 million kwh.

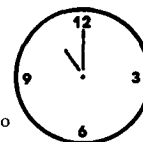
**Coal:** No longer commercially mined in Malaysia. All commercial types of coal are imported.

**Gas:** LPG is available in cylinders. "Shellane" from refineries at Port Dickson and Pulau Bukom is essentially butane; "Essogas" is a mixture of approximately 30 percent propane and 70 percent butane. A 32 lb. cylinder costs Malaysian \$13.15; in 114 pound cylinders, the price is 32 Malaysian cents per pound.

**Petroleum Products:** Offshore exploration has resulted in a number of oil strikes, and the petroleum industry is expected to remain a strong growth sector. Current production is about 190,000 barrels a day.

# Mexico

If Noon E.S.T.



11:00 a.m. (Mexico City)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America Division,  
Western Hemisphere Bureau,  
Ottawa, Ontario K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
Apartado Postal 5-364  
Melchor Ocampo 463  
Mexico 5, D.F.

**Personal Requirements for Canadians:** Visa: Tourist card required. Inoculation: Not required.

**Area:** 762,500 square miles.

**Population:** 64,300,000 (1977).

**Climate:** Varies from tropical in the coastal plains to temperate in the central plateaus. Rains from May through September.

**Language:** Spanish, sales literature in Spanish preferred.

**Capital:** Mexico City.

**Marketing Centres:** Mexico City 13,000,000; Guadalajara 2,500,000; Monterrey 2,300,000; Puebla 800,000; San Luis Potosi 450,000; Merida 400,000.

**Chief Ports:** On Pacific Coast — Guaymas, Manzanillo, Mazatlan and Acapulco. On the Gulf of Mexico: Tampico and Veracruz.

**Currency:** (Peso — 100 centavos). 1 Peso equals Cdn.\$0.0518 (Aug/79).

**Foreign Exchange & Import Controls:** Payments and transfers abroad may be made freely. A few imports are prohibited. All imports must be accompanied by an exporter's declaration of shipment. For some goods, irrespective of origin, import licences from the Ministry of Commerce are required before firm orders are placed; the issuance of such licences may be subject to quantitative restriction.

**Income:** (1977) GNP was U.S.\$71.3 billion with a per capita GNP of U.S.\$1,120.

**Economy:** Principally an agricultural country, producing grain, livestock, industrial crops, fruits and vegetables. 19% of the territory is capable of agricultural development, 48% offers advantages to stock raising and 29% of the country is covered by forests. Coastal waters of both shorelines produce numerous varieties of fish. Light and medium industrial development encouraged including automotive, chemicals, paper, electrical equipment, textiles and a wide range of consumer products. Mining is important particularly in base metals and precious minerals. Oil deposits are enormous.

**Total Imports:** 1977 — U.S.\$5,487.4 million.

**Chief Imports:** (1977 — Millions U.S.\$) Machinery 1,606; chemicals 528; auto parts for local assembly 357; iron/steel foundry pieces 311; corn 192; oil seeds 192; petroleum and derivatives 154; resins and plastic materials 149; precision instruments 142; paper 115; railway equipment 91; sorgum 72.

**Chief Suppliers:** (1977 — percentage) U.S.A. 63.6; E.E.C. countries 14.7; Japan 5.3; LAFTA 4.4; Canada 4.1.

**Value of Imports from Canada:** 1977 — Cdn.\$216 million. 1976 — Cdn.\$213 million.

**Chief Imports from Canada:** (1977 — Millions Cdn.\$) Newsprint 49; railway, street rolling stock 34; sheet and strip steel 21; milk powder 18; asbestos fibres 15; coal 6.9; woodpulp 4.6; railway rails 4.5; power boilers and parts 4.3; agricultural machinery 3.3; automotive parts and accessories 3.2; crushing and milling machinery 2.2; wheat 21; motor vehicle engines and parts 2.0.

**Total Exports:** 1977 — U.S.\$4,064.8 million. 1976 — U.S.\$3,264.7 million.

**Chief Exports:** (1977 — Millions U.S.\$) Crude petroleum 893; coffee 428; metals and manufactures 338; machinery and parts 178; chemicals 176; shrimp fresh/frozen 107; raw cotton 77; fluorspar 39; auto parts and accessories 37; fresh fruit 35; sisal manufactures 34; cotton textiles 31.

**Chief Markets:** U.S.A.; LAFTA; E.E.C. Countries; Canada; Central American Common Market; Japan; European Free Trade Association.

**Value of Canadian Purchases:** 1977 — Cdn.\$194.9 million; 1976 — Cdn.\$146.0 million.

**Chief Canadian Purchases:** (1977 — Millions Cdn.\$) Green coffee 41, fresh tomatoes 19; automotive parts and accessories 13.5; vegetables 8.6; shrimps, prawns 7.9; cotton denims 5.8; TV, radio and phono set chassis 5.7; fresh fruit 5.5; strawberries

frozen 5.2; raw cotton 5; fluorspar 4.9; baler twine and cordage 4.9; crude petroleum 4.8; automotive engine parts 4.3; orange juice concentrate frozen 4.2.

**Prices:** Quote in U.S. dollars C.I.F. or C & F the nearest border point of entry.

**Credit Terms:** Sight up to 180 days.

**Taxes:** A surtax of 3% of the duty is levied on all imports except those sent by post which pay a surtax of 10 percent of the duty.

**Samples:** Permitted entry under bond or otherwise treated as normal imports. Some samples prohibited entry without payment of duties, such as canned foodstuffs and finished consumer goods.

**Standards:** Official approval is mandatory for gas, fuel and mass-produced electrical appliances. Approval organization is Secretaria de Industria y Comercio, Av. Cuauhtemoc No. 80, Mexico, D.F.

**Weights and Measures:** Metric System.

**Screw Thread:** Metric standard compulsory. Right hand thread is standard.

**Trade Agreements.** Most-favoured-nation agreement with Canada. Member of LAFTA and exchanges certain preference with LAFTA countries. As of July 1, 1974 Mexico has benefit of developing country receiving general preferential tariff treatment on exports to Canada.

**Radio and Television:** In 1978 there were an estimated 8,211,115 radios and 3,728,013 television sets.

**Motor Vehicles:** (1976) Automobiles 2,580,426, buses and lorries 1,040,688.

**Water Supply:** Safe to drink: pressure 4.5 kilos per cubic centimetre. Hardness varies from hard to soft according to region.

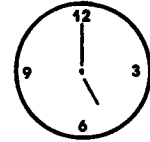
**Electricity:** 110-125 volt, 60 cycle, three phase in Mexico City and throughout the rest of Mexico.

**Petroleum Products:** (1977) 56,917 metric tons of crude oil produced.



# Morocco

If Noon E.S.T.



5:00 p.m. (Rabat)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**  
Africa and Middle Commercial Secretary  
East Division, Canadian Embassy  
Pacific, Asia and or B.P. 709  
Africa Bureau, Rabat — Agdal  
Ottawa, Ontario Morocco  
K1A 0H5

**Personal Requirements for Canadians:** Visa — Not required. Inoculation: Not required.

**Area:** 360,000 square miles including Southern provinces (formerly Spanish Sahara).

**Population:** 18.6 million (1977). Annual growth 2.9%, 40% urban.

**Climate:** Subtropical and Mediterranean north and west of the Atlas Mountains with warm, dry summers and mild winters. Tropical steppes merging into the Sahara desert south and east of the Atlas Mountains, with hot days, cool nights and little rainfall.

**Language:** Arabic is the official language but French is widely used in government and business circles. Trade literature and correspondence with Moroccan firms should be in French.

**Capital:** Rabat.

**Marketing Centres:** (1976 — thousands) Casablanca — 1,965; Rabat/Sale 679; Fes 478; Marrakech 434; Meknes; Oujda; Tangier.

**Chief Ports:** Casablanca, Safi (phosphates), Mohammedia (petroleum) Tangier (free zone) Agadir (minerals), Kenitra.

**Currency:** Dirham; one dirham equals Cdn.\$0.3024 (Aug/79).

**Foreign Exchange and Import Controls:** Imports controlled by "Programme General d'Importation" renewable each year. Consists of list A — goods which are exempt from quantitative restrictions (1978: 55%); list B — items subject to specific quotas or discretionary licensing; list C — goods which are in principle prohibited entry. In general, payments for exports to Morocco are tightly controlled by exchange authorities and payment formalities can cause some delay. By 1978 experience, public sector accounts tend to be slow. Foreign exchange is obtained from the Banque du Maroc, through the bank where the importer is domiciled.

**Income:** The Gross domestic product for 1977 was Cdn.\$11.7 billion. The per capita income in 1977 was \$631.

**Economy:** Basically agricultural (70% of the labour force) with growing manufacturing, tourism and mining sectors. Morocco is currently engaged in the implementation of a Three Year Economic Development Plan (1979-80) which foresees expenditures of U.S.\$10 billion. The Plan stresses agriculture export and import substitution industry, technical training, phosphate mining and transformation and low-cost housing. Investment likely to remain some 2/3 in public sector and semi-public enterprises, GNP at market price U.S.\$9.9 billion (1977), per capita U.S.\$530, Distribution: agriculture forestry, fishing 21%; commerce 20%; transport and services 16%; manufacturing 13%; mining 5%.

**Total Imports:** 1977 — U.S.\$3,325 million.

**Chief Imports:** Industrial equipment, crude oil, soft wheat, sugar, food oils, lumber, chemical products.

**Chief Suppliers:** (1977 percent) France 27, Spain 9, Italy 7, West Germany 7, U.S.A. 6, Canada 1.7.

**Value of Imports from Canada:** 1977 — Cdn.\$35 million; 1976 — Cdn.\$2.6 million.

**Chief Imports from Canada:** (1977 — million Cdn.\$) — Wheat 18.3; rapeseed oil 3.9, lumber 2.4, trucks 2.3, barley 1.8, sulphur 1.6, prefab buildings 1.3.

**Total Exports:** (1977) U.S.\$1,353 million.

**Chief Exports:** Phosphates, citrus fruits, vegetables, minerals, clothing.

**Chief Markets:** (1977 percent) — France 24, West Germany 11, Spain 8, Italy 6.

**Value of Canadian Purchases:** (1978 — million Cdn.\$) 2.7.

**Chief Canadian Purchases:** Phosphate rock, fluorspar, citrus fruit, clothing, rugs, billfolds, purses, cut flowers.

**Prices:** Quote in Dollars C.I.F.

**Credit Terms:** Normal terms of payment apply and vary according to the class of goods and the financial standing of the importer; 30, 60 and 90 days are fairly common.

**Taxes:** Customs duties apply equally to imports from all countries. Duties on non-essential consumer goods, luxury products or products competing with local manufactured products range from 30 percent to 400 percent ad valorem. Producers' goods, fuel, raw material and essential imports are generally subject to lower tariffs ranging between 5 percent and 25 percent ad valorem. Specific duties apply only to tobacco and tobacco products. In addition a series of surcharges and indirect taxes are levied on imported goods, over and above the specific or ad valorem duties.

**Samples:** Dutiable only if of commercial value.

**Weights and Measures:** Metric system.

**Standards:** There is no testing organization such as the Canadian Standards Association in Morocco. European (French) standards are generally used.

**Radio and Television:** Radio and television are owned and controlled by the State. In 1977 there were 1.6 million radio receivers and 500,000 television sets.

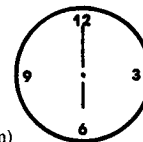
**Motor Vehicles:** European cars such as Renault, Opel, Simca, Fiat are more adapted to the Moroccan roads than the American cars. In 1976 there were 347,000 passenger cars and 145,000 trucks and buses in use in Morocco.

**Electricity:** Electricity is supplied throughout the country at 50 cycles a.c. However, voltages vary between 110 and 220 volts from one area to another.

**Petroleum Products:** Morocco imports 70% of its energy requirements in the form of crude oil.

# Netherlands

If Noon E.S.T.



6:00 p.m.  
(Amsterdam)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Western Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0T5

Commercial Counsellor  
Canadian Embassy  
Sophialaan 7, The Hague  
Netherlands

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 37,000 square kilometres.

**Population:** (Jan/78) 13.9 million. 679,140 private residential dwellings; 3,006,980 multiple dwellings.

**Climate:** Temperate.

**Language:** Dutch; English extensively used in business.

**Capital:** Amsterdam, seat of government, The Hague.

**Marketing Centres:** Amsterdam 738,500; Rotterdam 601,000; The Hague 421,000.

**Chief Ports:** Rotterdam and Amsterdam.

**Currency:** Florin or guilder; \$1/Fls. — Cdn.\$0.5826 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign Exchange freely available for all imports; very few commodities subject to import licensing.

**Income:** 1977 — Net national income at market prices Fls. 258 million. Per capita income Fls. 18,500.

**Economy:** Important primary and secondary industries; well-developed agriculture; natural resources consisting of natural gas and salt. Rotterdam, largest port in the world, handles extensive quantities of goods destined for transshipment to Western European countries.

**Total Imports:** 1977 — Fls. 111.9 billion.

**Chief Imports:** (1977 percent). Fuel 23; food, drink, tobacco 17; metals and minerals 12; vehicles and transport equipment 10; chemicals and pharmaceuticals 9.8; non-electrical machinery 9.6; textiles and footwear 9; electrical machinery and appliances 8.

**Chief Suppliers:** Other E.E.C. countries, U.S.A.

**Value of Imports from Canada:** 1977 — \$511.2 million.

**Chief Imports from Canada:** (1977) Iron ores & concentrates, cereals, wood pulp, oilseeds & meal, asbestos, sulphur & other crude non-metallic minerals, newsprint, paperboard & other papers, organic chemicals, petroleum & coal products, ferro

alloys, office machines and equipment, aircraft parts machinery & equipment.

**Total Exports:** 1977 — Fls. 107.2 billion.

**Chief Exports:** (1977 percent) Food, drink, tobacco 24; fuel 23; chemicals and pharmaceuticals 18; metals and minerals 11; electrical machinery and appliances 9; non-electrical machinery 8; textiles and footwear 6, vehicles and transport equipment 5.

**Chief Markets:** Other E.E.C. countries (approx. 71%); U.S.A.

**Value of Canadian Purchases:** 1977 — Cdn.\$109.5 million.

**Chief Canadian Purchases:** (1977) Chemicals, food products including cocoa & chocolate, alcoholic beverages, organic chemicals, textiles, non-ferrous metals and alloys, machinery for food, beverages, tobacco, plastics and chemical industries, natural and synthetic gemstones, telecommunication and electronic equipment, medical & pharmaceutical products, office machines & equipment.

**Prices:** Quote in Canadian dollars or Netherlands florins, preferably C.I.F. Netherlands port.

**Credit Terms:** Usually sight or 30, 60 or 90 days.

**Taxes:** It is impossible to give a complete survey of fiscal regulations in this booklet, and it is advisable to consult competent tax consultants before making final decisions regarding direct investments abroad.

**Samples:** Dutiable only if of commercial value; travelers' samples are also free, provided they are recognizable as samples. A bond may be required by Customs.

**Standards:** Official approval mandatory for gas, electrical and water supply appliances. Approval organizations are: Gas: Gasinstituut V.E.G., Wilmersdorf 50, P.O. Box 137, Apeldoorn, Phone (055) 23.08.08. Electrical: N.V. Kema, Utrechtseweg 310, Arnhem. Water Supply: N.V. Kiwa, Sir Winston Churchill-laan 273, Rijswijk.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric and Whitworth, with trend toward elimination of latter. North American SAE used only when supplied with machines. All screw thread is right hand.

**Trade Agreements:** Exchange of most-favoured-nation treatment with Canada. Member of European Economic Community.

**Radio and Television:** (Sept. 1978): Registered holders of television receivers 3,694,000. Registered radio holders 223,000. TV (625 lines per picture) and broadcasting facilities are both publicly and privately owned.

**Motor Vehicles:** (Registrations in 1977): Passenger vehicles 500,059; commercial vehicles 51,873; motorcycles and scooters 17,119.

**Water Supply:** Water supplied by waterworks is safe to drink; average pressure is three atmospheres; mineral content varies with district; hardness ranges from 0.44 to 30 german degrees.

**Electricity:** 50 cycle a.c. 220/380 volts. Single-or-three phase systems are available. Cost is approximately

Cdn.\$0.09 per twk. for domestic use. Average cost for industrial consumer is Cdn.\$0.06. A grounding conductor in the electrical cord is required for appliances to be used in places where moisture is liable to develop. The distribution system has no ground wire. In 1977 total production was 55.8 million twk.

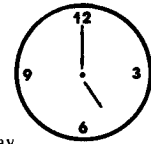
**Coal:** All types available. No domestic production.

**Gas:** Natural gas and LPG available. Manufactured gas virtually discontinued. 1977 production totalled 100.6 billion cubic meters. Estimated reserves are about 2300.5 billion cubic meters. Thermal content is 8,400 kilocalories at 0° Celsius. Distribution is by main station to gasworks through pipelines. There are 4 million consumers. Cost of natural gas ranges from Cdn.\$0.13 to Cdn.\$0.15 per cubic meter depending on consumption.

**Petroleum Products:** All kinds of lubricating and fuel oils, gasoline etc. are available. Local production in 1977 totalled 1.4 million metric tons. Net imports of crude oil in 1977 totalled 57.8 million tons. All large oil companies have refineries in Rotterdam and Amsterdam.

# New Zealand

If Noon E.S.T.



5:00 a.m.  
following day  
(Wellington)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Pacific Division,  
Pacific, Asia and  
Africa Bureau, or  
Ottawa, Ontario  
K1A 0H5

Commercial Counsellor  
Canadian High Commission  
P.O. Box 12-049  
Wellington North  
ICI Building, 3rd Floor  
Molesworth Street  
Wellington, New Zealand

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox.

**Area:** 103,736 square miles.

**Population:** (Dec. 1977 — millions) North Island 2.3; South Island .8. In 1976, there were 923,000 households.

**Climate:** Temperate and generally equable. The seasons are opposite to the Northern Hemisphere and seasonal differences are not great. There are no extremes in temperature and rainfall is evenly spaced.

**Language:** English.

**Capital:** Wellington.

**Marketing Centres:** (Dec. 1977) Auckland 800,000 (Metropolitan area); Wellington 590,000; Christchurch 320,000; Hamilton 150,000; Dunedin 120,000.

**Chief Ports:** Auckland, Wellington, Lyttelton (Christchurch), Port Chalmers (Dunedin).

**Currency:** NZ\$1.00 equals Cdn.\$1.1913 (Aug/79).

**Foreign Exchange and Import Controls:** All remittances to overseas countries are controlled by the Reserve Bank under the Exchange Control Regulations, 1965. Trading banks have been authorized, by the Reserve Bank, to remit money overseas in payment for imports provided: an import licence carrying an exchange availability is held; or the goods have been exempted from the licensing regulations; and in both cases, a full set of shipping documents is produced. While approximately two-thirds of the value of imports is free from import controls, import licences are imposed on a wide range of goods both for protection of domestic industry and for foreign exchange control.

**Income:** GNP (Mar 1977) NZ\$12.8 billion. Average weekly earnings (Apr. 1978); male NZ\$156; female NZ\$97.

**Economy:** Traditionally based on agriculture and forestry, though recent strong growth in mining and industrial sectors. Heavily dependent on agricultural exports.

**Total Imports:** (June 1978) NZ\$3.001 million.

**Chief Imports:** (Millions NZ\$) Machinery & transport equipment 938.2; manufactured goods 617.8; mineral fuels & lubricants 466.2; chemicals 417.4; misc. manufactured articles 215.1; crude materials 119.9; food & live animals 151.1; commodities not classified elsewhere 31.2; beverages & tobacco 29.5; animal & vegetable oils & fats 15.0.

**Chief Suppliers:** (Millions NZ\$) Australia 652.0; U.K. 527.6; U.S.A. 420.0; Japan 389.7; Middle East Countries 237.3; West Germany 120.9; Canada 72.3.

**Value of Imports from Canada:** 1978 — Cdn.\$72.3 million.

**Chief Imports from Canada:** Power boilers & parts 13.7; sulphur 8.0; steel 3.1; plastic film & sheet 3.0; asbestos 2.6; salmon canned 1.3.

**Total Exports:** (June 1978) NZ\$3.134 million.

**Chief Exports:** (Millions NZ\$) Meat & meat preparations 764.9; wool 579.6; dairy products 449.7; pulp & paper 147.4; hides & skins 144.2; fruit & vegetables 76.5; casein 60.5.

**Chief Markets:** (Millions NZ\$) U.K. 596.3; U.S.A. 438.9; Japan 435.5; Australia 408.3; Middle East Countries 103.1; Singapore 95.4; West Germany 90.5; Netherlands 73.8; Canada 73.4.

**Value of Canadian Purchases:** 1978 — Cdn.\$72.0 million.

**Chief Canadian Purchases:** (Dec. 1977) Beef, frozen, boneless 31.5; lamb, fresh or frozen 12.9; sausage casings 5.7; wool 5.2; casein 2.1; apples, fresh 1.5.

**Prices:** Prices should be quoted in New Zealand currency, both C.I.F. and F.O.B. Quotations in U.S. and Canadian dollars are also acceptable.

**Credit Terms:** Much of New Zealand's import trade is financed by sight drafts. It is not usual to insist on irrevocable letters of credit. It is recommended not to grant more liberal terms than 90-day documents against acceptance unless a longer period is clearly justified.

**Taxes:** Sales tax, when applicable, generally is 20 percent. A large number of products, including such items as food, clothing, footwear and many household goods, are exempt from the tax. All machinery, except that used in dairying, agriculture, farming, forestry, fisheries and certain essential public services, is subject to a 10 percent sales tax. The tax is applied at the wholesale level on domestic goods. On imported goods the basis for the sales tax is the duty paid value plus an advance of 25 percent.

**Samples:** New Zealand is a contracting party to the International Convention to facilitate the importation of commercial samples. Importation is allowed in accordance with the terms of the convention. Import licenses are not required for trade samples which are sent free of charge or of a value not exceeding NZ\$20, and are not for resale.

**Standards:** Official approval is mandatory for electrical and fuel appliances. Other goods such as electrical equipment, boilers, pressure vessels and lifting machinery must conform to certain New Zealand safety regulations.

**Weights and Measures:** Metric.

**Screw Thread:** Whitworth right hand.

**Trade Agreements:** Canada's trade relations with New Zealand are governed by the Canada-New Zealand

Trade Agreement of 1932 and the Canada-New Zealand Exchange of Letters signed July 26, 1973 which provide for the exchange of preferential tariff treatment and the binding of certain rates of duty. The exchange of letters serves as a new legal framework and provides for the continuance of preferential tariffs which were derived from Canada's and New Zealand's respective bilateral preferential trade agreements with the United Kingdom.

**Radio and Television:** Black & white sets 470,000; 625 lines per inch. Colour sets 380,000, 625 lines per inch.

**Motor Vehicles:** (Dec. 1977) 1,210,238.

**Water Supply:** Safe to drink; average pressure 270 feet.

**Electricity:** Domestic supply 230v (3-phase & neutral) 50kz; industrial supply 11kv (3-phase); industrial supply 400v (3-phase & neutral); (Dec. 1976 — millions generation kwh) — hydro 16,873; thermal 1,926; geothermal 1,272.

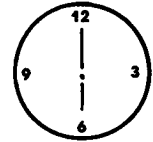
**Coal:** (Dec. 1977 — million tons) Production 2.25; declined from 2.48 (year 1976).

**Gas:** (Dec. 1977 — million megajoules) Production 59.5; increased from 37.2 (year 1976).

**Petroleum Products:** All types available; relies heavily on imports to meet domestic demand.

# Nigeria

If Noon E.S.T.



6:00 p.m. (Lagos)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques

Toronto: First Canadian Place (P.O. Box 5)

Winnipeg: 335 Main Street

Calgary: Suite 200, 808 — 1st Street, S.W.

Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle

East Division

International

Bureau,

Ottawa, Ontario

K1A 0H5

Canadian High Commission

P.O. Box 851

New Niger House 1/5

Odunlami Street

Lagos, Nigeria

**Personal Requirements for Canadians:** Visa: Required. Inoculations: Smallpox, yellow fever, cholera; visitors are advised to take anti-malaria pills commencing two weeks prior to arrival.

**Area:** 356,669 square miles.

**Population:** (1978 estimate) 100 million.

**Climate:** Tropical, with a rainy season extending approximately from April to October and a dry season from November to March. Average temperature in the southern part about 29°C, with a high humidity content all year around.

**Language:** English is the official and commercial language, but Yoruba is also widely spoken in the Lagos areas, Ibo in the east and Hausa in the north.

**Capital:** Lagos.

**Marketing Centres:** Lagos 3,500,000, Port Harcourt, Kano, Ibadan, Kaduna.

**Chief Ports:** Lagos/Apapa, Port Harcourt, Warri.

**Currency:** The unit of currency is the Naira which is divided into 100 Kobo. One Naira equals Cdn. \$2.0426 (Aug/79).

**Foreign Exchange and Import Controls:** Under current foreign exchange regulations application must be made to the Nigerian Government for the release of foreign currency. Once approved, it is normally possible for importers to obtain irrevocable letters of credit fully guaranteeing payment in U.S. Dollars or Sterling. Practically all goods are subject to import duty, some are under absolute prohibition and others can only enter the country under specific import licence. Canadian exporters should make absolutely sure that their importers have obtained this licence before shipping.

**Income:** GDP (1977/78 — GNP U.S.\$31 billion. Income per capita U.S.\$400.

**Economy:** Its exceptionally diversified agricultural sector, growing industrial base and mineral wealth (particularly in petroleum) combine to give Nigeria the best prospects for sustained growth of any African country. Overall rate of growth estimated at 3-5% in 1978.

**Total Imports:** 1977 — U.S.\$9,765 million. 1976 — U.S.\$7,810 million.

**Chief Imports:** 1976 — Machinery and transport equipment; chemicals; wheat; sugar; milk.

**Chief Suppliers:** (1976 — percent) U.K. 24; West Germany 16; U.S.A. 10; Japan 9.5.

**Value of Import from Canada:** 1977 — Cdn.\$31.5 million; 1976 — Cdn.\$32.3 million.

**Chief Imports from Canada:** (1977 — million Cdn.\$) Aluminum 7.1; asbestos 4.9; construction machinery 3.3; wheat 2.0.

**Total Exports:** 1977 U.S.\$12,400 million. 1976 U.S. \$9,830 million.

**Chief Exports:** 1976 — Crude petroleum, cocoa beans, palm kernels, tin metal.

**Chief Markets:** (1976 — percent) U.S.A. 35; U.K. 10; Netherlands 10; France 9; West Germany 7.

**Value of Canadian Purchases:** 1977 — Cdn.\$37.5 million. 1976 — Cdn.\$155.8 million.

**Chief Canadian Purchases:** (1977 — million Cdn\$) Crude petroleum 37.4; cocoa beans .06.

**Prices:** Prices should be quoted FOB or preferably C&F Lagos/Apapa (or an alternative port if requested) in Canadian dollars, U.S. dollars or pound sterling. By decree, insurance must be taken out locally by the importer.

**Credit Terms:** Payments for imports can be approved by the commercial banks on a routine basis provided that the applications are supported by a shipper's bill of lading, certified invoices and a copy of the specific import licence (when appropriate) and provided that the request is made no more than nine months from the date of the goods entry into Nigeria. The appropriate customs bill of entry must be provided to the commercial bank within ninety days thereafter.

**Samples:** If clearly of no commercial value, no duty is payable. Customs must be satisfied at the time of importation that the goods are to be used solely for soliciting orders for goods of a kind represented by the samples.

**Weights and Measures:** On Jan. 1, 1973 the country converted to the metric system superseding the system of Imperial weights and measures.

**Trade Agreements.** Member of GATT. There is no bilateral trade agreement. Canada extends preferential tariff treatment to Nigeria and receives most-favoured-nation treatment in return.

**Radio and Television:** Radio is controlled and owned by the federal and state governments. A national TV network was established in 1975 and the main stations are in Lagos, Benin, Kaduna, Sokoto, Maiduguri and Jos. In 1977, there were an estimated 5.2 million radio and 106,000 TV sets in use.

**Motor Vehicles:** In 1976, there were 281,000 passenger cars and 194,000 trucks and buses in use.

**Water Supply:** Drinking water must be boiled. The importation of bottled water has been prohibited as a luxury item.

**Electricity:** Industrial electrical supply is 380/400 volts, 3-phase, 50 cycles a.c. Domestic supply is 230/240 volts, single-phase, 50 cycles a.c.

**Coal:** 237,000 long tons produced in 1976.

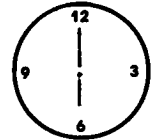
**Gas:** Extensive reserves of associated and non-associated natural gas, much of which is being flared.

**Petroleum Products:** At the end of 1977, Nigeria, a member of OPEC since 1971, ranked 6th largest exporter and 8th largest producer of oil in the world. The average daily production in late 1978 was 2.1 million bpd. Petroleum accounted for 91% of export earnings and 76% of total government revenue in 1978.



# Norway

If Noon E.S.T.



6:00 p.m. (Oslo)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe Commercial Division  
Division, or Canadian Embassy  
European Bureau, Postuttak  
Ottawa, Ontario Oslo 1, Norway  
K1A 0H5

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not normally required.

**Area:** 125,096 square miles including Svalbard and Jan Meyen.

**Population:** (1976) 4.0 million. Households (1977) 1.63 million units.

**Climate:** West coast has temperate wet winters and comparatively cool summers. The interior has cool winters and warm summers.

**Language:** Norwegian; correspondence preferred in English, but German or French acceptable.

**Capital:** Oslo.

**Marketing Centres:** Oslo, Bergen, Trondheim, Stavanger.

**Chief Ports:** Oslo, Bergen, Trondheim, Stavanger.

**Currency:** Krone. One krone equals Cdn.\$0.2316 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign exchange is readily available; a licence is required for some agricultural and textile goods.

**Income:** (1977) NDP Kr 160,714 million; per capita Kr 39,839. Average hourly wage for men in industry Kr 34.82 (Dec/1977).

**Economy:** The most important sector is offshore petroleum with associated activities. Rate of economic growth (GDP) 4.1% (1977).

**Total Imports:** (1977 — millions Cdn.\$) 13,716.

**Chief Imports:** (1977 — millions Cdn.\$) Ships, vessels 2068, petroleum and products 1382, road vehicles 952, general industrial machinery 665, metal manufacturers 593, special industrial machinery 59, electrical machinery and apparatus 542, iron and steel 502.

**Chief Suppliers:** (1977 — millions Cdn.\$) Sweden 2468, West Germany 2038, U.K. 1677, Japan 998, U.S.A. 837.

**Value of Imports from Canada:** 1977 — Cdn.\$223 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Nickel Matte 139.6, metal ores 24.9, wheat 20.4, rapemeal 3.6, seal skins 2.2.

**Total Exports:** (Preliminary 1977 — millions Cdn.\$) 9,288.

**Chief Exports:** (1977 — millions Cdn.\$) Ships, boats 1,760, petroleum and products 1,457, non-ferrous metals 982, pulp and paper 589, fish products 573.

**Chief Markets:** U.K., Sweden, West Germany, Denmark, U.S.A.

**Value of Canadian Purchases:** 1977 — Cdn.\$69.8 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Nickel anodes 10.7, ferro-manganese 4, ships 3.9, electric furnaces 3.3, parts for ships 3.1, marine diesel engines 3.

**Prices:** Quote in either Canadian or U.S. dollars, preferably C.I.F. Norwegian port.

**Credit Terms:** Preferred terms are 30 days from receipt of goods or cash against documents. Generally importers will not deal on letter of credit terms.

**Taxes:** 20% added value tax.

**Samples:** Samples with no commercial value are admitted duty free; others may be imported under an A.T.A. carnet.

**Standards:** Official approval is necessary for gas, electrical and other fuel appliances. Electrical: Norges Elektriske Materieellkontroll (NEMKO), Gaustadalleen 30, Blindern, Oslo 3. Gas and others: Sprengstoffinspeksjonen, N. Lang Gate 20, 3100 Tonsberg.

**Weights and Measures:** Metric system.

**Scrw Thread:** Metric, Whitworth, North American SAE, UNC small head, UNF. Mostly right hand.

**Trade Agreements:** Most-favoured-nation tariff treatment extended to Canadian goods. Norway is a member of the European Free Trade Association

and has signed an industrial Free Trade Agreement with the EEC.

**Radio and Television:** Radio — 1.3 million registered licences (1976). No registered licences required after that year. Television — 1.1 million registered licences (1977) of which 450,000 are colour. 625 lines per picture. Broadcasting facilities are publicly owned.

**Motor Vehicles:** Private cars 1.1 million, commercial vehicles 153,200, tractors and special vehicles 118,830, motorcycles 137,830, trailers 243,505 (Dec/1977).

**Water Supply:** (Oslo) safe to drink. Average pressure is 70 pounds per square inch.

**Electricity:** (Oslo) 50 cycle variation plus or minus 2%. 230 volts variation plus or minus 5%. Three-phase system. Average cost Oslo household, 7.4 ore kwh

plus Kr 167 per annum plus 22% VAT. Price of industrial power presently varies due to readjustment of new contracts. A grounding connector is required in the electrical cord attached to appliances except those of Class II (extra insulation or double insulated appliances).

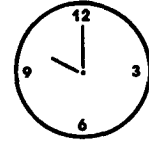
**Coal:** Anthracite, gas and cooking coal and steam coal are usually available. Coke industrial consumption 41,300 tons (1976). Coal production 524,729 tons (1976).

**Gas:** Manufactured town gas available in Oslo. (LPG is delivered in steel bottles or tank lorries.) Thermal content 4,400 K cal/Nm<sup>3</sup>. Operating pressure about 100 mm water gauge.

**Petroleum Products:** All grades of oil products are available. Production and reserves figures are classified for defense purposes.

# Pakistan

If Noon E.S.T.



10:00 p.m.  
(Karachi)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Asia Division, Pacific, Asia and Africa Bureau, or  
Ottawa, Ontario K1A 0H5  
Commercial Secretary  
Canadian Embassy  
P.O. Box 1042  
Diplomatic Enclave  
Ramna 5  
Islamabad, Pakistan

**Personal Requirements for Canadians:** Visa: Not required. Inoculations: Smallpox, cholera, yellow fever if arriving from any African country except Egypt. TABT, recommended but not mandatory.

**Area:** 803,943 kilometres.

**Population:** (1978 est.) 75 million.

**Climate:** Tropical for most of the year. Average temperature; Karachi — mean high 34°C, humidity varies on an average from 60% in December and January to 90% in the warmer months. Rainfall in Pakistan averages 5 inches a year.

**Language:** Urdu. Virtually all business correspondence is carried on in English.

**Capital:** Islamabad.

**Marketing Centres:** Karachi, Lahore, Hyderabad and Faisalabad.

**Chief Port:** Karachi.

**Currency:** Rupee; one rupee equals Cdn.\$0.1181 (Aug/79).

**Foreign Exchange and Import Controls:** Import licences required for all items except government imports.

**Income:** GNP fiscal year ended June 30, 1977 estimated at U.S.\$15.1 billion; per capita GNP U.S.\$170.

**Economy:** Mainly dependent on agricultural produce, raw cotton, hides, skins and rice. Cotton textile production is the largest industry sector. Remittances from expatriate workers has become largest source of foreign exchange earnings.

**Total Imports:** 1976/77—U.S.\$2,324 million; 1975/76 — U.S.\$2,020 million.

**Chief Imports:** Fertilizers, aircraft petroleum, grains, vegetable oils, tea, iron and steel products and industrial raw material.

**Chief Suppliers:** (1976/77 — U.S.\$ millions). Middle East (petroleum and fertilizer) 420; U.S. 393; Japan 329; U.K. 186; West Germany 146.

**Value of Imports from Canada:** (1976/77 — millions Cdn.\$) 51.

**Chief Imports from Canada:** (1976 — Percent) copper 13, radioactive elements and isotopes 8, wheat 8, asbestos 6.5.

**Total Exports:** 1976/77 — U.S.\$1,129 million, 1975/76 — U.S.\$1,125 million.

**Chief Exports:** (1976/77 — Cdn.\$ millions) Rice 247, cotton cloth 160, cotton yarn 117, carpet and rugs 91, tanned leather 64, raw cotton 29.

**Chief Markets:** (1976/77 — Cdn.\$ millions) Middle East 356, Japan 92, U.K. 80, Hong Kong 71, West Germany 64, U.S.A. 58.

**Value of Canadian Purchases:** 1976/77 Cdn.\$7 million; 1975/76 \$8 million.

**Chief Canadian Purchases:** Print cloth and sheeting, cotton duck and allied fabrics, cotton T-shirts.

**Prices:** Quote in Canadian or U.S. dollars.

**Credit Terms:** Sight to 180 days, depending upon various factors. Payment against irrevocable and confirmed letters of credit.

**Taxes:** All goods imported are subject to import duties and sales tax unless otherwise exempted.

**Samples:** Bona fide samples of C.I.F. value below \$100 permitted, if provided free of charge and samples from all sources for a registered importer do not exceed this amount in any one year. Samples of no commercial value admitted duty free; duty on dutiable samples is refundable under certain conditions.

**Standards:** Official approval is not mandatory for gas, electrical or other fuel appliances.

**Weights and Measures:** Metric system came into full effect on January 1, 1979.

**Screw Thread:** Right-hand, Whitworth.

**Trade Agreements:** Pakistan, a member of GATT, exchanges most-favoured-nation treatment with Canada.

**Radio and Television:** (1975/76) 6 million radios and 1 million television sets.

**Motor Vehicles:** Approximately 400,000 vehicles including buses, trucks, and cars.

**Water Supply:** Reported safe to drink in towns, although it is wise to boil it. Water pressure differs from place to place as does the mineral content.

**Electricity:** 50 cycle a.c. and d.c., 180/220 volts. A three-phase system is used. A ground conductor is required in the electrical cord attached to an appliance, and the distribution system has a ground wire.

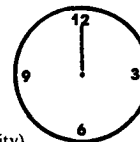
**Coal:** Production for fiscal year ending June 20, 1976 was 1,120,000 tons.

**Gas:** According to 1977 official estimates, the total proven reserves of natural gas in Pakistan are 16.26 trillion cubic feet (TCF) excluding Dhodak. The largest gas reservoir (8.62 TCF) is at Sui. The recently discovered oil field at Dhodak is estimated to have a gas reserve of 4.5 TCF. The total purification capacity is 596 MMCFD of which the Sui field accounts for 475 MMCFD. The 1976 gas consumption survey reveals a total of 282,379 gas consumers (272,651 domestic, 8,103 commercial and 1,628 industrial).

**Petroleum Products:** In 1977/78 production of crude oil is estimated at 548,000 tons or 10,319 BPD.

# Panama

If Noon E.S.T.



Noon  
(Panama City)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America Division,  
Western Hemisphere Bureau,  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Canadian Embassy  
Apartado Postal 10303  
San Jose, Costa Rica

**Personal Requirements for Canadians:** Visa: Required if stay exceeds 30 days. Inoculation: Smallpox; cholera and yellow fever recommended.

**Area:** 29,201 square miles excluding Canal Zone.

**Population:** (1977 census) 1.7 million.

**Climate:** The climate is tropical, temperatures usually ranging from 24°C at night to 34°C by day, all the year round. Heavy rainfall in October and November.

**Language:** Spanish; But English is widely understood. English or Spanish sales literature acceptable but Spanish is preferred.

**Capital:** Panama City.

**Marketing Centres:** Panama City, Colon.

**Chief Ports:** Pacific coast: Balboa; Atlantic coast: Cristobal, Puerto Armuelles and Colon.

**Currency:** Balboa (B), subdivided into 100 cents, which is equivalent to the U.S. dollar. United States currency circulates freely in the Republic, as does Panamanian currency in the Canal Zone. There is no Panamanian paper money; only coins. One Balboa equals Cdn.\$1.1650 (Aug/79).

**Foreign Exchange and Import Controls:** Panama enjoys an open economy, with low tariffs and taxes and freedom from exchange controls.

**Income:** 1972 GDP — U.S.\$1,222 million; GDP/capita U.S.\$803.

**Economy:** Although Panama has an adverse balance of trade (mainly with the United States due to the heavy import of consumers' goods), the country is able to balance its budget and maintain a relatively high standard of living, because of direct and indirect revenue from the Canal and registration fees paid by merchant ships registered under Panama's flag of convenience. Panama has become increasingly important as an international banking centre in recent years. Panama is principally an agricultural country producing rice, maize, coffee, citrus, sugar and coconut. The raising of livestock, cattle, pigs and poultry has increased considerably in recent years. Increased sugar production and mining

of large copper deposits will strengthen the economy in future years. Tourism is an important source of income for Panama.

**Total Imports:** 1976 — U.S.\$772 million; 1975 U.S.\$815 million.

**Chief Imports:** (1976 percent) Miscellaneous manufactured products 30.0; mineral, fuels and lubricants 17.4; chemical 9.0; food 8.7; road motor vehicles and parts 7.8.

**Chief Suppliers:** (1976 percent) U.S.A. 31.0; Ecuador 18.8; Venezuela 8.2; Colon Free Zone 7.9; Japan 5.2; Saudi Arabia 3.9; Costa Rica 2.2.

**Value of Imports from Canada:** 1976 — Cdn.\$18.0 million; 1975 — Cdn.\$16.9 million.

**Chief Imports from Canada:** (1976 thousands Cdn.\$) Corrugating container board 2,553; pharmaceutical products 1,569; newsprint 1,520; steel sheets 1,412; antibiotics 1,327; liner boards 722.

**Total Exports:** 1976 U.S.\$226 million; 1975 U.S.\$280 million.

**Chief Exports:** (1976 percent) Petroleum products 29.3; bananas 27; shrimp 14.8; sugar 11.6.

**Chief Markets:** (1976 percent) U.S.A. 56; Colon Free Zone 12.3; Puerto Rico 3.5; Netherlands 2.7.

**Value of Canadian Purchases:** 1976 — Cdn.\$4.7 million; 1975 — Cdn.\$5.6 million.

**Chief Canadian Purchases:** (1976 thousands Cdn.\$) Bananas 2,062; tuna 1,677; shrimp 491; perfumes 331.

**Prices:** Quotations should be in U.S. dollars C.I.F. Cristobal or Balboa, but F.O.B. price at port of shipment should also be included to enable respective purchasers to calculate customs.

**Credit Terms:** Ordinary terms are sight draft or 30 days sight draft attached to documents, but in some lines, 60, 90, or 120 days credit is given.

**Samples:** Samples of no commercial value are admitted free of duty provided they are unusable. Jewellery, tobacco in all forms, alcoholic beverages, pencils, pens, rulers, blotters, penknives, matches, ashtrays and other similar articles are not included in this concession and are always dutiable. Samples of value are subject to duty and may be imported temporarily under a bond or cash deposit for the amount of the duties, subject to re-exportation within six months from date of entry.

**Weights and Measures:** Metric System.

**Trade Agreements:** Exchange of most-favoured-nation treatment with Canada. Under a tripartite arrange-

ment with Costa Rica and Nicaragua, certain goods traded between these countries enjoy free trade or preferential treatment.

**Radio and Television:** 1970 — 500,000 radios; 157,000 televisions.

**Motor Vehicles:** 66,464 motor vehicles.

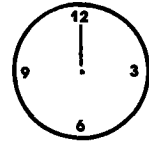
**Water Supply:** The water is safe to drink; it varies from hard to soft according to region.

**Electricity:** Domestic 110 volts, 3-phase 60 cycle a.c.; industrial 220 volts 60 cycles a.c. Plug fittings: flat 2 pin (U.S. type), lamp fitting screw type.

**Coal:** None is produced in the country.

# Peru

If Noon E.S.T.



Noon (Lima)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Latin America Division,  
Western Hemisphere Bureau,  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Canadian Embassy  
Casilla 1212  
Lima, Peru

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox.

**Area:** 506,000 square miles.

**Population:** 16.6 million.

**Language:** Spanish; sales literature in Spanish important.

**Climate:** Dry and moderate on coast, cool in mountains, tropical in jungle.

**Capital:** Lima.

**Marketing Centres:** Lima including Callao 4.3 million, Arequipa 410,000, Trujillo 360,000, Iquitos 150,000.

**Chief Ports:** Callao, Mollendo, Matarani, Salaverry, Paita, Chimbote, Iquitos (Atlantic via Amazon River).

**Currency:** Sol. One sol equals Cdn.\$0.0073 (Aug/79) and subject to continuing devaluation.

**Foreign Exchange and Import Controls:** Due to present economic situation and numerous changes in policy, it is suggested up-to-date information be obtained at time of transaction.

**Income:** Per capita GNP is estimated at \$830.

**Economy:** In 1977-78 Peru's military government was facing its most serious balance of payments difficulties since it took office in 1968. Imports continued to be disproportionately large and exports did not increase as planned, owing to persistently low international prices for the two major mineral exports, copper and zinc, and continued setbacks in the country's fish resources. The trade surplus in 1977 was not sufficient to help repay foreign loans raised to finance massive government sponsored investment in mining, refining and irrigation.

Austerity measures, which were introduced at the end of June 1976, were considered economically quite positive by the Peruvian Government. In February 1977, the Finance Minister approached the IMF for a stand-by loan of \$50 million. The IMF indicated that a tough package of new economic and financial measures had to first be adopted. Peru's international reserve position worsened in

mid-1977 (-\$1.1 billion), inflation was running at 3.2% per month, and large debt repayments came due. Peru decided to reopen negotiations with the IMF on November 18th, 1977 and signed an agreement wherein the IMF agreed to advance Peru a total of 90 million SDRS. Subsequently, after a review of Peru's progress in implementing the austerity package, the IMF refused in March to allow the drawdown of the second tranche of Peru's loan. Major international banks have also refused further loans. It is felt that negotiations will be reopened with the IMF. The budget for 1978 represents a nil increase over 1977. Anticipated revenues are expected to rise 40 - 55% due to both new and increased taxes and to inflation. Even with an increase of revenues of 40% over 1977, a deficit in the region of 80 billion sales is expected.

**Total Imports:** 1977 — U.S.\$2,164 million; 1976; U.S.\$2,100 million.

**Chief Imports:** (1977 percent) machinery and appliances 26; foodstuffs, fats and oils, beverages and tobacco 18; chemical and allied products 18.

**Chief Suppliers:** (Percent) U.S.A. 31.6; West Germany 12.5; Japan 7.5; Venezuela 5.0; Canada 3.8; Netherlands 3.4; U.K. 3.2.

**Value of Imports from Canada:** 1977 — Cdn.\$46.9 million; 1976 — \$50.1 million.

**Chief Imports from Canada:** Wheat, steel, newsprint, aluminum, woodpulp, machinery and equipment.

**Total Exports:** 1977 — U.S.\$1,726 million; 1976 — U.S.\$1,359 million.

**Chief Exports:** Copper, fish meal, zinc, silver, coffee, sugar, cotton, iron, lead and wood.

**Chief Markets:** (1976 percent) U.S.A. 25.7; Japan 13.1; U.S.S.R. 8.6, West Germany 7.1.

**Value of Canadian Purchases:** 1977 — \$37.5 million; 1976 — \$15.4 million.

**Chief Canadian Purchases:** Metal ores and concentrates, precious metals, coffee.

**Prices:** Prices should be quoted in U.S. dollars (C&F Callao).

**Credit Terms:**

1. Importation of capital goods for amounts not exceeding an FOB value of U.S.\$10,000 may be transacted under conditions agreed upon by the importers and purveyors.

2. Importation from one same purveyor for capital goods not exceeding an FOB value of U.S.\$10,000 shall be subject to the following rules:

(a) Agreement can be made for payments-on-account that do not exceed 20% of the FOB value of the capital goods to be imported.

(b) The balance of the FOB value of the capital goods to be imported shall be payable in uniformly periodic quotas; the amounts whereof shall also be uniform or of ascending value.

(c) The importation of capital goods whose FOB value exceeds U.S.\$1,000,000 shall be subject to prior consultation with the Board of Foreign Transactions in the Private Sector.

Credit for other goods is not a legal requirement, but is often necessary in this competitive market. In situations where the customer's credit standing is doubtful, however, suppliers should stipulate letter-of-credit terms rather than relying on cash against documents.

**Taxes:** Nearly all imports into Peru are subject to both specific and ad valorem duties. In addition, goods imported into Peru are subject to a maritime freight tax of 4% of the ocean freight charges and sales tax of 5%, 17% or 27% on the C.I.F. value. Certain foodstuffs, tobacco and unrefined minerals are exempt from the sales tax.

**Samples:** All samples must be accompanied by a customs declaration tag and a commercial invoice.

Samples, with the exception of fine jewellery, may be imported temporarily free of duty upon receipt of a bond equal to the full amount of the import duties and other applicable charges. Upon presentation of proof of exportation of the samples within 6 months, the bond will be cancelled.

**Weights and Measures:** Metric system.

**Screw Thread:** North American SAE in 95% of cases, otherwise metric.

**Trade Agreements:** Exchange of most-favoured-nation treatment with Canada.

**Radio and Television:** There are estimated 131 radio receivers per 1,000 population.

**Water Supply:** Not generally safe to drink. Pressure in Lima varies from 40 to 70 psi.

**Electricity:** 60 cycles a.c. 220 volts, single-phase for domestic use, three-phase for commercial and industrial. The voltage may be 10% above or below 220 volts; frequency may vary by 1%. A grounding conductor is not required in the cord attached to an appliance. The distribution system does not have a ground wire. Changes in the distribution system are proposed.

**Coal:** There are two potential coal developments in Peru, Alto Chicama with estimated reserves of 60 million tons and Oyon with reserves estimated at 42 million tons.

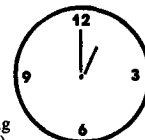
**Gas:** Undeveloped, though reserves exist.

**Petroleum Products:** Proved reserves in Peru at the end of 1977 amounted to 770M barrels, of which 537M are in the northern jungle area and 233M on the north west coast. Oil production has been increasing rapidly in the last years and in 1977 average production was 100,900 bpd.



# Philippines

If Noon E.S.T.



1:00 a.m. following  
day (Manila)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Asia Division, Pacific, Asia and Africa Bureau, 235 Queen Street Ottawa, Ontario K1A 0H5  
Commercial Division Canadian Embassy M.C.C. P.O. Box 971 Makati, Metro Manila (3117) Philippines

**Personal Requirements for Canadians:** Valid passport, visa. Inoculation: Smallpox and cholera.

**Area:** The Philippines, an archipelago of 7,100 islands encompasses 297,000 square kilometres. The country divides into three distinct geographic regions: Luzon, in the North (the largest island, 105,000 square kilometres); the Visayas Islands in the center; and Mindanao (95,000 square kilometres) in the South.

**Population:** (1977 estimate) 44.3 million with an annual growth rate of approximately 2.9%.

**Climate:** Tropical with mean temperatures: December to February 21°C, March to July 32°C, August to November 26°C. Humidity ranges from 65% to 90% and average rainfall is 260 centimeters. Luzon and the Visayas are subject to seasonal typhoons.

**Language:** Approximately 87 languages and dialects are spoken, however, one of the eight major languages, Tagalog, has been developed into a national language known as Filipino, spoken and understood by about 50% of the population. Filipino and English are both official languages. English is spoken widely in the capital and other business centers and most government and business publications, legal regulations and newspapers are published in English.

**Capital:** Manila.

**Marketing Centres:** (1977 estimate) Metro Manila 5.9 million; Cebu City 1.5 million; Davao City 1.7 million; Iloilo City 945,000.

**Chief Ports:** Manila, Cebu, Iloilo, Davao, Legaspi.

**Currency:** Philippine Peso. One peso equals Cdn. \$0.1625 (Aug/79).

**Foreign Exchange and Import Controls:** Foreign exchange is available at prevailing rates, subject to Central Bank regulations. All imports must be covered by letters of credit except transactions less than U.S.\$100. Import control is exerted through the Central Bank regulating terms and conditions under which letters of credit may be granted. Import controls, documentations, customs tariff, marking

and labelling; consult the Asia Division, Pacific, Asia and Africa Bureau, Department of Industry Trade and Commerce, Ottawa, or the Bank of Montreal.

**Income:** (1977 estimate) GNP at current prices P 150,-029 million; GNP in constant pesos (base year, 1972) P 77,804 million; per capita GNP at current prices P 3,376; in constant pesos (base year, 1972) P 1,728.

**Economy:** Primarily agricultural. This sector, including forestry, accounts for 31% of the net domestic product and employs 50% of the labour force. Of total land area, 41% is occupied by forests of which 2/3 are commercially exploitable. The industrial sector which includes mining accounts for 28% of the net domestic product. Mineral resources are extensive and include both metallic, precious and base and non-metallic minerals. Total mineral land is estimated at 20 million hectares of which 14 million have been geologically surveyed. The service sector; transport, communication and commerce account for the remaining 41% of NDP. Through the Board of Investments, the government is attempting to expand the country's manufacturing sector by encouraging foreign investment in labour intensive resource-based industries.

**Total Imports:** 1977 — U.S.\$3,915 million.

**Chief Imports:** (1977 — millions U.S.\$) Machinery and transport equipment 1,098.1; mineral fuels, lubricants and related materials, 1,045.7; chemicals and related products 477.3; cereals and cereal preparations 141.5.

**Chief Suppliers:** (1977 percent) Japan 25; U.S.A. 20; Saudi Arabia 8; Australia 4; Indonesia 4.

**Value of Imports from Canada:** 1977 — Cdn.\$75.8 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Wheat 31.3; milk powder 5.9; wood pulp 4.5; iron ore 4.4; trucks and chassis 3.6; telephone apparatus, equipment and parts 3.0.

**Total Exports:** 1977 — U.S.\$3,151 million.

**Chief Exports:** (1977 — millions U.S.\$) Sugar, sugar preparations and honey 670.6; metalliferous ores 540.6; animal and vegetable oils, fats and waxes 448.6; fruit and vegetables 318.1; wood and cork 263.6.

**Chief Markets:** (1977 percent) U.S.A. 35; Japan 23; Netherlands 9; West Germany 4; U.S.S.R. 4.

**Value of Canadian Purchases:** 1977 — Cdn.\$39.4 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Coconut and coconut oil 14.2; clothing, textiles and yarn 7.9; pineapple 4.7; lumber and wood products 1.7; chrome 1.4.

**Prices:** Quote in U.S. dollars C.I.F. Manila or other ports.

**Credit Terms:** Letter of Credit compulsory or financing approval by Central Bank.

**Taxes:** Non resident corporations and individuals are subject to a withholding tax of 15% and 30% respectively.

**Samples:** Unsaleable samples or those of no appreciable commercial value are exempt from import duties.

**Standards:** All foreign standards, such as BSA, CSA, VL and Japanese Industrial Standards Association are acceptable, provided they are compatible with United States standards. The Radio Approval Organization is: Radio Control Office, Department of

Public Works, Transportation & Communications, Delos Santos Building, Quezon Boulevard Ext., Quezon City, Metro Manila.

**Weights and Measures:** Metric system. U.S. Engineering Standards are generally used.

**Screw Thread:** Right hand metric and North American SEA predominate.

**Trade Agreements:** For purposes of customs tariff, Canada and the Philippines accord each other most-favoured-nation status. As well, the two countries have a double taxation agreement.

**Radio and Television:** 220 radio stations are active, although television receivers are uncommon except in Manila.

**Motor Vehicles:** (1977 estimate) 410,000 passenger cars and 325,000 commercial vehicles.

**Water Supply:** Normally safe to drink but can vary when pressure is low. Water is generally soft.

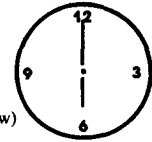
**Electricity:** 60 cycle a.c. 115/230 volts in Manila; elsewhere, normally 110/220 volts; single and three-phase. Total installed capacity in 1977 was 3,543 mw. There are 800 public and private utilities, the largest of which, the National Power Corporation, accounts for 76% of the total installed capacity.

**Coal:** Small but relatively insignificant deposits.

**Petroleum Products:** In 1979 the Philippines will begin to produce 10-15% of its petroleum requirements.

# Poland

If Noon E.S.T.



6:00 p.m. (Warsaw)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5  
Canadian Embassy  
Matejki 115  
Srodmiemie  
Warsaw, Poland

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Not Required.

**Area:** 313,390 sq. miles.

**Population:** 34.8 million.

**Climate:** Temperate, with hot summers and cold winters.

**Language:** Polish: German is a widely used technical language.

**Capital:** Warsaw.

**Marketing Centres:** Warsaw 1,500,000; Lodz 825,000; Krakow 710,000; Wroclaw 590,000; Poznan 50,000.

**Chief Ports:** Gdansk, Gdynia, Szczecin.

**Currency:** Zloty: 1 zloty equals Cdn.\$0.0409 (Aug/79).

**Foreign Exchange and Import Controls:** All transactions involving foreign exchange and the importation of merchandise are subject to control. The Ministry of Finance and Bank Handlowy control the authorization of foreign currency payments, while the Ministry of Foreign Trade authorizes imports via licences.

**Income:** Estimated at \$118.8 billion, \$3,413 capita.

**Economy:** Ambitious goals of the 1971-75 five-year plan resulted in an imbalance between demand and supply of consumer goods, and to a large external deficit with hard-currency countries. The 1976-80 Five-Year Plan seeks to correct these imbalances by scaling down growth and investment targets, by restructuring Poland's external trade with the industrialized economies and by shifting of resources toward enhancing production of consumer goods and in agriculture.

**Total Imports:** (1977) Approx. U.S.\$14.7 billion.

**Chief Imports:** Machinery, petroleum and products, metals and minerals, rolled products, bearings, chemicals, agricultural and food products.

**Chief Suppliers:** U.S.S.R., Czechoslovakia, East Germany, West Germany.

**Value of Imports from Canada:** (1978) Cdn.\$223.6 million.

**Chief Imports from Canada:** Wheat, barley, steel plate and shapes, pulp and paper industry machinery, power boilers, man-made fibres, raw hides and skins, asbestos, zinc ores and concentrates.

**Total Exports:** (1977) Approx. U.S.\$12.3 billion.

**Chief Exports:** Coal, textiles and apparel, machinery, chemical and pharmaceutical products, food products, fishing vessels.

**Chief Markets:** U.S.S.R., Czechoslovakia, East Germany, West Germany.

**Value of Canadian Purchases:** (1978) Cdn.\$73.6 million.

**Chief Canadian Purchases:** Footwear, textile fabrics, apparel, bicycles, steel (forgings, bars, plates, pipes, wire), towels and washclothes, fur skins, coal, canned hams.

**Prices:** Quote Canadian or U.S. dollars, F.O.B. If possible, prices C.I.F. Polish port should also be quoted.

**Credit Terms:** Credit is usually required for capital goods sales exceeding U.S.\$30,000. The terms offered by the Export Development Corporation are normally acceptable.

**Taxes:** Companies with commercial offices in Poland must pay taxes on profits made in Poland, as well as personal income taxes for their Western staff. Canada does not have a double taxation agreement with Poland.

**Samples:** Samples of no commercial value duty free. Samples of value should be mutilated and rendered unsaleable, otherwise they are dutiable. Valuable samples, advertising materials and professional equipment may be admitted duty free under cover of ATA carnet.

**Standards:** The purchasing Foreign Trade Enterprise is responsible for ensuring that imported equipment complies with Polish sanitary, safety and technical regulations, and any requirements normally are included in the contract.

**Weights and Measures:** Metric system.

**Screw Thread:** Standard metric.

**Trade Agreements:** Under Canada-Poland Convention of Commerce (1935) both countries exchange most-favoured-nation treatment. Poland has been a member of GATT since 1967.

**Radio and Television:** State-owned, radios 6.1 million, Television 6.9 million.

**Motor Vehicles:** 1.35 million passenger cars.

**Water Supply:** Chlorinated, rather hard.

**Electricity:** 220 volts (ground optional); 380 volts (fourth wire ground). Production: 109.4 billion kwh. (1977).

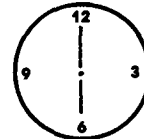
**Coal:** Types available: anthracite and lignite. Production (1978) was 192.6 million tons of hard coal and 41 million tons of lignite. The 1979 plan calls for output of 200.4 million tons of hard coal. Total coal exports in 1978 amounted to some 25 million tons.

**Gas:** Production in 1977 amounted to 7,296 million cubic metres.

**Petroleum Products:** In 1978 17.0 million tons of petroleum were processed and this is slated to increase by about two per cent in 1979. Gasoline maximum octane is 94.

# Portugal

If Noon E.S.T.



6:00 p.m.(Lisbon)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Western Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5

Commercial Secretary  
Canadian Embassy  
Rua Rosa Araujo 2  
7th Floor  
Lisbon 2, Portugal

**Personal Requirements for Canadians:** Visa: Not required for Continental Portugal. Inoculation: Smallpox required.

**Area:** Continental Portugal 91,632 square kilometers (includes Madeira and the Azores).

**Population:** (1977) 9.7 million.

**Climate:** Average temperature very mild, relatively high during summer, although moderated by proximity to Atlantic Ocean.

**Language:** Portuguese; Spanish and French acceptable. Sales literature in Portuguese if at all possible.

**Capital:** Lisbon.

**Marketing Centres:** Lisbon, Porto, Setubal, Coimbra, Braga.

**Chief Ports:** Lisbon, Leixoes/Porto, Setubal, Funchal (Madeira), Ponta Delgada (Azores).

**Currency:** Escudo. One escudo equals Cdn.\$0.0252 (Aug/79).

**Foreign Exchange and Import Controls:** Exchange permits are required for most products.

**Income:** (1977) GDP U.S.\$16.5 billion. Per capita U.S.\$1,850.

**Economy:** Agriculture, forestry, mining, fishing, wine, textiles, edible oils, soap, cement and building material production, timber and forest based.

**Total Imports:** 1977 — Cdn.\$4.5 billion.

**Chief Imports:** (1977 percent) Machinery and equipment, electric apparatus 16; mineral products 16; vegetable products 11; transport equipment 10; metal and metal products 10; industrial chemicals and by-products 8.7; textile raw materials and finished products 8.4; raw plastics, artificial resins, rubber 4.4; food products 3.5; livestock and other animal products 3.4.

**Chief Suppliers** (1977 percent) West Germany 12.4; U.K. 10.5; U.S.A. 10.2; France 8.

**Value of Imports from Canada:** 1977 — Cdn.\$34.1 million.

**Chief Imports from Canada:** (1977 millions Cdn.\$) Copper shaper 6; raw hides 3.9; asbestos 2.8.

**Total Exports:** 1977 — Cdn.\$1.8 billion.

**Chief Exports:** (1977 percent) Textile raw materials and finished products 26; food products 13; machinery and equipment, electric apparatus 11; lumber, cork, finished products 11; pulp and paper 7; metal and metal products 5; industrial chemicals and by-products 4.8.

**Chief Markets:** (1977 percent) U.K. 18.4; West Germany 11.8; France 7.9; U.S.A. 6.7.

**Value of Canadian Purchases:** 1978 — Cdn.\$37.5 million.

**Chief Canadian Purchases:** (1978 — Can.\$ millions) Wines and Brandy 7.5; canned tomato paste 5.9; fish and marine animals 3.6; cork/cork fabricated 2.1; broad woven fabrics 2.1; cordage, twine and rope 1.6.

**Prices:** Quote preferably in Escudos C.I.F.

**Credit Terms:** Irrevocable letter of credit, sight; 90 days common, 180 days infrequent.

**Taxes:** Up to 22% on capital and, as of April 26th, 1978 an additional surcharge of 15% is calculated on the rate payable, depending on the nature of the investment revenue.

**Samples:** May be admitted, subject to lodging of a depositor bond equal to amount of duty payable. May also be admitted under an A.T.A. carnet.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric Whitworth.

**Trade Agreements:** Canada granted Portugal, in 1977, the benefits of the Generalized System of Preferences, whereas the most-favoured-nation treatment continues to be applied for Canadian exports. Portugal is a member of EFTA, OECD and GATT and has bilateral agreements with many countries. Portugal concluded "Special Relations Agree-

ments" with the EEC and the ECSC which provide for the progressive dismantling of tariffs on European industrial products, to be completed by 1985. Official negotiation for entry into the EEC commenced in the Fall of 1978.

**Radio and Television:** In December 1975 the majority of commercial radio stations were nationalized and included into the National Broadcasting System (RDP) network. The television system is also nationalized.

**Motor Vehicles:** (1977) 862,000 passenger vehicles, 198,500 commercial, 63,500 agricultural tractors, 59,500 motorcycles and scooters.

**Water Supply:** Safe to drink. It is hard in the south and soft in the north. Excellent bottled natural mineral waters are sold all over the country.

**Electricity:** 50 cycle a.c.; the whole material network is 220 volts and 380 volts (for industrial purposes); single or three-phase. A grounding conductor is required in the electrical cord attached to an appliance. The distribution system does not have a ground wire.

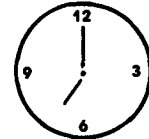
**Coal:** (1977) Production of coal was 195,265 metric tons. There are small reserves of coal but reserves of lignite are estimated to be over ten million tons.

**Gas:** Piped coal gas and LPG are available in Lisbon; propane and butane, by-products of the oil refineries are sold in bottles.

**Petroleum Products:** In Portugal there are two oil refineries in operation and a third one is near completion. The first one is located on the mouth of the Tagus, Cabo Ruivo, Lisbon, and has a capacity of 2,000,000 mt/year. The second one is in the north of the country, on the coastal area, near Porto, and now has a production capacity of 7,500,000 mt/year of crude. The third refinery, which started trial operations in late summer of 1978, is the Sines petrochemical industrial complex and will have a capacity of 10,000,000 mt/year of refined products. Present production (in thousands of metric tons): gasoline 703; fuel oil 2,567; jet fuel 10; turbo fuel 374; diesel oil 1,246; kerosene 53; others 700.

# Romania

If Noon E.S.T.



7:00 p.m.  
(Bucharest)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Canadian Embassy  
36 Nicolae Iorga Str.  
C. P. 2966  
Oficiul Postal No. 22  
Bucharest, Romania

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Required if arriving from infected countries.

**Area:** 237,500 square kilometres (91,700 square miles).

**Population:** July 1977 — 21.7 million.

**Climate:** Continental — average summer temperature 21°C, sometimes 32°C; average winter temperature -2°C.

**Language:** Romanian. Western languages French, English and German used.

**Capital:** Bucharest.

**Marketing Centres:** Bucharest 1,950,000; Cluj 422,308; Constanta 413,220; Brasov 413,000, Iasi 337,000; Craiova 311,700; Timisoara 373,350.

**Chief Ports:** Constanta on the Black Sea; Galati, Tulcea and Braila on the Danube.

**Currency:** Leu (Plural: Lei) divided into 100 Bani. One Leu equals Cdn.\$0.2597 (Aug/79).

**Foreign Exchange and Import Controls:** All banking with foreign countries is carried out by the Romanian Bank for Foreign Trade. State foreign trade enterprises are responsible for obtaining any necessary allocations of foreign currency related to their import contracts. All imports require licence which is obtained by the importer, the state foreign trade enterprise.

**Income:** 1977 — National income Cdn.\$41.4 billion, per capita income Cdn.\$1,900.

**Economy:** Centrally controlled. Romania is a member of the Council for Mutual Economic Assistance (CMEA or COMECON). All trade is controlled by the Ministry of Foreign Trade Organizations (FTO's). Important sector: 1977 domestic steel production 11.45 million metric tons. Priority sectors are chemicals, machine-building and metallurgy.

**Total Imports:** 1977 — Cdn.\$8.97 billion.

**Chief Imports:** Fuel: mineral raw materials and metals 37%; machinery, equipment and transport 36%; chemicals, fertilizers, rubber 6.2%; non-food raw materials and processed products 7.5%; raw materials for foodstuff production 4.9%.

**Chief Suppliers:** U.S.S.R., East Germany, West Germany, Poland, Hungary, Czechoslovakia and China.

**Value of Imports from Canada:** 1977 — Cdn.\$12.3 million.

**Chief Imports from Canada:** (Millions — Cdn.\$) Asbestos 5; coal 2.2; wood pulp 2; skim milk powder 1.1.

**Total Exports:** (1977) Cdn.\$8.97 billion.

**Chief Exports:** (Millions — Cdn.\$) Oil and gas drilling equipment and parts; 271 power equipment (including electricals); 370 tractors, agricultural machinery and parts; 354 furniture; 300 textiles; 200 footwear.

**Chief Markets:** U.S.S.R., East Germany, West Germany, Hungary, Poland, Czechoslovakia, Italy and China.

**Value of Canadian Purchases:** 1977 — Cdn.\$22 million.

**Chief Canadian Purchases:** (Millions — Cdn.\$) Clothing 4.6; footwear 4.4; textiles 2.8; furniture 2.2; food products 1.3.

**Prices:** Preferable to quote in U.S. dollars both F.O.B. and C.I.F. unless otherwise specified.

**Credit Terms:** As arranged.

**Taxes:** Romania provides for the establishment of joint companies. The rate of profit tax is 30% with provision for exemption of reduction during the first three years. In November 1978, Canada and Romania signed a double taxation convention. Once instruments of ratification are exchanged, provision will be made for a 15% withholding tax on dividends, branch profits, interest and royalties.

**Samples:** Romania is a party to the International Convention on the import of publicity material and samples, which are normally admitted free of import duty.

**Standards:** The State foreign trade enterprise importing machinery or equipment is responsible for ensuring

that it complies with Romanian safety and technical regulations and any requirements will normally be specified in the contract.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric.

**Trade Agreements:** Canada and Romania have a trade agreement which provides for the exchange of most-favoured-nation treatment and for periodic trade consultations. Canada also grants Romania beneficiary status under its General Preferential Tariff in favour of developing countries.

**Radio and Television:** (January 1978) Radio — 1,090,000; televisions — 3,097,000.

**Motor Vehicles:** (1974) 130,000.

**Water Supply:** Safe to drink.

**Electricity:** Although 110/115 volts still exists, Romania largely uses 220 volts, 50 cycles. Production (1977) 59,858 million kwh.

**Coal:** Type: essentially lignite; 1977 production was 26.7 million tons.

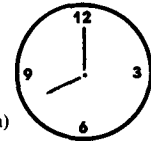
**Gas:** 1977 production of natural gas was 35.2 million cubic meters. Small quantities of natural gas are exported, and natural gas provides about one half of energy requirements.

**Petroleum Products:** Production (1977): 14.65 million metric tons.



# Saudi Arabia

If Noon E.S.T.



8:00 p.m. (Riyadh)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Africa and Middle  
East Division,  
Pacific, Asia and  
Africa Bureau,  
Ottawa, Ontario  
K1A 0H5

or

Minister Counsellor  
Commercial Division  
Canadian Embassy  
King Abdul Aziz Street  
Queen's Building —  
6th Floor  
P.O. Box 5050  
Jeddah, Saudi Arabia

**Personal Requirements for Canadians:** Visa: Only businessman's visas are available and are required for anyone visiting Saudi Arabia. An invitation must be obtained from a Saudi sponsor and clearance must be obtained from the Saudi Ministry of Foreign Affairs. Inoculation: Smallpox, cholera (during the pilgrimage season), yellow fever (for visitors coming from infected areas), TABT and gamaglobulin (recommended).

**Area:** 800,000 square miles.

**Population:** Estimates range from 5 to 8 million, including 1 to 1.5 million foreigners. Half of the Saudi population is nomadic. Of the remainder, 30% are urban dwellers and 20% settled cultivators.

**Climate:** Saudi Arabia has a desert climate. In Jeddah it is warm and humid most of the year. Summer temperatures rarely exceed 38°C, with winter temperatures being somewhat cooler. Riyadh, being far inland, has more of a continental climate, very dry with wide temperature range (up to 48°C in summer and occasionally approaching freezing in winter). Climate in the Eastern Provinces is similar to Riyadh except for the high humidity in summer.

**Language:** Arabic, English widely understood.

**Capital:** Riyadh.

**Marketing Centers:** Jeddah, Riyadh, Al Khobar, Dammam, Dhahran, Yenbu, Jubail.

**Chief Ports:** Dammam (Arabia Gulf), Jeddah (Red Sea).

**Currency:** Riyal (SR) is divided into 20 qirsh which is subdivided into 5 halalah. SR = Cdn.\$3.489 (Aug/79).

**Foreign Exchange and Import Controls:** No currency restrictions and the Saudi riyal is freely convertible. Imports of products containing alcohol (even as a preservative), pork and licentious literature and photography are prohibited.

**Income:** (1974) GNP Cdn.\$24 billion; GNP per capita Cdn.\$2,670.

**Economy:** As a result of the substantial increases in the price of crude oil, Saudi Arabia inherited large financial resources, which allowed it to embark on a \$142 billion five year development plan. The country is starting from a limited industrial base

and the objectives set out in the plan represent an incredible degree of economic development in a very short period of time. The Saudis want to develop their infrastructural facilities — water, electricity, roads, harbours, airports, railways, telecommunications and postal services, municipal works — as well as meet the critical shortage of adequately trained personnel through the implementation of an education and manpower training system. Housing, health and industrial development are other sectors which are receiving special considerations from the Government. The Saudi government has decided to concentrate a fair amount of its planned investment in the agriculture sector and the development of mineral resources.

**Total Imports:** (Estimate for 1979 — billions Cdn.\$) 18 to 20.

**Chief Imports:** 1976 — Machinery, appliances and electrical equipment SR 7,454, base metals and metal articles SR 3,586, foodstuffs SR 3,536, motor vehicles 3,309.

**Chief Suppliers:** (1977 percent) — U.S.A. 30.2, Japan 19.9, Germany 14.5, Italy 9.1, U.K. 8.5.

**Value of Imports from Canada:** (1978 — thousands Cdn.\$) 234.6.

**Chief Imports from Canada:** Automobiles, prefabricated buildings, insulated wire and cables, washing machines, asbestos.

**Total Exports:** (1976 — billions U.S.\$) 38,286.

**Chief Markets:** (1976 percent) Japan 20.5, Italy 6.2, Netherlands Antilles 6.0, Netherlands 5.2, U.S.A. 4.8, France 4.7, Bahamas 4.5, Canada 1.0.

**Value of Canadian Purchases:** (1978 — millions Cdn.\$) 749.4.

**Chief Canadian Purchases:** Crude oil.

**Prices:** Quote in U.S. dollars C & F or C.I.F.

**Credit Terms:** Irrevocable letter of credit.

**Taxes:** The taxing authority is the Department of Zakat and Income Tax. The principal taxes payable in Saudi Arabia are income tax (collectable from foreign companies operating in the Kingdom, foreign individuals in receipt of a salary are exempted from income tax), Zakat (Islamic direct tax on property and income and paid by Saudi citizens and companies, and Jihed (Holy War Tax).

**Samples:** Prior permission to import samples must be obtained from the Director-General of Customs, Riyadh. The request should include a list of samples, unit prices, date of intended arrival and period of stay. Duties, generally minimal, collected on commercial samples imported for display periods of up to six months (renewable) are returned when the samples are re-exported.

**Weights and Measures:** Metric system.

**Screw Thread:** North American SAE, left hand.

**Radio and Television:** In 1974 the country had 250,000 radios and some 135,000 television receivers.

**Motor Vehicles:** The number of passenger cars was 65,000 and the number of commercial and public vehicles was 60,000 in 1974.

**Water Supply:** Should be filtered before drinking. Usually people drink bottled water. In some areas of cities the water is trucked to the houses, while in

other areas, the municipal water system is adequate to supply the houses.

**Electricity:** In some areas it is supplied at 100 or 120 volts, 60 cycle a.c., but in others the 220 volts, 50 cycles system is used. Steps are being taken to standardize electrical voltage at 60 cycles with distribution voltage set at 127/220. Total electricity generated in major cities 1218 megawatts (1975). Government plans to increase generating capacity by additional 3,300 megawatts during current five year plan (1975-80) and add 3,500 kilometers of transmission line to the present non integrated system.

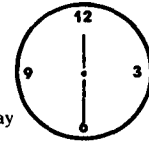
**Coal:** Saudi Arabia does not produce any coal.

**Gas:** In 1974 total natural gas production reached 3,200 (million cubic meters). Construction of a gas gathering and nationwide distribution system to harness about 4,000 million cubic feet of gas a day is underway. The output will be used for export for petrochemical feedstock and as an energy source. Three big centers for making natural gas liquids (NGL) will be constructed and these will feed two NGL refineries that will produce propane, butane and naphtha to be marketed internationally.

**Petroleum Products:** Saudi Arabia is the third largest oil producer in the world (after the U.S.S.R. and U.S.A.). Total crude production at the end of 1977 reached 3,357.8 million barrels. The country's exports totalled 3,324 million barrels for that year.

# Singapore

If Noon E.S.T.



12:30 a.m. next day  
(Singapore)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Asia Division, Pacific, Asia and Africa Bureau, or Commercial Counsellor  
Canadian High Commission  
P.O. Box 845  
Faber House, 7th & 8th Floors  
230/236 Orchard Road  
Singapore, Singapore

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Smallpox required; cholera recommended. Yellow fever required if travelling from an infected area.

**Area:** 583 square kilometres.

**Population:** 2.3 million (1977), growing at an annual rate of 1.2 percent.

**Climate:** Equatorial; uniformly high average daily temperatures and relatively high humidity; majority of precipitation November to January. Annual rainfall is about 1,776mm.

**Language:** English, Malay, Chinese and Tamil; English most widely used and common in government and business circles.

**Capital:** Singapore.

**Chief Port:** Singapore.

**Currency:** Singapore dollar; Singapore dollar equals Cdn.\$0.5415 (Aug/79).

**Foreign Exchange and Import Controls:** Exchange control is nominal and does not affect payment for imports. Import of most goods is free under an open general licencing system. Special licencing required for certain goods for security and health reasons depending on the commodity and country of origin.

**Income:** GNP for 1977, at market prices, was U.S. \$7,216 million; per capita GNP was U.S.\$2,522 the second highest in Asia next to Japan.

**Economy:** Singapore is a free port, with the economy largely based on entrepôt trade. In 1977, the manufacturing sector accounted for approximately 25 percent of the GNP. Emphasis is being placed on export-oriented, high technology enterprises. Foreign investment is being actively sought.

**Total Imports:** 1977 — Singapore \$25,522 million; 1976 — Singapore \$22,405 million.

**Chief Imports:** Crude rubber, petroleum products, machinery, transport vehicles, food stuffs. Entrepôt commodities: crude rubber, timber, spices, coffee, vegetable oils, petroleum, textiles, machinery, chemicals.

**Chief Suppliers:** (1977 percent) Japan 16, Saudi Arabia 15, Malaysia 14, U.S.A. 13.

**Value of Imports from Canada:** 1977 — Cdn.\$38.02 million; 1976 — Cdn.\$31.51 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Potassium chloride 7.27; newsprint and woodpulp paper products 6.43; agriculture and food products 2.37; zinc blocks, pigs & slabs 1.85.

**Total Exports:** 1977 — Singapore \$20,090 million; 1976 — Singapore \$16,266 million.

**Chief Exports:** Mineral fuels, office machines, electric machinery and apparatus, clothing, telecom apparatus, wood products, chemicals, rubber.

**Chief Markets:** (1977 percent) U.S.A. 16, Malaysia 14.7, Japan 9.8, Hong Kong 7.6.

**Value of Canadian Purchases:** 1977 — Cdn.\$93.51 million; 1976 — Cdn.\$77.63 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Rubber 42.27; electronics (consumer & components) 20.10; refrigeration compressor units 5.26; food products (spices, pineapple, coffee) 4.76.

**Prices:** Quote Singapore or Canadian dollars, preferably C.I.F.

**Credit Terms:** Vary according to commodity and status of business partner.

**Taxes:** The principal tax in Singapore is income tax. There is no capital gains tax, gift tax or wealth tax, but an estate duty is levied. Other taxes include property tax, payroll tax, stamp tax, and other miscellaneous indirect taxes.

**Samples:** Samples may be imported duty-free; in case of dutiable articles, the duty will be refunded if samples are re-exported within six months.

**Standards:** Imported radio receiving and transmitting equipment and other communications equipment require endorsement of the Telecommunication Authority. Electrical imports must be examined by the Public Utilities Board (PUB) engineers before such items can be installed in government houses.

**Weights and Measures:** Imperial standard and metric system. Singapore's public sector to be metric by 1980. Import documentation to be denoted in metric units.

**Screw Thread:** Metric and Imperial thread.

**Trade Agreements:** Singapore joined GATT in 1973. Exchanges British Preferential treatment with Canada on liquor, tobacco products and motor vehicles (under specified conditions). A foreign investment insurance agreement has been signed with Singapore (as related to the Export Development Corporation's foreign investment insurance program).

**Radio and Television:** In 1977, there were 477,904 radio receivers and 329,119 television receivers (625 lines).

**Motor Vehicles:** In 1977 there were 142,104 motor cars; 5,442 buses; 49,502 trucks and vans.

**Water Supply:** Fresh water imported from rivers in Johore, Malaysia. The water supply is chlorinated and safe to drink.

**Electricity:** The domestic supply is 220 volts, 50 cycle a.c. 1977 production was 5,115 million kwh. Capacity at end of 1977 was 1,390 mw.

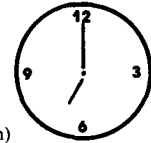
**Coal:** Reserves and production of coal are nil.

**Gas:** Gas produced by 10 catalytic reformers. Some bottling for domestic use. 1977 output was 487.5 million kwh.

**Petroleum Products:** Reserves and production of crude oil are nil. Refinery industry and domestic energy consumption depends exclusively on imported oil. Domestic refining capacity averages 1 million barrels a day.

# South Africa

If Noon E.S.T.



7:00 p.m.  
(Cape Town)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau, or  
Ottawa, Ontario K1A 0H5  
Commercial Officer  
Canadian Embassy  
P.O. Box 26006  
Arcadia, Pretoria 0007  
South Africa

**Personal Requirements for Canadians:** Visa required. Inoculations: Smallpox; yellow fever (if you stop in yellow fever zone).

**Area:** 471,445 square miles.

**Population:** (1978) 23 million.

**Climate:** Varies from temperate to subtropical, some areas are semi-arid.

**Language:** English and Afrikaans.

**Capital:** Pretoria (Administrative); Cape Town (Legislative); Bloemfontein (Judicial).

**Marketing Centres:** Johannesburg 1.67 million; Cape Town 0.91 million; Durban 0.84 million; Pretoria 0.61 million.

**Chief Ports:** Durban, Cape Town, Port Elizabeth, East London; Maputo in Mozambique acts as a port of entry and exit for some traffic to and from the industrial area and the northern section of the Transvaal province. However, this port usually suffers delays.

**Currency:** Rand. 1 Rand equals Cdn.\$1.3993 (Aug/79).

**Income:** 1977 government statistics — GNP at current prices R34,450 million (1970 prices R14,624 million) GNP per capita in 1970 prices R350. Remuneration of employees' current prices R80,-097 million. Net national income at current prices R27,230 million (R1001 per capita).

**Economy:** GNP is made up mainly by manufacturing 22.4%; commerce, catering and accommodation services 13.1%; mining 12.7%; finance, real estate and business services 12.4%; transport, storage and communication 11.1%. The major primary products are sugar, fruit, wool, wheat, maize, peanuts, wattle, hides, skins, timber and fish. Major mining output includes gold, diamonds, platinum, uranium, coal and iron ore (1977 figures).

**Total Imports:** 1977 — R5,134,607,300. 1976 — R5,-875,673,116. Import figures exclude oil and petroleum products, arms and ammunition.

**Chief Imports:** (1977 — millions of Rands) — Ma-

chinery and mechanical appliances, electrical equipment and parts thereof R1642.7; vehicles, aircraft and parts thereof, vessels and associated transport equipment R996.0; products of the chemical and allied industries R506.7; textile and textile articles R325.0.

**Chief Suppliers:** United States is South Africa's largest supplier R974.1 followed by West Germany, U.K., Japan, France, Italy, Switzerland, Netherlands, Belgium and Sweden with Canada as the 11th with R64 million.

**Value of Imports from Canada:** Cdn.\$112 million in 1978.

**Chief Imports from Canada:** (1978 — million Cdn.\$) sulphur 18.4, trucks and truck chassis 14.8, wood pulp 13.6, motor vehicle engines, parts and accessories 13.2, nickel and alloy fabricated materials 5.2, potash 3.7, office machines equipment and parts 2.7, motor vehicles NES 2.5, agricultural machinery, equipment and parts 1.9.

**Total Exports:** 1977 — R8,685,000,000. 1976 — R6,935,000,000. Export figures exclude gold and gold bullion.

**Chief Exports:** (1976 — millions of rand) precious and semi-precious stones 509, gold coins 338, metallic ores, concentrates and roaster iron pyrites 286, maize 233, ferro-alloys 222, raw sugar 210.

**Chief Markets:** (1976) U.K. 24, West Germany 12, Japan 11, U.S.A. 10.

**Value of Canadian Purchases:** Cdn.\$149.3 million in 1978.

**Chief Canadian Purchases:** (1978 — million Cdn.\$) raw sugar 54.7, dissolving and special alpha and pulp 9.3, manganese 6.6, ferrochrome 6.2, ferromanganese 5.5, gold coins 3.8, manganese ores and concentrates 3.7, oranges, mandarines and tangerines 3.4, wool 3, gem diamonds 3, fluospar 2.6, steel rods and bars 2.3, steel plates 2.2, apples 2, inorganic bases and metallic oxides 2.

**Prices:** Confirming houses in London are frequently used. Prices are usually quoted F.O.B. in rand, pounds sterling or U.S. dollars.

**Credit Terms:** 90 days credit is common.

**Taxes:** Company tax averages about 40% of taxable income.

**Samples:** Samples of no commercial value are free of duty. Samples or advertising matter can be enclosed with other articles provided the full particulars are noted on the invoice.

**Standards:** Electrical appliances must be approved by the South African Bureau of Standards, 377 Andries Street, Pretoria.

**Weights and Measures:** Metric system in use throughout.

**Trade Agreements:** Canada-South Africa Trade Agreement of 1932 provides preferences for a limited range of items entering South Africa from Canada. Canada receives most-favoured-nation treatment on all other items. South Africa is a contracting party to GATT.

**Radio and Television:** 1977 — 2,290,387 radio licences (which may cover more than one set);

961,002 television (one licence per set). The government owns both radio and television broadcasting facilities and offers internal and external radio services in English, Afrikaans and all major Bantu languages and both national and regional commercial services.

**Motor Vehicles:** 1977 — 2,147,981 automobiles; 74,-720 buses; 768,653 commercial vehicles; 137,803 motorcycles; 299,186 tractors.

**Water Supply:** Safe to drink in towns. Water pressure ranges from 85 to 230 psi.

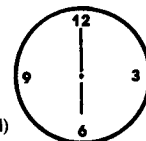
**Electricity:** 50 cycle a.c., 220/380 volts, single and three-phase. A grounding conductor is required in the electrical cord attached to an appliance. (Units generated 1977 — 79,276 gigawatt hours).

**Coal:** 1977 production: 85,411 million tons (all kinds). 1978 first quarter production Bituminous 20,377 million tons, Anthracite 505,240 tons (metric tons in all cases).

**Gas:** Production and consumption information classified. Inland price R0.30, lc per litre (high test).

# Spain

If Noon E.S.T.



6:00 p.m. (Madrid)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe Commercial Secretary  
Division, Canadian Embassy  
European Bureau, or Apartado 117  
Ottawa, Ontario 35 Nunez de Balboa  
K1A 0H5 Madrid, Spain

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 195,000 square miles.

**Population:** (1977) 36.4 million. There were over 10 million households with an average of 4 persons. Approximately 62% of the population is urban. In 1977, 322,584 housing units were completed.

**Climate:** Cool and wet in the north; dry in the large central plateau surrounding Madrid; subtropical in the Mediterranean area.

**Language:** Spanish, English and French are spoken by some officials and businessmen. Correspondence and accompanying literature, however, should always be in Spanish.

**Capital:** Madrid.

**Marketing Centres:** Madrid 3.7 million; Barcelona 3.6 million; Valencia 1,050,000; Bilbao 1 million; Seville 790,000; Zaragoza 570,000; Malaga 390,000; Vigo 260,000.

**Chief Ports:** On the Mediterranean: Barcelona, Tarragona, Valencia, Castellon de la Plana, Alicante and Malaga. On the Atlantic: Bilbao, Santander, La Coruna, Vigo, Cadiz, Huelva, Las Palmas and Tenerife.

**Currency:** Peseta; one peseta equals Cdn.\$0.0176 (Aug/79).

**Foreign Exchange and Import Controls:** All foreign exchange operations are carried out by the Foreign Trade Bank of Spain and are controlled by the Ministry of Commerce. All imports require licences which are obtained by the Spanish importer.

**Income:** Per capita income at the end of 1976 was U.S.\$2,700; in 1977 it was U.S.\$2,950. GNP in 1977 was Cdn.\$111.4 billion (1 Cdn. dollar equals approximately 60 pesetas). National minimum daily wage was established at 600 pesetas for 1978.

**Economy:** The expansion of the Spanish economy during the past decade has produced fundamental changes in Spanish agriculture. The rising standard of living and the demands of the tourist trade have

led to a gradual switch from the production of wheat and cheap wine to meat, vegetables and feed grains. This trend is being encouraged by the government which is promoting irrigation and modern farming methods in an attempt to reduce the existing substantial deficit on trade in foodstuffs. Spanish industry is now able to satisfy local demand over a wide range of consumer goods and consumer durables. Heavy industry has been expanding rapidly, particularly in the shipbuilding, steel, chemicals, plastics, electricity, gas and refining sectors. In the interest of fostering Spanish industry, the authorities tend to insist upon a high proportion of local manufacture for capital installations in Spain. Canadian exporters of capital equipment accordingly may well have to arrange for local manufacture or local assembly in order to be able to comply with these restrictions. Exceptions occur mainly in high-technology sectors where tariffs are low, even zero in many cases, and direct exports present major opportunities.

**Total Imports:** 1977 — Cdn.\$22,505 million.

**Chief Imports:** (1977 percent) Manufactured products 45; raw materials 13.7; fuels 28.2; foodstuffs, beverages, tobacco 11.8; gold and coinage 1.03.

**Chief Suppliers:** (1977 percent) EEC Countries 34.2 West Germany 10.1; France 8.4; U.K. 5.5; Italy 5.0; rest of Europe 7.5; LAFTA 24.0; U.S.A. 12.0; rest of North America 9.3; Asia 7.5; Africa 4.7.

**Value of Imports from Canada:** 1977 — Cdn.\$125 million.

**Chief Imports from Canada:** (1977 millions Cdn.\$) — asbestos 20; woodpulp 15; iron ores and concentrates 13; aluminum ingots 7; and newsprint 5.5, accounted for over 50% of Canadian sales.

**Total Exports:** 1977 — Cdn.\$12,919 million.

**Chief Exports:** (1977 percent) Manufactured products 72; foodstuffs, beverages, tobacco 20; raw materials 3.8; fuels 3.6; gold and coinage 0.5.

**Chief Markets:** (1977 percent) EEC Countries 46.3 (France 15.9; West Germany 10.6; U.K. 6.3; Italy 5.1); rest of Europe 12.1; LAFTA 11.6; U.S.A. 9.8; rest of North America 8.6; Asia 3.9.

**Value of Canadian Purchases:** 1977 — Cdn.\$115 million.

**Chief Canadian Purchases:** (1977 million Cdn.\$) Footwear 19.78; tires 9.37; apparel 7.85; olives 7.36; fabrics 6.73; tomato paste and canned tomatoes 4.49; grape wines 4.29; heavy fuel oil 4.22; ceramic tiles 2.74, accounted for over 50% of Canadian purchases.

**Credit Terms:** Sight, 30, 60 or 90 days. If sight, the drawee must pay the bill on presentation or make a guarantee deposit with a bank to cover the necessary foreign-currency. Quote in Pesetas C.I.F. a Spanish port.

**Taxes:** "Home Compensation Tax" ranges from 5% to 15%, depending on the product.

**Samples:** Samples of no commercial value are admitted duty free. Others are admitted under an A.T.A. carnet.

**Standards:** Gas and electric appliances must meet local bylaws.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric, right hand.

**Trade Agreements:** Exchange of most-favoured-nation treatment with Canada; bilateral agreements with many European countries; Spain has a "Preferential Tariff Agreement" with the EEC.

**Radio and Television:** In 1977 there were 815 radios and 230 television sets per 1,000 households. Production of television sets in 1977 totalled 1,034,000; of this amount, 400,000 were colour television units. There is a state owned non-commercial radio network and several private stations. The government owns television broadcasting facilities (625 lines per picture). Colour transmissions are carried by the PAL system.

**Motor Vehicles:** In 1977 there were 8.2 million motor vehicles registered, of which 5.9 were automobiles, 1.2 million commercial vehicles, 1.1 million motorcycles, 40,729 tractors. (167 automobiles per 1,000 persons.)

**Water Supply:** Safe to drink in major cities. Hardness varies from place to place.

**Electricity:** 50 cycle a.c. 100 and 200 volts (depending on location, both available in Madrid) three-phase. No grounding cord required in electrical appliances. Power production in 1977 was 93,441 million kwh. (6,526 million was nuclear power, 40,401 million was hydro electric power, 46,514 million was conventional thermo ctric power).

Consumption per capita of electrical energy was 2,384 kwh, which represented an increase of 3.34% over the year 1976, a rate much lower than that recorded in previous periods.

During 1977 the electricity tariffs were increased twice with a total repercussion on the final cost to the consumer estimated, respectively, at 13.8% and 5.36%.

**Coal:** Bituminous anthracite and lignite available. Production coal in 1977 was 17.8 million tons. Imports in 1977 totalled 3.89 million tons of coking coal. (Breakdown of coal production in 1977 was: coal 8.24 million tons; anthracite 3.7 million tons; and lignite 5.83 million tons.)

Reserves of all types of coal in Spain are estimated at 3.5 billion tons. Recoverable bituminous reserves are estimated at 400 million tons. Reserves of anthracite and lignite are estimated to be sufficient for 40 years at projected rates. Productivity is low at 2.8 tons per day. The bituminous coal reserves are located in the northwestern part of the country in the province of Asturias, near the major steel plants. There are six producers of bituminous coal, but 80% of the output is by Hunosa, the government-owned coal mining and distribution company. Production quotas are set each year. Some of the mines are profitable at current prices.

**Gas:** Manufactured natural gas and butane available. Liquid gas production in 1976 was 1.3 million tons. Over 11 million householders use butane gas in Spain.

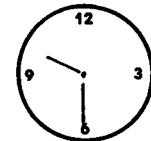
**Petroleum Products:** Gasoline production was of three types (1977): 66-85 octane 4,918,220 metric tons; 97 and over 125,320 metric tons. Total: 5,280,020 metric tons.

Imports of crude oil in 1977 totalled 47 million metric tons, which represents a decrease of 2.5% in relation to imports in the preceeding year, which amounted to 48.2 million metric tons.



# Sri Lanka

If Noon E.S.T.



10:30 p.m.  
(Colombo)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Asia Division, Commercial Division  
Pacific, Asia and Canadian High Commission  
Africa Bureau, or P.O. Box 1006  
Ottawa, Ontario 6 Gregory's Road  
K1A 0H5 Cinnamon Gardens  
Colombo, Sri Lanka

**Personal Requirements for Canadians:** Visa: Entry visa required for business purposes. Inoculation: Smallpox required. Cholera and yellow fever required if travelling from infected areas. Cholera required if travelling from the Far East, Asia or infected areas.

**Area:** 25,332 square miles or 65,607 square kilometres.

**Population:** 13.8 million (mid 1976), with annual growth rate of 1.7%. About 20% urbanization.

**Climate:** Tropical, monsoon type. High humidity. Dry season January to May.

**Language:** Sinhalese; English widely spoken and generally used for business. Tamil is also spoken and officially recognized.

**Capital:** Colombo.

**Marketing Centres:** (1976) Colombo 585,000; Jaffna 108,000; Kandy 83,000; Galle 78,000; Negombo 55,000; Trincomalee 43,000.

**Chief Ports:** Colombo, Trincomalee, Galle.

**Currency:** Rupee divided into 100 cents; 1 rupee equals Cdn.\$0.0646 (Aug/79).

**Foreign Exchange & Import Controls:** Acute shortage of foreign exchange. All payments for imports must be authorized by a permit issued on behalf of the Controller of Exchange. Most imports subject to licensing and to quota restrictions. Luxury items and goods produced locally in sufficient quantities are prohibited.

**Income:** 1975 GNP was U.S.\$3,367 million, with a per capita GNP of U.S.\$150.

**Economy:** Predominantly agricultural; however Sri Lanka still needs to import a substantial proportion of its basic food requirements. Not rich in industrial raw materials. Emphasis is being placed on those industries which use locally produced raw materials and which are export-oriented.

**Total Imports:** 1975 — U.S.\$799 million; 1974 U.S. \$735 million.

**Chief Imports:** (1975 percent) Rice 20.3; flour 19.0; Petroleum products 16.6; machinery and equipment 6.2; sugar 4.7.

**Chief Suppliers:** (1975 percent) China 14.5; Saudi Arabia 14.0; Japan 9.8; Australia 9.4; France 9.4; Thailand 7.8; U.S.A. 7.4; West Germany 5.5; U.K. 4.9; Pakistan 4.8.

**Value of Imports from Canada:** 1977 — Cdn.\$16.4 million; 1976 — Cdn.\$14.4 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) wheat flour 8.9; potash 2.5; man made fibres 1.0; woodpulp 1.0.

**Total Exports:** 1975 — U.S.\$628 million; 1974 — U.S.\$572 million.

**Chief Exports:** (1976 percent) Tea 44.5; rubber 18.9; coconut products 7.9.

**Chief Markets:** (1975 percent) China 11.7; Pakistan 8.8; U.K. 7.9; U.S.A. 5.6; Iraq 4.9.

**Value of Canadian Purchases:** 1977 — Cdn.\$16.8 million; 1976 — Cdn.\$12.1 million.

**Chief Canadian Purchases:** (1977 — millions Cdn.\$) Tea 19.8.

**Prices:** Quotations in pounds sterling or U.S. dollars C.I.F. Colombo are preferable.

**Credit Terms:** Irrevocable letter of credit.

**Taxes:** Sales taxes are levied on tobacco, beer, gin, brandy and other country spirits; tea auctioned at Colombo. A licence tax is levied on motor vehicles, firearms and on arrack and toddy taverns.

**Samples:** Customs duties on any samples may be waived or refunded on re-export.

**Weights and Measures:** Imperial standard. Sri Lanka, however, is in process of switching over to the metric system.

**Trade Agreements:** Sri Lanka is a member of GATT and exchanges most-favoured-nation treatment with Canada.

**Radio and Television:** 500,000 radio sets.

**Motor Vehicles:** In 1975 there were 194,972 registered vehicles including 91,728 cars and 22,773 motor-cycles.

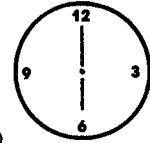
**Water Supply:** Water should be boiled and/or filtered before drinking.

**Electricity:** 230/240 volts, 50 cycles a.c. 1975 capacity of 368 mw, with production of 1,075 million kwh.



# Sweden

If Noon E.S.T.



6:00 p.m.  
(Stockholm)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Western Europe Commercial Division  
Division, Canadian Embassy  
European Bureau, or P.O. Box 161129  
Ottawa, Ontario S-10323 Stockholm  
K1A 0H5 Sweden

**Personal Requirements for Canadians:** Visa: Not required (for a stay of less than 3 months). Inoculation: Not required.

**Area:** 175,000 square miles.

**Population:** (1977) 8.3 million. Households — about 3 million family groups, 3.5 million residential dwellings, of which about 60% are apartments.

**Climate:** Moderate, with short summers, long winters.

**Language:** Swedish, English, many also speak German. Sales literature may be in English, but institutional literature should be in Swedish.

**Capital:** Stockholm.

**Marketing Centres:** Swedish industry is widely decentralized. Greater Stockholm (population) 1,375,000; Greater Goteborg 693,500; Greater Malmo 453,900; Uppsala 141,400; Norrkoping 120,600; Vasteras 118,100; Orebro 117,000; Linkoping 110,800; Jonkoping 108,600; Boras 104,200.

**Chief Ports:** Goteborg, Malmo, Stockholm.

**Currency:** Krona. One krona equals Cdn.\$0.2763 (Aug/79).

**Foreign Exchange and Import Controls:** Import licences are required for certain agricultural products and, at present, for certain textiles and footwear.

**Income:** In 1977 the gross domestic product (at market price) was Skr 350,100 million; per capita disposable income Skr 25,600; average hourly wages in manufacturing industry (1977) Skr 30.40 for men and Skr 26.49 for women.

**Economy:** Sweden's industry was built up on its extensive resources of timber, iron ore and waterpower. However, those branches of manufacturing which are directly based on iron and wood are gradually losing their importance. The production emphasis has shifted, instead, towards engineered and chemically processed goods with substantial components of technology and value added. The Swedish economy is heavily influenced by international economic trends, since about a quarter of the country's total production of goods and services is exported.

**Total Imports:** 1977 — Skr 90,260 million; 1966 — Skr 83,226 million.

**Chief Imports:** (1977 — million Skr) Machinery and instruments 18,762; mineral fuel and oil 15,745; foodstuffs 6,822; cars and motor vehicles 5,870; shoes and clothing 4,604; metal products (other than iron and steel) 4,439.

**Chief Suppliers:** (1977 percent) West Germany 18.7; U.K. 10.7; U.S.A. 7.1; Denmark 6.8; Finland 5.9; Norway 5.7; Netherlands 4.5; France 3.9; Japan 3.9; Canada 0.6.

**Value of Imports from Canada:** 1977 — Cdn.\$105.5 million.

**Chief Imports from Canada:** (1977 — millions Cdn.\$) Copper, refinery shapes 16; salmon 5; metal bearing ores and concentrates 4.6; parts and accessories for motor vehicles 4.2; fuel oil 3.6; crabs, lobster, prawns and other shellfish 3; hockey sticks, skates and equipment 2.8; herring 2.7; sausage and meat casings 2.6.

**Total Exports:** 1977 — Skr 85,680 million; 1976 — Skr 80,195 million.

**Chief Exports:** (1977 — millions Skr) Machinery and instruments 22,471; forest industry products 17,327; cars and motor vehicles 8,608; iron and steel 6,225; ships and boats 5,473; metals and metal products (other than iron and steel) 4,934.

**Chief Markets:** (1977 percent) Norway 12.7; U.K. 10.9; West Germany 10.1; Denmark 9.4; Finland 6.0; U.S.A. 5.4; France 5.0; Netherlands 4.4; Italy 3.0; Canada 1.2.

**Value of Canadian Purchases:** 1977 — Cdn.\$262.4 million.

**Chief Canadian Purchases:** (1977 — million Cdn.\$) Auto parts 28; Rock drills and parts 13; insulated wire and cable 11.7; steel plates 9.5; cranes, derricks, hoists, lifts 7 parts 8.6.

**Prices:** Quotation C.I.F. krona or U.S. dollars preferred.

**Credit Terms:** Normal terms are 2½ or 3%, 30 days or 3 months net.

**Taxes:** 20.63% Value Added Tax.

**Samples:** Samples of no commercial value are duty free; others subject to duty or may be admitted under an A.T.A. carnet.

**Standards:** Several commodities are subject to technical regulations and testing by official approval bodies. Mandatory for almost all electrical equipment — Semko, Box 30049, S-104.25, Stockholm 30. Materials testing — Statens Provvningsanstalt, Drottning Kristinas vag 31, S-114.28, Stockholm.

**Weights and Measures:** Metric system.

**Screw Thread:** All in use, but metric most common.

**Trade Agreements:** Exchange of most-favoured-nation treatment with Canada. Sweden is a member of the European Free Trade Association and has negotiated a Trade Agreement with the EEC on industrial products, and with the European Coal and Steel Community. Under the agreements, tariffs on most industrial products have been removed.

**Radio and Television:** In 1977 there were 369 television licences per 1,000 persons. All broadcasting in Sweden is operated under state concession which amounts to a virtual monopoly.

**Motor Vehicles:** 345 passenger cars per 1,000 inhabitants, 182,000 commercial vehicles and 21,500 motorcycles.

**Water Supply:** Safe to drink and generally soft. Pressure in Stockholm varies from 25 to 55 psi.

**Electricity:** Domestic: 220 volt, 50 cycles a.c.; industrial 220-380 volts, three-phase 50 cycles. The distribution system has a ground wire which is required for certain appliances. Electricity rates are low; domestic power costs Skr .18 per kwh and industrial rates are considerably lower. New production of electric energy in 1977 was 87,475 GWh of which 60% was hydro electricity.

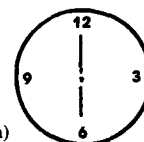
**Coal:** Little coal resources, no mining.

**Gas:** Limited use of town gas. LPG widely used in weekend and summer cottages and for camping.

**Petroleum Products:** In 1977 the value of imported petroleum products amounted to Skr 14,822 million comprising 14 million tons of crude petroleum and 184,232 tons of lubricants. Regular gasoline is 94 and premium is 97 and 100 octane.

# Switzerland

If Noon E.S.T.



6:00 p.m. (Geneva)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Western Europe Commercial Counsellor  
Division, Canadian Embassy  
European Bureau, or Kirchenfeldstrass 88  
Ottawa, Ontario 3006, Berne  
K1A 0H5 Switzerland

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 15,944 square miles.

**Population:** (1976) 6,298,000.

**Climate:** Temperate, except southern portion of the Canton of Ticino, which is Mediterranean.

**Language:** German (75%), French (20%), Italian (4%), Romansh (1%).

**Capital:** Berne.

**Marketing Centres:** Zurich, Basel, Geneva, Berne, Lausanne, Winterthur, St. Gallen, Lucerne, Lugano.

**Chief Ports:** Basel, at the head of the Rhine navigation system.

**Currency:** Swiss Franc; one Swiss Franc equals Cdn. \$0.7048 (Aug/79).

**Foreign Exchange and Import Controls:** No restrictions on foreign exchange — licences required for some agricultural products.

**Income:** Gross national product in 1977 was 152.9 billion Swiss Francs; per capita 23,500 Swiss Francs. Average hourly wage for skilled labour was S.F. 12.72 in 1976 (12.66 in 1975) and for unskilled labour S.F. 10.72 (10.69 in 1975). For women the average hourly wage was S.F. 7.73 (7.58 in 1975).

**Economy:** Highly industrialized and heavily dependent on export of certain goods. Agriculture is as important as banking, insurance, commerce, the tourist trade, transportation and communications. The economy is based on private enterprise with a minimum of government controls. In 1977, the rate of growth was 4.3%.

**Total Imports:** 1977 — Swiss Francs 43,026 million; 1976 — Swiss Francs 36,871 million.

**Chief Imports:** (1977 — millions Swiss Francs) Fuel and mineral oil 4,073; chemicals and pharmaceuticals 3,759, machinery 3,689, precious metals and jewellery 3,648; motorcars 3,393; electrical machines and apparatus 2,483, iron and steel 2,168; plastics 1,341; optical and medical instruments 1,126.

**Chief Suppliers:** (1977 percent) West Germany 28.2; France 12.2; Italy 9.8; U.K. 7.3; U.S.A. 6.7.

**Value of Imports from Canada:** 1977 — Swiss Francs 247.4 million; 1976 — Swiss Francs 240.6 million.

**Chief Imports from Canada:** (1977 — millions Swiss Francs). Grain 84.2; furs and fur garments 19.2; asbestos 12.8; raw copper 11; pig iron 7.6; motorcars 5.5.

**Total Exports:** 1977 — Swiss Francs 42,159 million; 1976 — Swiss Francs 37,045 million.

**Chief Exports:** (1977 — millions Swiss Francs), Machines and apparatus 9,165; precious metals and jewellery 4,087; chemicals 3,440; electrical machines and apparatus 3,350; watches 3,072; optical and medical instruments 1,888; pharmaceuticals 1,541.

**Chief Markets:** (1977 percent) West Germany 16.5; France 8.7; Italy 8.0; U.S.A. 6.6; U.K. 5.7; Austria 5.3.

**Value of Canadian Purchases:** (1977 — millions Swiss Francs) organic chemicals 115.2; machinery 79.4; electrical machinery and apparatus 64.1; watches 30.3; optical and medical instruments 20.8.

**Chief Canadian Purchases:** (1977 — millions Swiss Francs) organic chemicals 115.2; machinery 79.4; electrical machinery and apparatus 64.1; watches 30.3; optical and medical instruments 20.8.

**Prices:** Quote U.S., Cdn. dollars or Swiss francs C.I.F. Rotterdam/Antwerp.

**Credit Terms:** Usual basis is payment after receipt of goods with a deduction for payment within specified periods; i.e. 3% discount at 10 days from date of invoice; 2% discount at 30 days.

**Samples:** Samples of no commercial value are admitted duty-free; others may be brought under an A.T.A. carnet.

**Standards:** Official approval is mandatory for gas, electrical and other appliances.

**Weights and Measures:** Metric System.

**Screw Thread:** Metric (international system).

**Trade Agreements:** Exchange of most-favoured-nation treatment with Canada. Switzerland is a member of the EFTA and has also negotiated a "Special Relations Agreement" with the E.E.C.

**Radio and Television:** 2,107,854 radios and 1,809,029 T.V. sets (1976). Radio and television broadcasting facilities (625 lines per picture) are government owned.

**Motor Vehicles:** Registrations in 1976 were 1,863,615 passenger vehicles, 180,757 commercial and 760,138 motorcycles and scooters.

**Water Supply:** Safe to drink, hardness is variable.

**Electricity:** 50 cycle a.c. single and three-phase 220/380 volts in most of the country, but there are variants (Locarno has 125/220 volts). Frequency

stability is good. A grounding conductor is required in the electrical cord attached to an appliance except for small household appliances. The distribution system has a ground wire.

**Coal:** No local production. Imports in 1977 were 196,380 metric tons (1976: 166,423 metric tons).

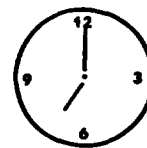
**Gas:** Production in 1976 was 94 million cubic meters of manufactured gas from coal and oil. Imports of natural gas amounted to 618,686 metric tons in 1977 (1976: 543,086 tons). Holland is by far the most important supplier. The thermal content of natural gas is 9000 kilocalories. Gas pipelines extend to all the major Swiss cities.

**Petroleum Products:** There is no local production of crude. All petroleum products are available. In 1977 imports amounted to 4.14 million tons of crude, 1.7 million tons of gasoline, 0.43 million tons of diesel oil and 5.77 million tons of fuel oil.

# Syria

If Noon E.S.T.

7:00 p.m.  
(Damascus)



**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Asia and Africa Bureau,  
Ottawa, Ontario  
K1A 0H5  
Commercial Counsellor  
Canadian Embassy  
P.O. Box 2300  
Beirut, Lebanon  
Telex: 20652

**Personal Requirements for Canadians:** Visa: Required in duplicate. Submit to Syrian Embassy, c/o Permanent Mission of the Syrian Arab Republic to the United Nations, 150 E. 58th Street, Suite 1500, New York, N.Y. 10022, U.S.A. Inoculations: Smallpox required, cholera required for arrivals from infected areas.

**Area:** 185,170 square kilometres or 72,332 square miles.

**Population:** (1977 estimate) 7.84 million — growing at a rate of 4% per annum.

**Climate:** In the northwest, Syria borders on the Mediterranean and thus experiences warm, humid summers and moderate winters in that region. In the western mountainous region, where approximately 75% of the population live, the climate is continental. Summer temperatures are in the 38°C — 40°C range, and in the winter it is cooler but seldom below freezing. In the south and east, it is quite arid and not particularly habitable.

**Language:** Arabic. French and English are also spoken.

**Capital:** Damascus.

**Marketing Centers:** (1974) Damascus 1,000,000; Aleppo 792,000; Homs 315,000.

**Chief Ports:** Latakia (Mediterranean).

**Currency:** Syrian pound (S£) One S£ equals Cdn. \$.2968 (Aug/79).

**Foreign Exchange and Import Controls:** The dual exchange rate system initiated in 1964 has been eliminated in favour of a unified rate which applies to both official and commercial transactions. Only the Commercial Bank of Syria and the Central Bank of Syria are permitted to deal in foreign exchange.

Imports fall into three categories: 1) Prohibited — generally to protect domestic industry. 2) Suspended — temporarily prohibited. 3) Anything not included on the two lists above. All items on this list which are imported by other than state trading companies must be licensed prior to being ordered. State trading companies may order without a licence but must have one before taking delivery.

**Income:** 1977—GDP U.S.\$6,614 million; GDP/capita U.S.\$845.

**Economy:** Syria has a highly centralized government, firm wage and price controls and is dominated economically by the public sector. It is still predominantly an agrarian society but industrial development has been accelerating. Economic performance has improved significantly since 1970 because of policies aimed at stimulating the private sector and greatly enlarging the public sector. The trend was severely affected in 1973 by drought and the effects of the October War. By 1974 the Syrian economy had almost recovered and the GDP (at constant 1973 prices) increased almost 19% compared to 2.2% in 1973. Since 1974 Syria has received large amounts of aid as well as favourable loans and grants to help development of the economy.

Following the rapid real growth of the 1973-76 period the Syrian economy had two years of relatively mild growth, which were required in order to consolidate the gains resulting from the earlier rapid growth, to find solutions for the emerging new problems and to tackle effectively the bottlenecks. The rate of growth of GDP in net terms in 1977 only reached 2.6% and the same growth was expected for 1978. However, the rates of growth of GDP in 1979 and in 1980 are expected to increase and this cycle is not expected to level off before 1984-85. Such expectations will be greatly accelerated, if the new rapprochement with Iraq materializes in effective economic union.

Rates of change of selected indicators: 1977 (% change from 1976): GDP 11.0; GDP at constant prices 2.6; wholesale price index 8.9; government revenue 6.8; government expenditure 15.2; exports 1.4; imports 16.0.

**Total Imports:** 1977 — U.S.\$2.6 billion; 1976 U.S.\$2.2 billion.

**Chief Imports:** (1977 — millions U.S.\$) Machinery and equipment 664, fuels 435, metal products 362, foodstuffs 267.

**Chief Suppliers:** (1977 percent) EEC 37, East Europe 19, Arab countries 15.

**Value of Imports from Canada:** 1978 — Cdn. \$22,116,000.

**Chief Imports from Canada:** (1978 — millions Cdn.\$) Automobiles 17.9, wheat 2.8.

**Total Exports:** 1977 U.S.\$1,068 million.

**Chief Exports:** (1977 — millions U.S.\$) Crude petroleum 619, raw cotton 212, textiles 46, fruits and vegetables 29.

**Chief Markets:** (1977 percent) EEC 47, East Europe 25, Arab countries 13.

**Value of Canadian Purchases:** (1978) Cdn. \$72,000.

**Chief Canadian Purchases:** (1978 — Cdn.\$) Dried apricots 22,000, preserved fruits 8,000.

**Credit Terms:** Generally by letter of credit, time draft or bills for collection, also by crediting a temporary resident or a non-resident account. The importer submits the import licence and the "pro forma" invoice to the Commercial Bank of Syria at which time the L/C is opened or the bills are accepted for collection.

**Taxes:** The following are taxes on imports which are collected by the customs (1) a statistical tax of 4%,

(2) a consumption tax of 4% for all imports on which the tariff rate is more than 1%, (3) a defense tax of 10% on the tariff, (4) a school tax of 10% of the consumption tax plus 2% of the tariff, (5) a harbour tax of 3% of the tariff for goods transferred by ships through Syrian harbours (most commodities can be imported through Syrian harbours) and (6) an ocean tax of 2/10 of 1% of the value of imports for all goods transferred by ship in any harbour including those of neighbouring countries.

**Samples:** Free, if of no value; all samples of commercial value are subject to duty.

**Weights and Measures:** Metric System.

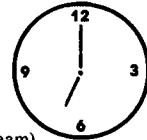
**Electricity:** 50 cycle, a.c. Electrical equipment and appliances exported to Syria must operate on current of 220/380 volts, or 110/190 and 220/380 volts.

**Petroleum Products:** Syria's proven oil reserves are estimated at about 1,300 million tons in 1976. Oil production in 1977 was about 10 million tons of which approximately 7 million tons was exported to Western Europe. Several foreign firms are engaged in the exploration on offshore and onshore sites.



# Tanzania

If Noon E.S.T.



7:00 p.m.  
(Dar-Es-Salaam)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Canadian High Commission  
P.O. Box 43778  
Nairobi, Kenya

**Personal Requirements for Canadians:** Visa: Not required. Inoculations: Smallpox required, yellow fever highly recommended and essential on travelling to some areas. Vaccination against cholera required for persons travelling from India and Pakistan.

**Area:** 363,000 square miles.

**Population:** (1976 estimate) 15.6 million.

**Climate:** Usually hot and humid.

**Language:** Swahili; English widely used in business circles.

**Capital:** Dar-Es-Salaam (population 500,000).

**Chief Ports:** Dar-Es-Salaam, Zanzibar, Tanga.

**Currency:** Tanzanian shilling divided into 100 cents. One Tanzanian shilling equals approximately Cdn.\$1.428 (Aug/79).

**Foreign Exchange and Import Controls:** Strict exchange control in force. Zanzibar maintains a separate system of import controls. All imports into Zanzibar are made by Bizanje, a state trading organization. Licence required in most cases and is issued by the Controller of Imports (Governor of the Bank of Tanzania).

**Income:** GDP \$23.4 billion Tanzania shs.; GDP/capita U.S.\$170 approximately.

**Economy:** Agriculture accounts for 40% of GDP.

**Total Imports:** 1977 — 5.98 billions T-shs.

**Chief Imports:** (1977 percent) Machinery 28, fuel 13.

**Chief Suppliers:** (1977 percent) U.K. 15, Japan 14, Middle East 10, West Germany 9.

**Value of Imports from Canada:** 1977 — Cdn.\$6.2 million.

**Chief Imports from Canada:** (1977 millions Cdn.\$) Wheat 2, railway equipment 1.

**Total Exports:** 1977 \$4.4 billions T-shs.

**Chief Exports:** 1977 — Coffee 40%, Cotton 10%.

**Chief Markets:** (1977 percent) West Germany 20, U.S.A. 10.

**Value of Canadian Purchases:** 1977 — Cdn.\$8.5 million.

**Chief Canadian Purchases:** (1977 millions Cdn.\$) Coffee (green) 4.3, baler twine 1.6, tea 1.5.

**Prices:** Prices should be quoted in Tanzania shillings C.I.F. Dar-Es-Salaam and Tanga.

**Credit Terms:** Irrevocable letter of credit highly desirable.

**Taxes:** Business visitors are exempt from personal tax providing they are not engaged in any employment or business locally nor are owners or lessee of land in Tanzania. A sales tax of up to 55% is levied on a wide range of goods.

**Samples:** Commercial samples may be imported but subject to the appropriate amount of customs duty and sales tax being deposited. Six months are allowed for the re-export of samples.

**Weights and Measures:** Conversion to metric system now completed.

**Radio and Television:** Radio widely used with broadcasts in Swahili and English. No television in Tanzania except Zanzibar. In 1977, 310,000 radios were in use.

**Motor Vehicles:** 1976 — 88,000 of which 42,000 were motor cars.

**Water Supply:** Safe if boiled.

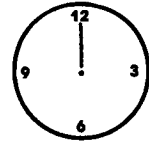
**Electricity:** Domestic 230 volts, 50 cycle a.c., industrial 400 volts, 50 cycle.

**Petroleum Products:** Estimated 1977 total oil imports 800 million T-shs.



# Thailand

If Noon E.S.T.



Midnight  
(Bangkok)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Asia Division, Pacific, Asia and Africa Bureau, Ottawa, Ontario K1A 0H5  
Commercial Secretary  
Canadian Embassy  
P.O. Box 2090  
Bangkok, Thailand

**Personal Requirements for Canadians:** A seven-day transit visa is available on arrival. For visits over seven days a 30-day tourist visa should be obtained before arrival. Inoculation: vaccination against smallpox and cholera required, also yellow fever if travelling from an infected area.

**Area:** 513,115 kilometres.

**Population:** (1977 est.) 44.3 million.

**Climate:** Tropical with three distinct seasons: wet monsoon (May to mid-November), cool winter (mid-November to mid-February), hot summer (mid-February to April). Yearly mean temperature 28C.

**Language:** National language is Thai, but English widely understood in business and by senior government officials.

**Capital:** Bangkok.

**Marketing Centres:** Bangkok, Metropolitan 4.7 million, Korat 1.8 million, Chiangmai 1.1 million, Haadyai and Songkhla .8 million.

**Chief Ports:** Bangkok, Songkhla, Pattani, Kantang, Phuket.

**Currency:** Baht, one baht equals Cdn.\$0.0577 (Aug/79).

**Foreign Exchange and Import Controls:** Imports freely permitted except for some items under specific licence. Advance exchange control approval required but normally granted freely.

**Income:** 1977 GNP was U.S.\$18.4 billion; per capita GNP about U.S.\$418.

**Economy:** Agricultural, dominated by rice; also rubber, maize, tin, timber and kenaf. Growing industrial and mining sector.

**Total Imports:** 1977 — U.S.\$4,705 million (C.I.F.); 1976 — U.S.\$3,644 million.

**Chief Imports:** Crude oil, non-electrical machinery and parts, consumer goods, chemicals, motor vehicles, iron and steel, electrical machinery, textile fibres, yarns and threads.

**Chief Suppliers:** (1977 percent) Japan 33, U.S.A. 12, West Germany 6, U.K. 4.

**Value of Imports from Canada:** 1977 — Cdn.\$54 million; 1976 — Cdn.\$38 million.

**Chief Imports from Canada:** (1977 — million Cdn.) Aluminum ingot 12.2, nitrogen phosphate fertilizer 8.7, asbestos 5.1, wood pulp 4.5, newsprint 2.2.

**Total Exports:** 1977 — U.S.\$3,550 million; 1976 — U.S.\$3,018 million.

**Chief Exports:** (1977) Tapioca, rice, sugar, maize, rubber, textile, jute, tin.

**Chief Markets:** (1977 percent) Japan 20, Netherlands 13, Singapore 6, Malaysia 5, Hong Kong 4, U.S.A. 2.

**Value of Canadian Purchases:** 1977 — Cdn.\$12.08 million; 1976 — Cdn.\$9.08 million.

**Chief Canadian Purchases:** (1977 — million Cdn.) Denim, cotton 1.9, canned pineapple 1.4, polyester-cotton 1.3; exotic lumber species 1.0.

**Prices:** Quote C.I.F. Bangkok in U.S. dollars.

**Credit Terms:** Confirmed irrevocable letter of credit.

**Taxes:** A business tax is imposed on most goods and services, including imports. In addition, a municipal tax of 10% of the business tax is payable. A profits tax is also payable by agents of foreign firms on profit made by their principals on transactions in Thailand.

**Samples:** Free, if of no commercial value. Dutiable samples are liable to payment of duty, refundable on re-export.

**Weights and Measures:** Metric system.

**Screw Thread:** Various threads are used.

**Trade Agreements:** Thailand is not a member of GATT, but exchanges most-favoured-nation treatment with Canada (MFN for entry to Canada).

**Radio and Television:** There are 222 radio broadcasting stations and 7 television channels, including 4 colour. In 1975, there were 5.4 million radios and 761,015 television sets.

**Motor Vehicles:** In 1976 there were 348,651 motor vehicles.

**Water Supply:** It is advisable to boil drinking water.

**Electricity:** Domestic: 220 volts, 50 cycles a.c., industrial: 220/380 volts, 50 cycles a.c., three-phase. Generated energy in 1976 was 9,414 million kwh.

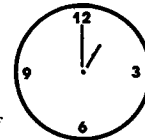
**Coal:** Lignite deposits, with production of 519,386.83 metric tons in 1977.

**Gas:** Bottled butane is available. There is also manufactured gas. Gas has been discovered in Gulf of Siam and should be available by 1982.

**Petroleum Products:** Small amounts are produced in the north. Exploration is being carried out in the Gulf of Siam.

# Trinidad and Tobago

If Noon E.S.T.



1:00 p.m. (Port of Spain)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Caribbean Division, Commercial Division  
Western Hemisphere Canadian High Commission  
Bureau, or P.O. Box 1246  
Ottawa, Ontario Port of Spain  
K1A 0H5 Trinidad, W.I.

**Personal Requirements for Canadians:** Visa: None required. Inoculation: Not required except for visitors from Europe or Venezuela.

**Area:** 1,980 square miles: Trinidad 1,864: Tobago 116.

**Population:** (1978 estimate) 1,134,500.

**Climate:** Tropical, humid (11 degrees north of the equator); nights are cooler; rainy season July to December.

**Language:** English.

**Capital:** Port of Spain.

**Marketing Centres:** Port of Spain.

**Chief Port:** Port of Spain.

**Currency:** TT dollar: 1 TT\$ equals Cdn.\$0.5480 (Aug/79).

**Foreign Controls and Import Controls:** Permission has to be granted by the Central Bank of Trinidad and Tobago for the release of foreign currency. Import licensing controls are in effect on increasing number of commodities, mainly items which are locally produced. There is a definite trend towards protecting local industry by embargoes to encourage import substitution.

**Income:** (1976) GDP at factor costs TT\$5,607.

**Economy:** Based mainly on refining of crude petroleum, processing and export of sugar and byproducts, exports of cocoa and coffee.

**Total Imports:** (1977 — TT\$4,340,828,900.

**Chief Imports:** Mineral fuels; machinery and transportation equipment; manufactured goods; food.

**Chief Suppliers:** (1977 — millions TT\$) Saudi Arabia 1,032.5; U.S.A. 900.6; E.E.C. countries 629.7; Indonesia 449.9.

**Value of Imports from Canada:** (millions Cdn.\$) 1978 69.3; 1977 52.2.

**Chief Imports from Canada:** Personal and household goods, electric lighting and distribution equipment, printed matter, prefabricated buildings and structures.

**Total Exports:** (1977) — TT\$5,231.5 million.

**Chief Exports:** Cocoa, citrus fruits, bananas, coconut oil.

**Value of Canadian Purchases:** (1978 — thousands Cdn.\$) 29,318.

**Chief Canadian Purchases:** Lubricating oil and greases, crude petroleum, distilled alcoholic beverages.

**Prices:** Buyers prefer quotations C.I.F. Port of Spain (if at all possible) in Canadian dollars, alternatively F.O.B. port of shipment, including export packing and handling charges.

**Credit Terms:** Sight draft, documents on payment.

**Taxes:** The majority of commodities imported into Trinidad and Tobago are dutiable in accordance with the Caribbean Common Market external tariff.

**Samples:** If of no commercial value are admitted free. Samples of commercial value may be brought in against bond or deposit which is returned if re-exported within three months.

**Standards:** No local standards yet, but the Standards Bureau is expected to become effective shortly.

**Weights and Measures:** Imperial standard currently in use but will be phased out by 1981 and replaced by metric standard.

**Screw Thread:** SAE is widely used in the automobile industry.

**Trade Agreements:** Canadian trade with Trinidad and Tobago governed by Canada-British West Indies Trade Agreement of 1926, as revised by 1966 Trade Protocol, which provides for the exchange of preferences on a wide scale. Trinidad is also a signatory of the General Agreement on Tariffs and Trade and a member of the Caribbean Common Market.

**Radio and Television:** In 1978 there were an estimated 656,000 radio receivers and 140,000 televisions.

**Water Supply:** Safe to drink. The pressure fluctuates between 40 and 65 psi, with a hardness of 100 to 300 ppm.

**Electricity:** Domestic: 60 cycle, single-phase, two or three wire 115 or 230 volts. Three-phase also available. Commercial: 60 cycle, single-phase three wire 115/230 volts; three-phase, four-wire 115/230 volts or 230/400 volts, up to a maximum of 50 kva. A grounding conductor is not necessarily required

in the electrical cord of an appliance but it may be a future requirement. The distribution system has a ground wire.

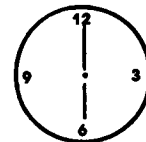
**Coal:** Only charcoal in diminishing quantities available.

**Gas:** Natural and LPG available.

**Petroleum Products:** (1977) 83,614,597 barrels were produced and 65,760,006 were imported.

# Tunisia

If Noon E.S.T.



6:00 p.m. (Tunis)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle East Division,  
Pacific, Asia and Africa Bureau,  
Ottawa, Ontario  
K1A 0H5

Commercial Division  
Canadian Embassy  
2 Place Virgile  
Notre-Dame de Tunis  
P.O. Box 31  
Belvedere, Tunis  
Tunisia

**Personal Requirements for Canadians:** Visa: Not required. Inoculations: Smallpox, cholera and yellow fever are required for arrivals from infected areas, and polio is recommended.

**Area:** 63,380 square miles.

**Population:** (1977) 5.9 million.

**Climate:** In the north, including the city of Tunis, the climate is Mediterranean. From May to mid-October, temperatures average 30°C (85°F) to 37°C (100°F).

**Language:** Arabic is the official language, but for all commercial and technical needs, French is equally used. English is only very rarely understood and visitors not speaking French will almost certainly encounter difficulties.

**Capital:** Tunis (population 950,000).

**Chief Ports:** Tunis/La Goulette.

**Currency:** The official unit of currency is the Tunisian dinar. One D equals Cdn.\$2.9041 (Aug/79).

**Foreign Exchange and Import Controls:** All imports into Tunisia are subject to either import licences, import certificates or annual import authorizations, depending upon the importer, the supplier or the commodity involved.

Except in a few cases, all foreign exchange payments and proceeds are controlled. Exchange controls and the authorization of payments for imports are under the responsibility of the central bank of Tunisia. Exchange permits are not required since the import licences or prior approvals carry with them the right to acquire the foreign exchange necessary for an import transaction.

**Income:** The Gross Domestic Product in 1977 was U.S.\$4.9 billion (U.S.\$845 per capita).

**Economy:** During the 1970-77 period, agriculture contributed to some 20% of the GDP and accounted for some 40% of total employment. The country's most important raw materials are phosphates, petroleum and natural gas, but except for phosphates, known reserves are relatively small. The most important sector is services, which generated about half of GDP during the 1970-77 period. Tourism

has developed significantly during the 1970's. In 1977 Tunisia's overall balance of payments continued to deteriorate. The economic development of the country is carried out through five year development plans. In the recent years, Tunisia has introduced measures to encourage foreign investments.

**Total Imports:** 1977 — U.S.\$1,823 million; 1976 — U.S.\$1,524 million.

**Chief Imports:** Raw materials and semi-finished products, capital goods, consumer goods, energy products, cereals.

**Chief Suppliers:** (percent) France 28, West Germany 11.2, U.S.A. 7.

**Value of Imports from Canada:** 1978 — Cdn.\$27.8 million; 1977 — Cdn.\$11.4 million.

**Chief Imports from Canada:** (1978 — millions Cdn.\$) Wheat 5.5, railway material 5.4, sulphur 3.9, steel material 2.3, mining machinery 2.3, barley 2.3.

**Total Exports:** 1977 — U.S.\$928 million; 1976 — U.S.\$785 million.

**Chief Exports:** Olive oil, rock phosphate, crude oil, ready made clothing and knitwear.

**Chief Markets:** The EEC is a major market for Tunisian products mainly olive oil and textiles.

**Value of Canadian Purchases:** 1978 — Cdn.\$62,000; 1977 — Cdn.\$129,000.

**Chief Canadian Purchases:** None of any consequence. The largest single item in 1978 was house furnishings (Cdn.\$23,000).

**Prices:** The government requires that foreign contractors submit fixed price bids.

**Taxes:** Almost all duties are ad valorem ranging up to 60%. Specific duties are assessed only on tobacco imported by special authorization for private use and on motion pictures. In addition to the basic customs duties, several surcharges and indirect taxes are applied to imports into Tunisia.

**Samples:** Samples of no commercial value are admitted free of duty, customs formality tax and production tax. Samples of commercial value are admitted temporarily upon the payment of a bond or the deposit of the duties normally assessable.

**Standards:** There is an organization within the Ministry of Trade which is responsible for standards.

**Weights and Measures:** The metric system is used for all purposes.

**Trade Agreements:** Tunisia has acceded provisionally to the General Agreement on Tariffs and Trade (GATT).

**Radio and Television:** In 1977 there were 290,000 radio receivers and 212,000 television sets in

Tunisia. Radio and television are controlled by the State.

**Motor Vehicles:** In 1976 there were 105,000 passenger cars and 71,000 trucks and buses in use.

**Electricity:** Electricity is supplied at 127/220 and 220/380 volts (varies), 50 cycles a.c.

**Coal:** Tunisia imports coal for its heavy industry.

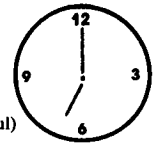
**Gas:** Tunisia produces natural gas. The output of natural gas rose by about 7% over the years 1975-76 and increased by more than twice that rate in 1977.

**Petroleum Products:** Tunisia is an exporter of petroleum which contributes about 40% of the country's export earnings.



# Turkey

If Noon E.S.T.



7:00 p.m. (Istanbul)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques

Toronto: First Canadian Place (P.O. Box 5)

Winnipeg: 335 Main Street

Calgary: Suite 200, 808 — 1st Street, S.W.

Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Africa and Middle

East Division,

Pacific, Asia and

Africa Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Counsellor

Canadian Embassy

Nenehatun Caddesi 75

Gaziosmanpasa, Ankara

Turkey

**Personal Requirements for Canadians:** Travellers to Turkey must carry valid passports. Visas are only required for stays of over three months. Inoculation: Smallpox required for arrivals from Africa (except Morocco and Asia).

**Area:** 779,452 square kilometres or 296,500 square miles.

**Population:** (1976) 41,085,000; the rate of increase is about 2.4% per annum; distribution of population: urban 44%, rural 56%.

**Climate:** The climate varies according to district. Winter conditions can be severe on the Central Anatolian Plateau and in the Black Sea and Marmara coastal districts, whereas the summer months are usually hot. The southern coastal districts sheltered by the Taurus mountains enjoy a milder winter, but are correspondingly hotter and more humid during the summer.

**Language:** The official language is Turkish. English, French and German are also used in business circles.

**Capital:** Ankara.

**Marketing Centres:** Istanbul 2.6 million; Izmir 0.8 million.

**Chief Ports:** Mersin and Iskenderun.

**Currency:** Turkish lira (TL) divided into 100 kurush. One Turkish lira equals Cdn.\$0.0243 (Aug/79).

**Foreign Exchange and Import Controls:** All commercial imports require import licences, which are valid for six months. The import licencing and quota systems severely restrict the range and quantity of goods that may be imported. Permissible imports are listed under three headings: 1) Liberalization List I; Liberalization List II; 3) Allocation list subdivided into Industrial Quotas and Importers' Quotas.

The import licence permits the release of the necessary foreign exchange. Payment for imports may be made against letters of credit, documents, or goods. When the payment is made against a letter of credit, qualified importers are required to prepay in local currency, at the time of application for an import

licence, the equivalent of the foreign exchange for which they have applied.

Canadian exporters should be aware that because of Turkey's foreign exchange shortage, the central bank is authorizing transfers of foreign exchange for only certain essential items. Exporters are advised to consult the Canadian Embassy in Ankara before entering into supply commitments.

**Income:** GNP per capita is U.S.\$1,200.

**Economy:** During the mid-1970's the growth of activity in Turkey was relatively rapid, but the expansion was accompanied by growing external imbalance, which led in the course of 1977 to severe payment difficulties and large arrears in payments and transfers. In early 1978 the Turkish Government, facing an extremely difficult economic situation, introduced a stabilization program, including a 23 percent devaluation of the currency and supporting fiscal and monetary measures which in April 1978 was supported by standby arrangements by the International Monetary Fund.

1978 — Major Economic indicators: — GNP Real growth 3.0%. Total fixed investment — a decline of 12.1% with respect to 1977. Rate of inflation — approximately 50 percent. Unemployment rate — 14.3%.

On November 30, 1978 the Fourth Five-Year Development Plan was approved by the Turkish Parliament. The plan somewhat optimistically has targeted an annual rate of growth of 8% over the planning period.

**Total Imports:** 1978 — (est) U.S.\$4.6 billion; 1977 — U.S.\$5.797 billion.

**Chief Imports:** Mineral fuels, machinery and equipment, transportation equipment, chemical products and fertilizers.

**Chief Suppliers:** (1976 — percent) West Germany 18.4; U.S.A. 8.4; U.K. 8.0; Italy 7.5%.

**Value of Imports from Canada:** 1978 — Cdn.\$42,335 million; 1977 — Cdn.\$50,851 million.

**Chief Imports from Canada:** Telephone apparatus, construction machinery and equipment, pulp and paper equipment, copper fabricated materials.

**Total Exports:** 1978 — U.S.\$2.3 billion; 1977 — U.S.\$1.755 billion.

**Chief Exports:** 1977 — Textiles; hazelnuts; cotton; tobacco.

**Chief Markets:** (1976 — percent) West Germany 19.2; U.S.A. 9.8; Switzerland 9.2; Italy 8.8.

**Value of Canadian Purchases:** 1978 — Cdn.\$11.7 million.

**Chief Canadian Purchases:** Dried raisins, filberts, dried apricots, preserved fruit, cotton.

**Prices:** Prices should be quoted in U.S. dollars F.O.B. or C.I.F. port of discharge.

**Credit Terms:** Goods included in the Allocation list can be paid for by letter of credit or on cash against documents. Goods included in the Liberalization Lists I and II must be paid for on a letter of credit basis. Credit terms are not normally permitted beyond the period of 30 days allowed under cash against document terms.

**Taxes:** Municipal tax; 15% of Custom duty. Wharf dues: 5% of the sum of the C.I.F. invoice value plus customs duty, municipal tax and stamp tax on customs declarations. Expenditure tax: At varying rates levied on the sum of the C.I.F. invoice plus

customs duty, municipal tax, wharf rates, and stamp tax on customs declarations. Stamp duty: 9 - 10% of the C.I.F. value of the goods. Stamp tax and miscellaneous customs charges (including warehousing): The total charge will vary but may be taken as approximately 2% of the C.I.F. value.

**Samples:** Samples of no commercial value are admitted free of customs duty.

**Weights and Measures:** The metric system is in use.

**Screw Thread:** Not standardized. Right hand thread is most common.

**Trade Agreements:** Canada and Turkey accord each other most-favoured-nation treatment under GATT, to which both countries are signatories.

**Radio and Television:** TV and radio facilities are owned and operated by the state.

**Motor Vehicles:** (1976) Cars 475,000; trucks 250,000; buses and mini buses 72,000.

**Water Supply:** Not safe to drink in most districts.

**Electricity:** 50 cycles a.c. 220 volts in most parts. Industrial 380 volts a.c.

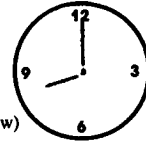
**Coal:** Both hard coal and lignite are available.

**Gas:** Both manufactured gas and LPG are available.

**Petroleum Products:** All lubricating oils are imported but gasoline, gas oil, diesel oil and kerosene are produced locally.

# U.S.S.R.

If Noon E.S.T.



8:00 p.m. (Moscow)

**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5

Minister (Commercial)  
Canadian Embassy  
23 Strarokonyushenny  
Pereulok  
Moscow, U.S.S.R.

**Personal Requirements for Canadians:** A valid passport and visa are required for all business trips to the U.S.S.R. All arrangements have to be made through your local travel agency representing the Soviet Intourist Agency. The agency gets approval from Intourist for hotel reservations and travel arrangements on your behalf. The fee is \$2.00 and three photographs are needed.

**Area:** 22.3 million square kilometres.

**Population:** (1976) 256 million.

**Climate:** Ranges from sub-tropical to arctic.

**Language:** Russian. English is spoken by some trade officials.

**Capital:** Moscow.

**Marketing Centres:** Moscow, Leningrad, Kiev.

**Chief Ports:** Odessa — Black Sea, Mirmansk — Barents Sea, Vladivostok — Sea of Japan, Archangel — White Sea, Leningrad — Gulf of Finland.

**Currency:** Rouble. The Rouble is a non-convertible currency (1 rouble = Cdn.\$1.8044 (Aug/79)).

**Foreign Exchange and Import Controls:** Roubles cannot be imported into or exported from the country, but travellers may take any quantity of foreign currency in or out of the U.S.S.R., provided it is declared and exchange receipts are retained. All foreign purchasing is state controlled with purchasing done by state agencies.

**Income:** (1977) GDP \$3,100 per capita (GDP 1977).

**Economy:** Continuing its restructuring from an agricultural to a fully industrialized economy. Direction is given by 5-Year Plans, the latest covering from 1976 - 1980. In this Tenth Plan, concentration is placed on modest rates of growth with an accent on quality rather than quantity, and a return to emphasis on heavy industry.

**Total Imports:** 1977 — 30.9 billion roubles.

**Chief Imports:** Transport, metallurgical, food production and agricultural equipment, chemical production machinery.

**Chief Suppliers:** Socialist countries, West Germany, Japan, Finland, U.S.A.

**Value of Imports from Canada:** 1978 — Cdn.\$567 million.

**Chief Imports from Canada:** Wheat, trucks, truck valves, air and gas compressors.

**Total Exports:** 1977 — 30.2 billion roubles.

**Chief Exports:** Oil and oil products, passenger cars, trucks, metallurgical and power generating equipment.

**Chief Markets:** Socialist countries, Finland, Japan, West Germany, U.K.

**Value of Canadian Purchases:** 1978 — Cdn.\$34.7 million.

**Chief Canadian Purchases:** Tractors, metalworking machinery, hydraulic turbines, crude petroleum.

**Prices:** Quote in Canadian or any other currency F.O.B. or F.A.S., as requested by purchaser.

**Credit Terms:** Negotiated on individual project basis.

**Taxes:** Foreigners resident in U.S.S.R. are subject to tax unless exempted through bilateral tax agreement. Soviet law in this regard is very new. Preliminary discussions between Canada and the Soviet Union on a tax treaty have commenced.

**Samples:** These may be temporarily exported duty free under customs supervision. The U.S.S.R. Chamber of Commerce should be contacted for advice.

**Standards:** The foreign trade enterprises are responsible for ensuring that imported machinery and equipment comply with U.S.S.R. safety and technical regulations, and any requirements will normally be specified in the sales contract.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric.

**Trade Agreements:**

**Multilateral:** The main thrust of Soviet trade policy is the Council for Mutual Economic Assistance (CMEA) which features a high degree of integration of the economies of Eastern Europe. The U.S.S.R. is not a member of the GATT.

**Bilateral:** Canada-U.S.S.R. trade is governed by the 1956 Trade Agreement, which provides for exchange of most favoured nation treatment and the new Long Term Economic Agreement of 1976, which consolidates and elaborates further the contractual framework established under the Trade Agreement, the Industrial Exchanges Agreement of 1971 and the annual trade consultations.

**Radio and Television:** All state controlled. Radios and television sets estimated at 64 million each.

**Motor Vehicles:** (1976) Passenger cars 5.1 million.

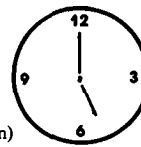
**Water Supply:** Not safe to drink in major centers. Bottled water should be used.

**Electricity:** 120 and 220 volts, 50 cycles a.c.

**Petroleum Products:** Crude oil pumping 10.9 million barrels a day in 1977.

# United Kingdom

If Noon E.S.T.



5:00 p.m. (London)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

Britain Division, Minister Commercial  
European Bureau, Canadian High Commission  
Ottawa, Ontario or One Grosvenor Square  
K1A 0H5 London W1X 0AB,  
England

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 94,214 square miles (England 50,327, Wales 8,017, Scotland 30,411, Northern Ireland 5,459).

**Population:** (1977 estimate) 55.8 million. In 1976 there was an estimated 19.3 million households.

**Climate:** Temperate — average temperature 10.5°C.

**Language:** English.

**Capital:** London.

**Marketing Centres:** (thousands) London (Greater London) — 7,379; Manchester (South-East Lancashire) — 2,387; Birmingham and Wolverhampton (West Midlands) — 2,369; Glasgow (Central Clydeside) — 1,728; Leeds and Bradford (West Yorkshire) — 1,726; Liverpool (Merseyside) 1,262; Newcastle upon Tyne (Tyneside) — 804.

**Chief Ports:** London, Liverpool, Southampton, Bristol and Glasgow are served regularly by sailings from Canadian east and west coast ports; and in the summer season from Hudson's Bay and St. Lawrence/Great Lakes ports.

**Currency:** Pound Sterling. One Pound equals Cdn. \$2.6306 (Aug/79).

**Foreign Exchange and Import Controls:** For details consult The Bank of Montreal or Department of Industry, Trade and Commerce.

**Income:** (1977) Total personal income was £112.3 million. Per capita income was £2,012.5. Average weekly earnings for males over 21 were £72.89.

**Economy:** Britain's economy is largely industrial, but in view of its limited natural resources, it is largely dependent on importing raw materials, both in the agricultural and industrial sectors. One exception is the area of energy where, as a result of developments of North Sea oil deposits, Britain will become self sufficient by 1980.

**Total Imports:** 1977 — £36,493.1 million; 1976 — £31,212.6 million.

**Chief Imports:** (Millions £) Manufactured goods classified by material 7,487.9; food preparations

5,382.7; machinery and transport equipment 6,558.8; mineral fuels, lubricants, etc. 5,228.4; crude material inedible 3,273.4; miscellaneous manufactured articles 3,028.4; chemicals 2,467.0.

**Chief Suppliers:** (1977 — millions £) U.S.A. 3,662.5; West Germany 3,574.2; France 2,660.1; Netherlands 2,491.9; Belgium 1,682.5; Italy 1,532.1; Switzerland 1,319.2; Ireland 1,282.5; Canada 1,222.8.

**Value of Imports from Canada:** 1977 — £1,222.8 million; 1976 £1,159.6 million.

**Chief Imports from Canada:** (1977 — millions £) Food and food preparations 193.2; manufactured goods classified by material 364.7; crude materials inedible 442.6; machinery and transport equipment 91.2; chemicals 49.1; beverages and tobacco 28.8; miscellaneous manufactured articles 26.7.

**Total Exports:** 1977 — £32,951.4 million; 1976 — £25,777.5 million.

**Chief Exports:** (1977 — millions £) Machinery and transport equipment 12,335; manufactured goods classified by material 7,481.7; chemicals 3,866.7; miscellaneous manufactured articles 3,112.9; food and food preparations 1,418.1; crude materials inedible 876; minerals, fuels, lubricants 2,066.6; beverages and tobacco 798.8.

**Chief Markets:** (1977 — millions £) U.S.A. 3,087.2; West Germany 2,501.1; France 2,147.6; Netherlands 2,138.7; Belgium 1,837.1; Ireland 1,640.3; Switzerland 1,421.3; Sweden 1,196.7; Australia 761.0; Italy 978.3; Denmark 797.3; Canada 712.6.

**Value of Canadian Purchases:** 1978 — £3,498 million.

**Chief Canadian Purchases:** (1977 — millions £) Machinery and transport equipment 235.1; manufactured goods classified by material 161.4; miscellaneous manufactured articles 95.4; chemicals 76.4; food and food preparations 54.4; beverages and tobacco 22.8.

**Prices:** Quote in Pounds Sterling on C.I.F. basis and preferably "delivered".

**Credit Terms:** Sight and 30, 60, 90 or 180 days as arranged, depending on product.

**Taxes:** Value added tax (VAT) is chargeable on the importation of all goods, except foodstuffs which are Zero Rated. There are two rates of VAT, namely 8% or 12½%, depending on the commodity.

**Samples:** All samples are subject to import duty and value added tax where applicable. A cash deposit or bond may be given in lieu of import charges and is refundable when goods are re-exported. Alternatively, samples may be temporarily imported without payment of duty or taxes on authority of an A.T.A. carnet.

**Standards:** Official approval for all appliances is vital for marketing purposes, although it is not mandatory.

**Weights and Measures:** The Metrication Board was set up in 1969 to promote the planning and change over to the international metric system of units for weights and measures throughout the economy and educational system.

**Screw Thread:** Metric, Whitworth, North American S.A.E., left or right hand are all used.

**Trade Agreements:** Member of GATT. Britain became a member of the Common Market effective January 1st, 1973.

**Radio and Television:** Virtually every household has a radio and 94% of households have a television set. Radio is publicly and privately owned, as well as television (405 and 620 lines).

**Motor Vehicles:** In 1976 there were over 14 million passenger cars; 1.8 million commercial vehicles and 1.3 million motorcycles and tricycles.

**Water Supply:** Safe to drink. Average pressure is 30 feet. Mineral content and hardness vary from very soft to very hard. In London, the water is very hard.

**Electricity:** 50 cycle a.c. 220/460 volts, two-phase for domestic and commercial use, three-phase for industrial use. Frequency stability plus or minus .01%. A grounding conductor for appliances is not mandatory, but it is safer. The distribution system has a ground wire. National capacity in 1977 262.04 TWH.

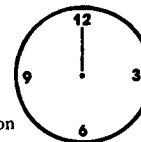
**Coal:** All types are available. For complete details write to the National Coal Board, Hobart House, Grosvenor Place, London S.W. 1, England. In 1977, production was 122 million tons (metric). Based on present technology and known deposits, present coal deposits are sufficient for 300 years.

**Gas:** Natural gas, butane and propane coal gas are available.

**Petroleum Products:** All grades are available.

# United States

If Noon E.S.T.



Noon (Washington  
D.C.)

**For detailed information contact:**

**Bank of Montreal**

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

**Department of Industry, Trade and Commerce**

United States Commercial Division  
Division, Canadian Embassy  
Western or 1748 Massachusetts Ave.  
Hemisphere Bureau, N.W.  
Ottawa, Ontario Washington D.C. 20036  
K1A 0H5 U.S.A.

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Not required.

**Area:** 3,554,364 square miles (including Hawaii and Alaska).

**Population:** (1978) 218.7 million.

**Climate:** Severe in winter in all parts except the south and west. Tropical or sub-tropical in summer except in extreme north.

**Language:** English.

**Capital:** Washington, D.C.

**Marketing Centres:** New York, Chicago, Los Angeles, Seattle, San Francisco, Atlanta and others.

**Chief Ports:** New York, Baltimore, New Orleans, Seattle.

**Currency:** U.S. Dollar: One U.S.\$ equals Cdn.\$1.1650 (Aug/79).

**Foreign Exchange and Import Controls:** The United States maintains import controls on a number of items. In addition, various types of merchandise must conform to laws enforced by government agencies other than the United States Customs Service. Fur products are also subject to the Endangered Species Act and importation of certain fur skins would be prohibited. For further information contact U.S. Division of the Western Hemisphere Bureau.

**Income:** 1977 — GNP U.S.\$1,965 billion. Total disposable personal income: U.S.\$1,308.6 billion.

**Economy:** The United States is the world's leading economic power. The country is almost self-supporting. Principal mineral deposits are of petroleum, natural gas, coal, copper, iron, uranium and silver.

**Total Imports:** 1978 — U.S.\$172 billion.

**Chief Imports:** Petroleum, chemicals, metals and manufacturers machinery, vehicles and newsprint.

**Chief Suppliers:** (1978 — billions U.S.\$) Canada 33.5; E.E.C. countries 29.3; Japan 24.8.

**Value of Imports from Canada:** 1978 — U.S.\$37,006.2 million. 1977 — U.S.\$30,184.7 million.

**Chief Imports from Canada:** (1977 — Millions U.S.\$) Transport equipment 9,987.0; pulp and paper 3,219.8; petroleum 1,750.6; non-electrical machinery (including industrial, agricultural and tractors) 1,259.7; iron and steel 854.5.

**Total Exports:** 1978 — U.S.\$143.7 billion.

**Chief Exports:** Machinery and transport equipment, manufactured goods classed by material, miscellaneous manufactured goods, crude material except fuels, food and live animals.

**Chief Markets:** Canada, E.E.C. countries and Japan.

**Value of Canadian Purchases:** 1978 — U.S.\$34,996.2 million. 1977 — U.S.\$29,552.0 million.

**Chief Canadian Purchases:** (1977 — Millions U.S.\$) Transport equipment 11,249.2; special industrial machinery (including agricultural machinery and tractors) 2,840.5; general purpose machinery 1,099.3; iron and steel 423.3.

**Prices:** Negotiable.

**Credit Terms:** As arranged.

**Taxes:** All goods imported into the U.S. are subject to duty unless specifically exempted. Customs duties are classified as (a) ad valorem (b) specific and (c) compound.

**Samples:** Samples accompanying a commercial traveller may be admitted and entered on the importers baggage declaration. In such cases, an adequate descriptive list or a U.S. special customs invoice must be provided. The personal bond of the commercial traveller is usually accepted to guarantee the timely exportation of the samples under U.S. customs supervision. Penalty for failure to export the samples entails loss of the privilege on future trips.

**Weights and Measures:** Metric system is not in general use.

**Trade Agreements:** Member of GATT, a number of bilateral agreements (e.g. POTRO PACT) are in force between Canada and the U.S.

**Radio and Television:** Virtually every household has radio and T.V. Broadcasting technology is identical to Canada.

**Motor Vehicles:** In 1978, 1,807,086 motor vehicles were produced of which 1,139,263 were cars and 667,823 were trucks.

**Water Supply:** Safe to drink.

**Electricity:** 60 cycle: 110 volts.

**Coal:** About 660 million short tons were mined in 1978 of which 4.7 million short tons were exported; 8 million short tons were imported.

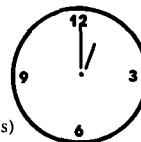
**Gas:** 1978 — Production of natural gas was 19.7 trillion cubic feet; only 55 billion cubic feet were exported and 1 trillion cubic feet were imported.

**Petroleum Products:** Production of crude oil in 1978 was 8.7 million barrels per day.



# Venezuela

If Noon E.S.T.



1:00 p.m. (Caracas)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Latin America	Commercial Counsellor
Division,	Canadian Embassy
Western	or Apartado 62302
Hemisphere Bureau,	Avda. La Estancia No. 10
Ottawa, Ontario	Edificio La Estancia
K1A 0H5	Caracas 106, Venezuela

**Personal Requirements for Canadians:** Visa: Tourist card required. Inoculation: Smallpox; cholera recommended.

**Area:** 352,150 square miles.

**Population:** (1978) 13.5 million.

**Climate:** Four climatic zones: tropical, moderate, cool and cold. Caracas has an average temperature of 22°C.

**Language:** Spanish; sales literature in Spanish preferable.

**Capital:** Caracas, altitude 3,000 feet.

**Marketing Centres:** Caracas 2,200,000; Maracaibo 919,863; Maracay 313,274; Ciudad Bolivar 213,543; Valencia 381,636; Barquisimeto 489,140; San Cristobal 399,163.

**Chief Ports:** La Guaira, Maracaibo, Puerto Cabello, Guarta-Puerto La Cruz, Ciudad Bolivar, Puerto Ordaz.

**Currency:** Bolivar. One Bolivar equals Cdn.\$0.2726 (Aug/79).

**Foreign Exchange and Import Controls:** No controls. Reserves U.S.\$7.2 billion in 1978.

**Income:** (1976) GNP per capita \$2,830.

**Economy:** (1977) GNP U.S.\$35.4 billion. Crude petroleum and gas 21%, agriculture 6%, manufacturing 12.1%. Rate of growth of GDP 15.3%.

**Total Imports:** 1978 — U.S.\$9.2 billion; 1977 (estimated) U.S.\$11 billion.

**Chief Imports:** 1977 Machinery and transportation equipment U.S.\$4.3 billion, miscellaneous manufactured goods U.S.\$2.2 billion, chemicals \$880 million, food and live animals \$835 million.

**Chief Suppliers:** (1977 percent) U.S.A. 39, West Germany 12, Japan 11, EEC 26.7, LAFTA 8.4.

**Value of Imports from Canada:** 1977 — Cdn.\$571 million.

**Chief Imports from Canada:** (1977 — million Cdn.\$) Motor vehicles and parts 390, newsprint 25, pulp 11, wheat 6, vegetables and preparations 6, asbestos 5.

**Total Exports:** 1977 — U.S.\$9,669 million; 1976 U.S.\$9,342 million.

**Chief Exports:** Petroleum derivatives and iron ore.

**Chief Markets:** U.S.A., Netherlands Antilles, Canada.

**Value of Canadian Purchases:** 1977 — Cdn.\$1,361 billion; 1976 — Cdn.\$1,296 billion.

**Chief Canadian Purchases:** 1977 — Petroleum and derivatives, fuel oil, coffee.

**Prices:** It is preferable to quote in U.S. dollars. The new tariff requires prices to be quoted C.I.F. Venezuelan port.

**Credit Terms:** 180 days and over.

**Taxes:** There is a customs service tax of 3½% ad valorem of the C.I.F. value for merchandise brought in by sea, air or land. For merchandise brought in by parcel post, the tax is 1% ad valorem.

**Samples:** Samples having no commercial value enter duty free.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric right hand and SAE.

**Trade Agreements:** Preferential treatment to LAFTA countries and to Andean Pact countries.

**Radio and Television:** Radio and television broadcasting are both publicly and privately owned.

**Motor Vehicles:** 1978 production 190,000 units.

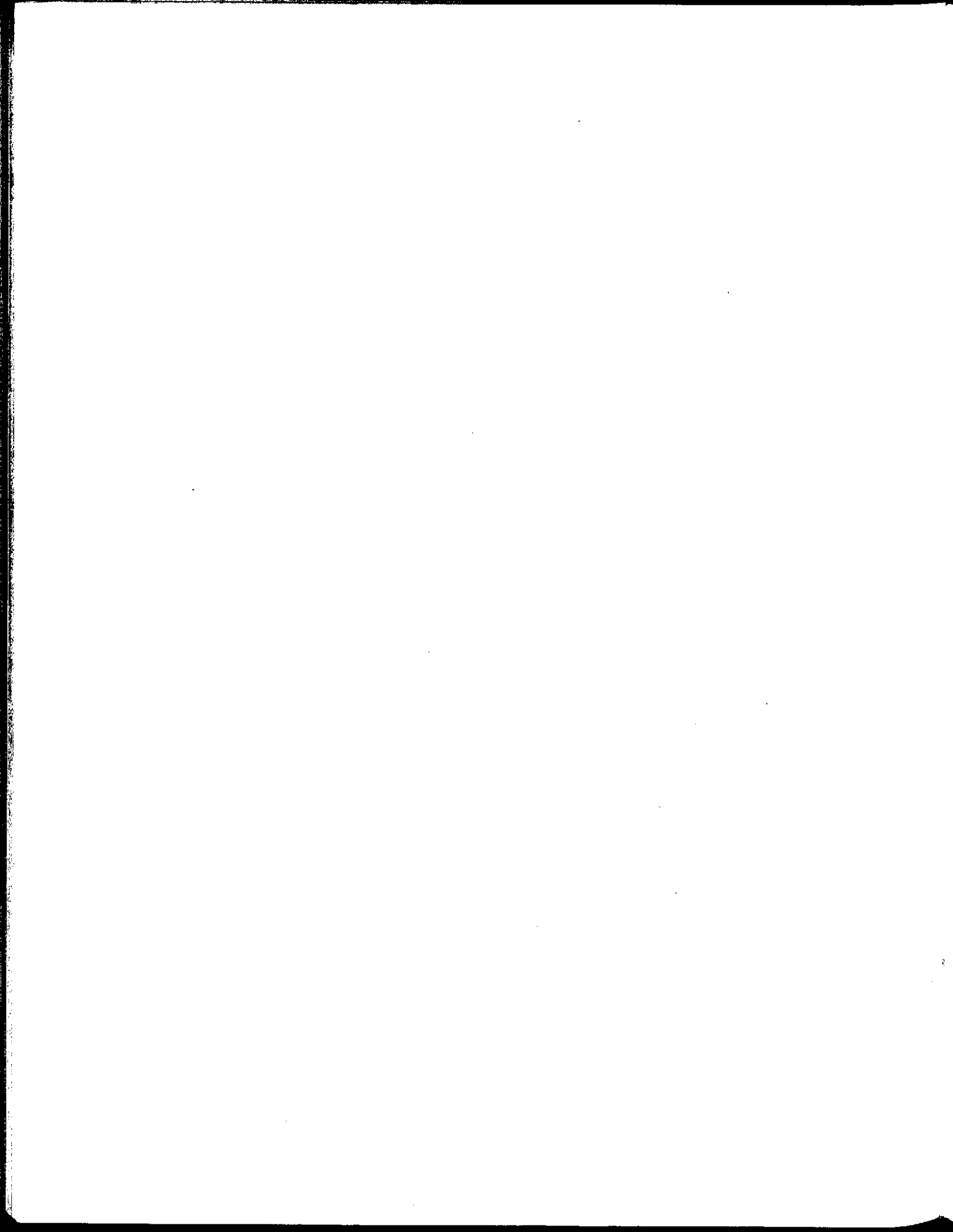
**Water Supply:** Not usually safe to drink. Bottled water is available.

**Electricity.** Domestic and commercial 120/240 volts a.c. single-phase; industrial 120/208 volts a.c. three-phase. Most of the country is on 60 cycle supply; Caracas is being linked to the Guri dam and changed over to 60 cycles and work will proceed on a national grid. Total capacity 1977 — 5,480 mw.

**Coal:** Available locally except coking varieties. 1977 production 113,000 tons.

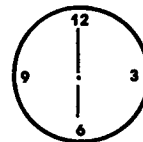
**Gas:** Natural gas and LPG are available. In 1977, production was 37.5 billion m<sup>3</sup> of natural gas and reserves 1.2 trillion m<sup>3</sup>. Natural gas is piped to consumers. LPG is supplied in cylinders. Gross thermal content is 92,900 BTU and the operating pressure is 128 psi. 1977 production was 2.3 million tons.

**Petroleum Products:** Crude oil production (1978) 2.2 million b/d; refining capacity — 12 refineries — 1.5 million b/d.



# Yugoslavia

If Noon E.S.T.



6:00 p.m.  
(Belgrade)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Eastern Europe Division,  
European Bureau, or  
Ottawa, Ontario  
K1A 0H5

Commercial Secretary  
Canadian Embassy  
Proleterskih Brigada 69  
11000 Belgrade, Yugoslavia

**Personal Requirements for Canadians:** Visa: Required. Inoculation: Not usually required.

**Area:** 256,000 square kilometres.

**Population:** 21,767,000.

**Climate:** Moderate continental. Average temperature in Belgrade and Zagreb 10-12°C; humidity 70-75%.

**Language:** Serbo-croatian. Sales literature in English, German or French is acceptable.

**Capital:** Belgrade.

**Marketing Centres:** Belgrade 1,209,000; Zagreb 566,000; Skopje 313,000; Sarajevo 224,000; Ljubljana 174,000.

**Chief Ports:** Rijeka, Split, Bar.

**Currency:** Dinar. One Dinar equals Cdn.\$0.0610 (Aug/79).

**Foreign Exchange and Import Controls:** Goods are classified into categories according to the manner in which foreign exchange is allocated. These categories range from free import to import licence and quotas.

**Income:** (1977) GNP U.S.\$39 billion. Per/capita U.S.\$1,800.

**Economy:** Strategy contained in current (1976-80) Social Plan reflects a shift in emphasis from sectors producing consumer goods to sectors producing intermediate and capital goods. One of the main objectives underlying this strategy is the restructuring of the economy for balance of payments reasons by emphasizing development of import substitutes in those sectors more directly affected by growing import dependency since 1975. Priority sectors include: power, coal, ferrous and non-ferrous metallurgy, basic chemicals, non-metallic minerals, shipbuilding, transport, argo-industry.

**Total Imports:** 1978 — U.S.\$10.1 billion; 1977 — U.S.\$9.6 billion.

**Chief Imports:** Crude oil, pig and scrap iron, steel sheets and plates, chemicals and chemical products, foodstuffs, textile fibres, metal working machinery, non-electric machinery, transportation equipment, automobiles (for assembly), non-ferrous metals.

**Chief Suppliers:** (1977 percent) West Germany 16.3; U.S.S.R. 13.5; Italy 10.7; U.S.A. 5.8; France 5.2; Canada 0.6.

**Value of Imports from Canada:** 1978 — Cdn.\$42.8 million.

**Chief Imports from Canada:** (1978 — millions Cdn.\$) Copper 11.3; asbestos 7.7; iron ore 3.8; trucks 3.0; pulp 2.9; gold 2.9; telecommunications equipment 1.8; hides 1.0.

**Total Exports:** 1977 — U.S.\$5.2 billion; 1978 — U.S.\$5.9 billion.

**Chief Exports:** (1977 percent) Transportation equipment 12.9; electric machinery 8.5; wood 6.0; non-ferrous 5.9; clothing 4.3; footwear 4.1; textiles 4.1; meat 3.5; iron and steel 3.4; furniture 3.3.

**Chief Markets:** (1977 percent) U.S.S.R. 21.7; Italy 12.0; West Germany 7.4; U.S.A. 5.7; Poland 4.3; Canada 0.3.

**Value of Canadian Purchases:** 1978 — Cdn.\$19.9 million.

**Chief Canadian Purchases:** (1978 — millions Cdn.\$) Leather 2.5; furniture 2.4; athletic shoes 2.1; skis 1.5; pipe fittings 1.1.

**Prices:** Quote Canadian or U.S. dollars; C.I.F. or F.O.B. Yugoslavia port of entry.

**Credit Terms:** Most non-capital imports are paid for by irrevocable letter of credit or on short-term credit terms. Capital goods almost always require medium or long-term supplier credits.

**Taxes:** In addition to the customs duty, imported goods are also subject to the following charges based on the C.I.F. value of the goods: 6% Special Equalization Tax; 1% Customs Evidence Tax; and a 10% Import Surcharge.

**Samples:** As a member of the International Convention to Facilitate the Importation of Commercial Samples and Advertising, Yugoslavia admits samples of negligible value free of duty, permits valuable samples to be imported under bond or

deposit; and admits printed advertising matter free of duty, if no charge is made.

**Weights and Measures:** Metric system.

**Screw Thread:** Metric right hand.

**Trade Agreements:** Under 1973 Canada-Yugoslavia Trade Agreement, both nations exchange most-favoured-nation treatment. Yugoslavia has been a member of GATT since 1966.

**Radio and Television:** State-owned. Radios 3,685,269; televisions 2,544,487 (625 lines).

**Motor Vehicles:** (1976) Passenger cars 1,732,000; buses 21,000; motorcycles/scooters 270,000; trucks 81,300; towing vehicles 82,300; trailers 79,200; special vehicles 17,300.

**Water Supply:** Different in each town.

**Electricity:** Voltage: 220 and 380; one and three-phase; ground is required.

**Coal:** Types available: pit, brown, lignite. Production: 47,000,000 tons (1977).

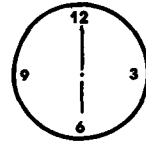
**Gas:** Type available: natural. Production 320 million cubic meters (1973). Thermal content: 4-7,000 K cal/cubic meter. Distribution system: pipes.

**Petroleum Products:** All grades available.

# Zaire

If Noon E.S.T.

6:00 p.m.  
(Kinshasa)



**For detailed information contact:**

**Bank of Montreal**

**International Banking Canada Division:**

**Montreal:** 105 Rue St. Jacques  
**Toronto:** First Canadian Place (P.O. Box 5)  
**Winnipeg:** 335 Main Street  
**Calgary:** Suite 200, 808 — 1st Street, S.W.  
**Vancouver:** 595 Burrard Street

**Department of Industry, Trade and Commerce**

**Africa and Middle East Division,**  
**Pacific, Asia and Africa Bureau,** or  
**Canadian Embassy**  
**Edifice Petrozaire**  
**Coin Ave. Wangata**  
**et boul 30 Juin**  
**Kinshasa, Zaire**  
**K1A 0H5**

**Personal Requirements for Canadians:** Visa: Required before departure. Inoculation: Smallpox, cholera and yellow fever.

**Area:** 906,000 square miles.

**Population:** 24.9 million.

**Climate:** Tropical.

**Languages:** French, English rarely spoken even in the business community.

**Capital:** Kinshasa.

**Marketing Centres:** Kinshasa 1.3 million, Lumbumbashi 348,000; Mouji-Mayi 257,000; Kisangani 232,000; Matadi 133,000.

**Chief Ports:** Matadi and Boma. Zaire has only 25 miles of sea coast. Over 3,000 miles of railroads.

**Currency:** Zaire: one zaire equals Cdn.\$0.5675 (Aug/79).

**Foreign Exchange and Imports Controls:** All goods except basic food stuffs, essential trading articles and pharmaceuticals entering Zaire require an import licence to be validated by a commercial bank or the Banque du Zaire depending upon the nature of goods. Most import duties are based upon the Brussels Nomenclature system with the ad valorem based on the C.I.F. value.

**Income:** GDP per capita (1975) U.S.\$149; (1973) U.S.\$3.8 billion.

**Economy:** Dependent to a large extent upon extensive mineral resources, particularly copper, cobalt, industrial diamonds.

**Total Imports:** (1975) — Cdn.\$348.7 million.

**Chief Imports:** (1975) Food products, textiles, chemicals, machinery and transportation equipment.

**Chief Suppliers:** (1975 — millions) Belgium \$93.8; France \$66.6; West Germany \$59.8.

**Value of Imports from Canada:** (1977) — Truck & chassis: \$2,800,752; aircraft: \$944,224; aircraft assemblies equipment: \$401,870.

**Chief Imports from Canada:** Construction machinery and equipment, trucks and chassis, wheat.

**Total Exports:** (1975) Cdn.\$262.6 million.

**Chief Exports:** (1977) Copper, palm oil, rubber, coffee and diamonds.

**Chief Markets:** (1975 — millions) Belgium \$119.2; Italy \$75.5; France \$36.2.

**Value of Canadian Purchases:** (1977) — Cdn.\$7.4 million.

**Chief Canadian Purchases:** (1977) Coffee \$6,954,088; tea \$413,940.

**Prices:** Prices should be quoted in U.S. dollars C.I.F. Matadi for goods intended for Kinshasa and C.I.F. Lobito for goods intended for Lubumbashi.

**Credit Terms:** Credit terms of between 90 and 180 days are usually sought depending upon nature of goods.

**Taxes:** Under negotiation.

**Samples:** Usually samples of no commercial value are imported duty free. Samples of commercial value are permitted free entry under bond.

**Weights and Measures:** Metric system.

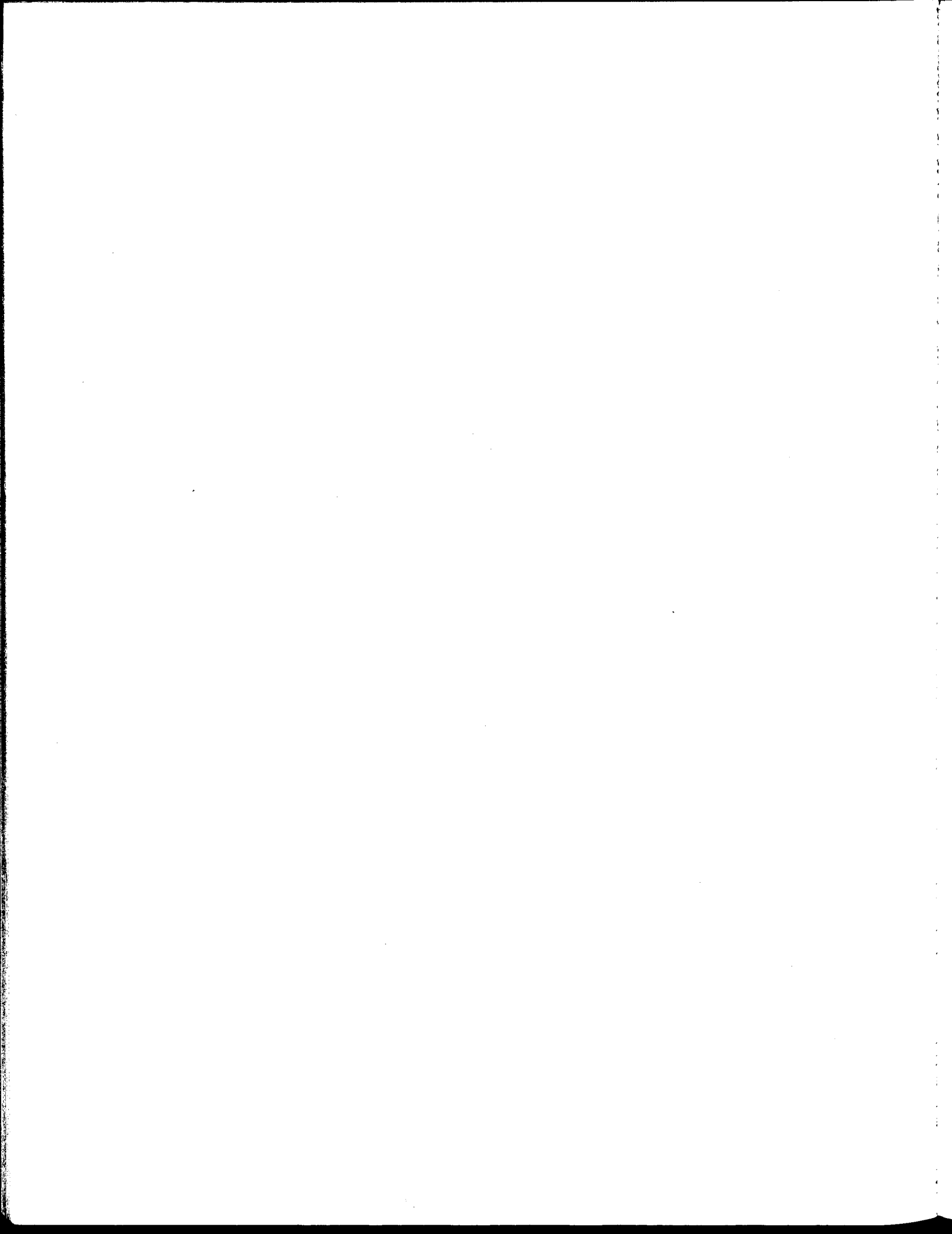
**Trade Agreements:** No trade agreement between Canada and Zaire.

**Radio and Television:** Television system in Kinshasa only. Radio available domestically.

**Motor Vehicles:** 1976, 95,000 passenger cars, 85,000 trucks and buses in use.

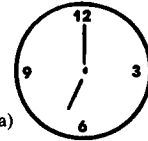
**Water Supply:** Bottled or boiled water is safe to drink.

**Electricity:** Annual gross production 3,540 million kwh. Internal consumption 3,010 million kwh. 50 cycle/220 volts in Kinshasa.



# Zambia

If Noon E.S.T.



7:00 p.m. (Lusaka)

## For detailed information contact:

### Bank of Montreal

International Banking Canada Division:

Montreal: 105 Rue St. Jacques  
Toronto: First Canadian Place (P.O. Box 5)  
Winnipeg: 335 Main Street  
Calgary: Suite 200, 808 — 1st Street, S.W.  
Vancouver: 595 Burrard Street

## Department of Industry, Trade and Commerce

Africa and Middle East Division  
Pacific, Asia and Africa Bureau, or  
Ottawa, Ontario  
K1A 0H5  
Commercial Secretary  
Canadian High Commissioner  
P.O. Box 1313  
Lusaka, Zambia

**Personal Requirements for Canadians:** Visa: Not required. Inoculation: Yellow fever, smallpox, cholera, TAB recommended.

**Area:** 290,856 square miles.

**Population:** (1977) 5,300,000.

**Climate:** Hot (especially in the Copperbelt) and sunny during summer. Cooler in evenings. Warm and pleasant rest of year.

**Language:** English is the official language.

**Capital:** Lusaka.

**Marketing Centres:** Lusaka 450,000; Kitwe 300,000; Ndola 250,000.

**Chief Ports:** Dar Es Salaam, Durban, Beira and Nacala.

**Currency:** Kwacha; one K equals Cdn.\$1.5274 (Aug/79).

**Foreign Exchange and Import Controls:** The Zambian economy is experiencing difficulties with low copper prices and transportation. Foreign exchange is scarce and import licences are difficult to obtain. Repatriation of capital is a matter to be negotiated in each case with the Bank of Zambia. A maximum of 10 Kwacha (in Zambian currency) may be taken into or out of the country. Visitors are advised to carry traveller's cheques in small denominations and to cash only sufficient for their current needs. Foreign currency can be taken out of the country only if a receipt can be produced to prove that it was previously brought into the country.

**Income:** (1975) GDP U.S.\$1.39 billion; per capita income \$360.

**Economy:** 70% of the population is engaged in agriculture on a small scale. Zambia is the second largest exporter of copper in the world. Copper is 90% of the country's total exports.

**Total Imports:** 1976 — U.S.\$686 million.

**Chief Imports:** (1976) Machinery and transport equipment; manufactured goods, food; chemicals; fuels.

**Chief Suppliers:** (1976 percent) U.K. 19.6; U.S.A. 12.4; Japan 8.9; West Germany 7.3; South Africa 6.7.

**Value of Imports from Canada:** 1977 — Cdn.\$13.4 million.

**Chief Imports from Canada:** Wheat, construction machinery, aircraft.

**Total Exports:** 1976 — U.S.\$987 million.

**Chief Exports:** (1976) Copper and zinc.

**Chief Markets:** (1976 percent) U.K. 22.6; Japan 17.5; West Germany 14.2; Italy 12.8.

**Value of Canadian Purchases:** 1977 — Cdn.\$13,000.

**Chief Canadian Purchase:** Peanuts.

**Prices:** Ad valorem F.O.B. prices are used for duty purposes. The routing of imports into Zambia is fairly strictly controlled. Therefore quotations may change depending on the licence to be granted for the goods. Every import licence is endorsed with instructions stating by which route the goods are to be imported.

**Credit Terms:** Average credit period is 90 days. Payment delays are running up to 18 months.

**Samples:** Free entry if not for sale. Deposit for value of duty may be requested but refunded within twelve months.

**Weights and Measures:** Metric system being implemented.

**Trade Agreements:** There is no trade agreement between Canada and Zambia.

**Radio and Television:** Both services are controlled by Zambia Broadcasting Services, a department of the Government. Radio Zambia has two channels and broadcasts in seven Zambian languages and in English. There is television in Lusaka, Livingstone, Kabwe and the Copperbelt. In 1977, there were an estimated 115,000 radios and 50,000 T.V. sets in use.

**Motor Vehicles:** (1971) Passenger cars: 68,000; commercial vehicles: 31,000.

**Water Supply:** Safe to drink in towns.

**Electricity:** 220 volts single-phase: 380 volts three-phase: 50 cycles a.c.

**Coal:** Production of 900,000 tons in 1975.

**BANK OF MONTREAL**  
**Canadian International Banking centres**

**International Banking**

Canada Division  
First Bank Tower  
First Canadian Place  
P.O. Box 9  
Toronto, Ontario M5X 1A9

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105 rue St. Jacques  
Montreal, Quebec H2Y 1L6  
(514) 877-8456  
Telex No. 05-267661  
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**International Banking Ontario**

First Bank Tower  
First Canadian Place  
P.O. Box 5  
Toronto, Ontario M5X 1A5  
(416) 867-5542  
Telex No. 06-22735  
06-22722  
Answer Back MONTFOREX TOR

**International Banking Manitoba/Saskatchewan**

335 Main Street  
P.O. Box 844  
Winnipeg, Manitoba R3C 2R6  
(204) 985-2332  
Telex No. 07-57738  
Answer Back MYBANK WPG

**International Banking Alberta**

Suite 200  
808-1st Street S.W.  
Calgary, Alberta T2P 2K1  
(403) 232-1698  
Telex No. 03-826826  
Answer Back INTL BANK CGY

**International Banking British Columbia**

First Bank Tower  
595 Burrard Street  
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(604) 665-2740  
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or contact any branch of the BANK OF MONTREAL



