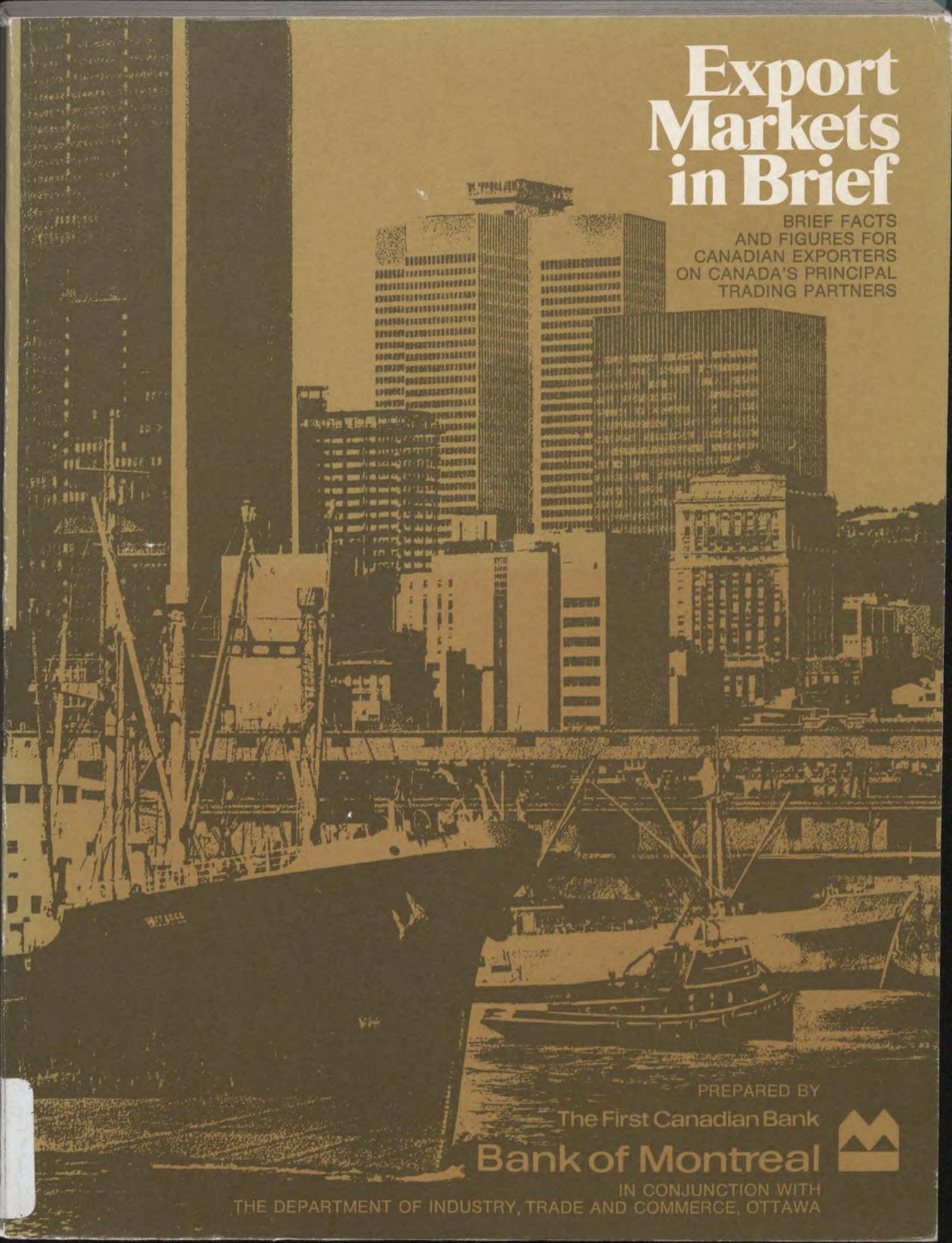


Export Markets in Brief

BRIEF FACTS
AND FIGURES FOR
CANADIAN EXPORTERS
ON CANADA'S PRINCIPAL
TRADING PARTNERS



PREPARED BY

The First Canadian Bank

Bank of Montreal



IN CONJUNCTION WITH
THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE, OTTAWA



Export Markets in Brief

Brief Facts and Figures for Canadian Exporters on Canada's Principal Trading Partners

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



Foreword

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

Since the last edition, international markets for Canadian goods have expanded drastically. It was thus necessary to add some twenty countries to the previous lists of Canada's principal trading partners. The Bank of Montreal wishes to acknowledge its indebtedness to the staff of the International Bureaus, DITC for their cooperation in gathering up to date data on the various countries.

The Canadian chartered banks are playing an essential role in facilitating Canada's exports through the provision of trade financing and other services related to foreign trade and investment. As a major international bank, Bank of Montreal is uniquely equipped to provide a full range of services to the Canadian exporter.

Its experience and expertise are readily available through the International Trade and Finance, Foreign Exchange, Money Market and Letters of Credit groups in strategically located International Banking offices across Canada which are supported by a world-wide network of branches, representative offices, affiliated companies and correspondents.

J. D. van Oenen
Executive Vice-President
and General Manager
International Banking
Bank of Montreal

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Facilities and Services of the Department of Industry, Trade and Commerce.

Historical Background

The Department of Industry, Trade and Commerce was formed through an amalgamation of the Departments of Trade and Commerce and of Industry (Government Organization Act 1969, now Department of Industry, Trade and Commerce Act, RSC 1970 c. 1-11).

Overall Responsibilities

The objective of the department is to further the growth, productivity, employment opportunities and prosperity of the Canadian economy through the efficient development of Canada's manufacturing and processing industries, and the expansion of trade and tourism.

To achieve this objective, the department is helping the Canadian manufacturing and processing industries to improve their international competitiveness, working to create a framework of conditions in world trade that will effectively advance the marketing of Canadian goods and services; and strive to better the nation's capacity to satisfy the traveller in Canada; and to attract the traveller to Canada.

Organization and Programs

The department is organized into six main functional groups: Industry; International Trade; Planning; Research and Evaluation; Canadian Government Office of Tourism; Administration.

Industry Group

This group is responsible for the creation, development and maintenance of policies and programs which encourage and assist in achieving efficient and sustained growth of Canadian industrial development. The group establishes guidelines and priorities for developing a strong and internationally competitive industry. It consists of Industry Development and Industrial Policies components plus the Program Office, Regional Office Branch, and Investment Analysis Branch.

Industry Development

This area is responsible for operations which assist Canadian industry to innovate, develop, and produce goods and services to satisfy domestic demand and compete successfully in international markets. It develops, implements and maintains programs designed to support industrial development and collaborates with other departmental groups, other departments, other governments and international organizations.

In this component are the Chemicals Branch; Agriculture, Fish and Food Products Branch; Resource Industries and Construction Branch; Electrical and Electronics Branch; Machinery Branch; Transportation Industries Branch; Textiles and Consumer Products Branch.

Industrial Policies

This area is responsible for the formulation of departmental policies, including appropriate associated negotiations on such industrial development factors as innovation and technology, fiscal policy, availability of capital, competition policy, quality of the environment, transportation policy, labour and management, incentives, sectoral policy, business practices, design. It works closely with other departments, the business community, other governments, and international organizations.

The component consists of the Office of Science and Technology; Office of Industrial Policy Advisor; Office of Design, Productivity Analysis Branch.

International Trade Group

International Trade develops, creates and maintains policies and programs favourable to Canadian international trade and ensures that Canadian economic policy takes adequate account of the international environment.

It consists of the Export Development, and International Trade Relations components plus the European, Pacific, Asia and Africa, and Western Hemisphere Bureaus, and the Trade Commissioner Service.

Export Development

This area is responsible for operations to sustain and develop specific export markets for Canadian goods and services. It is concerned with:

- (a) providing an effective foreign trade service to the Canadian government and the business community;
- (b) alerting the Industry side of the department that in turn alerts the business community to export market opportunities and problems; and

(c) ensuring that export financing and external aid programs adequately take account of Canadian industrial and trade interests.

The component consists of the Program Office; Office of International Special Projects; International Financing Branch; Grains Marketing Office; Office of Transportation Policy Advisor; Fairs and Missions Branch.

International Trade Relations

This area is responsible for the creation and improvement of an international trading environment favourable to Canadian trade and other economic interests. It is also responsible for policies and programs to safeguard and advance Canada's international trading interests.

As primary departmental contact with foreign governments and international organizations which influence trade, it must consult and negotiate with such governments and organizations and work closely with other departments, the provinces and business and academic communities.

The component consists of the Office of General Relations, Office of Special Import Policy; Export/Import Permits Division.

Planning Research and Evaluation Group

In order to balance and coordinate demands into a comprehensive and integrated plan for industry and trade that will enable the maximum contribution to national objectives, this group must identify and evaluate changing priorities and their implications for the allocation of departmental resources. In the development of long-term national, industrial and trade strategy, it collates in-puts from within the department, from other government agencies, and Canadian institutions. The group maintains a continuing evaluation of the effectiveness of departmental policies and objectives in relation to evolving national goals.

The group is composed of the Program Evaluation Group; Macro-Economic Analysis Group; Long Range Studies Group; Strategic Planning Secretariat.

Canadian Government Office of Tourism Group

The role of this group is to organize the promotion of travel by foreign nationals to Canada. The group is concerned with studies and analysis of the Canadian travel industry. The group's main aims are to promote travel to and within Canada and to help coordinate the total Canadian tourism promotion effort outside Canada by working with provincial travel bureaus, transportation companies and national, regional and local tourist associations.

Recently re-organized the Canadian Government Office of Tourism consists of the Travel Marketing Branch (formerly the Canadian Government Travel Bureau); the Travel Industry Development Branch (formerly the Travel Industry Branch); and the new Policy Planning and Industry Relations Branch.

Administration Group

Administration provides administrative services for the department. It is responsible also for implementing promotional and publicity programs as well as printing and distributing booklets, brochures and pamphlets which are designed to assist Canadian industry. The group consists of the Information Services Branch; Financial Services Branch; Personnel Branch; Program Planning Group; Professional and Administrative Service Branch.

Regional Offices

210 Water Street St. John's, Nfld.	Eastern Canada Building 212 Queen Street Fredericton, N.B.	500 Macdonald Place 9939 Jasper Avenue Edmonton, Alta. T5J 2W8
5251 Duke Street Suite 1124 Duke Tower Scotia Square Halifax, N.S.	Suite 2124 Place Victoria Tour de la Bourse Montreal, Quebec	Royal Centre 11th Floor 1055 West Georgia Street Vancouver, B.C.
Royal Bank Building Suite 1104 220 Portage Avenue Winnipeg, Man. R3C 0A5	Room 651 Saskatchewan Wheat Pool Bldg. 2625 Victoria Avenue Regina, Sask. S4T 1K2	51st Floor Commerce Court West Suite 3001 Toronto, Ontario M5K 1G8

Statutes

The Minister is responsible for the administration of the following statutes:

Employment Support Act (SC 1970-71-72 c. 56)
Export and Import Permits Act (RSC 1970 c. E-17) as amended
Export Development Act (RSC 1970 c. E-18) as amended
Defence Supplies Act (RSC 1952 c. 64)
Department of Industry, Trade and Commerce Act (RSC 1970 c. 1-11)
Industrial Research and Development Incentives Act (RSC 1970 c. 1-10) as amended
National Design Council Act (RSC 1970 c. N-5)
Standards Council of Canada Act (RSC 1970 c. 41 1st supp.) as amended
Statistics Act (SC 1970-71-72 c. 15)
Textile and Clothing Board Act (SC 1970-71-72 c. 39)

Other Agencies

The Minister is also responsible for:

Export Development Corporation
Metric Commission
National Design Council
Statistics Canada
Standards Council of Canada

The Bank and the Exporter

In virtually every Canadian trade transaction crossing an international boundary a Canadian bank is involved. Through their nationwide systems of branches and their worldwide networks of offices, representatives and correspondents, the banks assist the Canadian exporter in such matters as financing arrangements, advice on foreign exchange matters and payment facilities, foreign credit and market information, governmental regulations and controls, and other international business requirements.

The seller in international trade is faced with a greater number of potential problems than in domestic trade. The normal commercial risks inherent in any business transaction are amplified by a host of new factors. The longer distances involved, the crossing of international boundaries and possible delays at customs all contribute to lengthening the time between the shipment of goods and the receipt of payment. The lack of familiarity with the credit worthiness of the buyer and with the practice of conducting business in a foreign market further cloud the prospects of doing business abroad. Collecting a delinquent account or recovering unsold merchandise in a foreign country can be exasperating and costly.

Many exporters, particularly the small and medium-size firms, do not have the resources to evaluate the special circumstances which can arise in the course of doing business abroad. Canadian banks recognizing the considerable financial rewards awaiting the Canadian exporter through the successful development of international markets, have responded to this need and increasingly are taking the initiative in stimulating interest in this lucrative field. They serve the Canadian exporter through achieving greater flexibility in the development of export financing packages. The Banks also provide a full range of international services necessary to the conduct of foreign trade such as obtaining credit information on a prospective buyer, providing information on the characteristics of foreign markets and advising the exporter as to the best terms and manner of payment for a specific business transaction.

The success of international commercial marketing activities, whatever the amount, very often depends on suitable financing terms arranged through the exporter. The inclusion of a Canadian export financing offer as part of the commercial tender is an effective competitive tool in the development of international trade transactions. Furthermore, it enables the exporter to remove financial risk from his consideration of attractive business propositions while tailored draw-down schedules and/or prompt payment upon shipment or on delivery can result in improved exporter working capital position.

Canadian businessmen may expect to receive from Canadian banks the following broad financing facilities:

- Export loans covering sale of Canadian goods and services abroad normally can be extended to the foreign buyer/borrower without recourse to the Canadian exporter. Loans may represent the full purchase price or downpayment requirements and/or local costs associated with export orders. Multi-currency, term and rate options and other credit conditions are individually tailored to correspond with commercial requirements. The Banks also provide export financing facilities in conjunction or in participation with EDC.
- Export paper held by the exporter may be discounted with or without recourse depending upon foreign risk assessment. Export Development Corporation insured and/or guaranteed export paper is readily discountable. Normally, there is partial recourse to the exporter (usually 10%) but the lending bank may assume this risk under certain conditions.
- Financing of Canadian capital investments abroad is subject to many variables open to negotiation, including Export Development Corporation insurance under stated conditions.
- In terms of full range of international services available to Canadian businessmen, most banks also are equipped to finance machinery and equipment imports from selected countries at favourable rates through their connections with the respective governmental export finance agencies. General import trade transactions also may be financed by way of discount of short term drafts drawn under letters of credit or received as documentary collections.

Commercial Letters of Credit

The purpose of Letters of Credit is to facilitate international trade by ensuring payment to exporters upon shipment or at a fixed or determinable date after shipment, against delivery to the importer of specified documents purporting to represent the goods. Under this type of export financing the exporter relies on the credit worthiness of the importer's bank rather than that of the importer. When, upon instruction by the foreign issuing bank, the Letter of Credit is confirmed by a Canadian chartered bank, the exporter has the assurance of payment from a domestic financial institution in addition to the assurance of payment from the importer's bank.

Letter of Credit transactions are concerned primarily with the payment aspects of a contract. Banks, as parties to the transactions, deal in documents only, not in goods, and they do not assume any responsibility for the quality or genuineness of the related merchandise. Letters of Credit, by their nature, are separate transactions from sales or other contracts on which they may be based and banks are in no way concerned with or bound by such contracts. They must ensure only

that the documents are made out strictly in accordance with the terms of the credit.

There are two types of Letters of Credit, namely, "irrevocable" and "revocable".

An irrevocable Letter of Credit is a definite undertaking by the issuing bank and constitutes an engagement by that bank that, provided the terms and conditions of the credit are strictly complied with, provision for payment will be fulfilled. Such a credit cannot be modified or cancelled without the agreement of all parties concerned.

A revocable Letter of Credit does not constitute a legally binding undertaking by the issuing bank as it may be cancelled or modified at any moment without notice to the exporter. Such credits are used less frequently and serve primarily as a means of arranging payment to the beneficiary upon presentation of a draft and specified documents.

Canada subscribes to the "Uniform Customs and Practice for Documentary Credits" which is a code of procedure governing commercial Letters of Credit. A pamphlet outlining terms and definitions may be obtained from the offices of the Canadian banks.

Documentary Drafts

A large proportion of Canadian export trade is financed by means of sight or time drafts drawn by exporters on buyers abroad. Such drafts are known as bills

of exchange and are handed by exporters to their bankers with complete collection and settlement instructions.

Documentary drafts drawn on individuals or companies abroad are usually accompanied by documents consisting of commercial and customs invoices, an insurance policy or certificate and a full set of bills of lading made out to the order of the shipper and endorsed in blank — in other words, in negotiable form.

In the case of sight drafts, these documents are normally released by the correspondent bank abroad to importers only against payment. When time drafts are used, the correspondent bank is instructed to surrender documents against the importer's written acceptance on the face of the bill.

Foreign Exchange

If the exporter sells for Canadian dollars, the exchange risk falls on the foreign importer but if payment is to be made in another currency, the prudent exporter will protect himself against exchange rate fluctuations between the time of sale and date of settlement. This can be done by selling the foreign currency to his bank for delivery at the approximate time the foreign funds are due for payment. An uncovered foreign exchange position could easily cost the exporter not only his trading profit but could involve a substantial loss as well.

Selected list of export publications.

Books and Pamphlets

Canadian Export Association bulletins: Export News (monthly); Review and Digest (monthly); U.S. News (quarterly).

Canadian Trade Document Alignment System, COST-PRO (The Canadian Organization for the Simplification of Trade Procedures). Department of Supply & Services, Ottawa.

Documentation Guide. Canadian Export Association, Montreal.

Essentials of Export, J. V. Horne. Sir Isaac Pitman (Canada) Ltd., Toronto.

Exporters' Encyclopaedia. Dun & Bradstreet, New York. Annual.

Export Agents. C. McMillian and S. Paulden. Gower Press, London.

Export Methods and Services, Canadian Manufacturers' Association, Toronto. Annual.

Export Practice, I.F.G. Baxter & I. R. Feltham, Eds. Carswell, Toronto.

Foreign Exchange and Foreign Trade in Canada S. A. Shepherd. University of Toronto Press, Toronto.

How to Finance Exports. Canadian Bankers' Association, Toronto.

How to Win World Markets. / À la Conquête des Marchés du Monde. O. Mary Hill, Editor. Department of Industry, Trade, and Commerce, Ottawa. Order from Information Canada.

Practical Exporting and Importing in Canada J. R. Arnold. University of Toronto Press, Toronto.

Pricing for Export. Canadian Manufacturers' Association, Toronto.

The Principles and Problems of Export Packing. Department of Fisheries & Forestry, Forest Productions Research Branch, Ottawa.

Periodicals

Canada Commerce. Ottawa, Department of Industry, Trade & Commerce. Monthly.

Commerce extérieur. Ottawa, Ministère de l'Industrie et du Commerce. Monthly.

Commerce Today. Washington, Department of Commerce. Bi-weekly.

Foreign Economic Trends. Washington, Department of Commerce. Irregular.

Modern Packaging. New York. McGraw-Hill, Inc. Monthly.

Overseas Business Reports. Washington, Department of Commerce. Irregular.

Trade and Industry, London, H. M. Stationery Office. Weekly.

The Export Development Corporation (EDC)

EDC is a Crown Corporation empowered by federal statute:

- to insure Canadian firms against non-payment when Canadian goods and services are sold abroad;
- to make loans to foreign purchasers of Canadian capital equipment and technical services;
- to guarantee financial institutions against loss when they are involved in an export transaction, either by financing the Canadian supplier or the foreign buyer.
- to insure Canadians against loss of their investments abroad through political actions.

Export Credits Insurance

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

Consumer goods and miscellaneous general commodities 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" export such as royalty and copy-right 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 and 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 for 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 supplier financing. 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 labour costs involved in the manufacture of capital goods insurable as medium term export transactions.

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 guarantee local cost financing being provided by the private sector, or may finance directly using EDC or government resources, up to a maximum of 15 percent of the value of the goods and services exported from Canada in respect of a financed project.

Eligible transactions include:

Power Industry: Conventional and nuclear power plants, parts, and electrification programs, etc.

Transportation Industry: Aircraft and aircraft components, flight simulators, navigational equipment, ocean-going vessels, subway systems.

Communications Industry: Equipment for telecommunications such as telephone systems, microwave, earth satellite stations, etc.

Other Capital Goods Industries: Equipment for wood, pulp and paper, chemical, mining, construction and metallurgical projects. Under certain conditions long term loans and guarantees would be available for airports and hotels.

Services: Services related to appraisal and development (but not feasibility studies) of natural resources, primary and secondary industry projects and public utilities projects.

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 Insurance

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 programme 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 programme 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 normal co-insurance to be carried by the investor is 15 percent.

Administration of EDC

Direction of the affairs of EDC is vested in a twelve-member Board which, to ensure co-operation between government and private industry, includes five Directors appointed from outside the Public Service of Canada. The Head Office of EDC is in Ottawa. District offices are maintained in Montreal, Toronto and Vancouver with areas of responsibility in Quebec and Eastern Canada, Ontario, and Western Canada, respectively; in Halifax, Fredericton, Winnipeg, Regina and Edmonton, it is also represented by the regional managers of the federal Department of Industry, Trade and Commerce.

For further information please contact —

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

or one of its branches in Montreal, Toronto or Vancouver (see local Telephone Directory listings).

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

Metric Commission

Overall Responsibilities

The commission is established for the purpose of advising the Minister 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

Organization and Programs

The Office of Design within the Department of Industry, Trade and Commerce is responsible for developing and carrying out the program of activities, and for providing a range of services related to the objectives of the council.

To further its objectives the council may:

- (a) plan and implement programs to create an awareness by industry and the general public of the need for good design;
- (b) develop methods of achieving improved design;
- (c) assist industry in developing and applying good design techniques;
- (d) organize and assist committees and other groups in the implementation on a national, regional, or industry basis of programs to foster good design;
- (e) recommend to the Minister the awarding through appropriate organization and otherwise, of grants or scholarships:
 - (i) to individuals in Canada for study or research in design in Canada or elsewhere; and
 - (ii) to institutions in Canada to encourage study or research in design in Canada.
- (f) grant or issue certificates, citations, or awards of merit in respect of Canadian products of outstanding design; and
- (g) arrange for and sponsor the exhibition of displays of good design in Canada and abroad.

Standards Council of Canada

Overall Responsibilities

Its objectives are to foster and promote voluntary standardization in fields relating to the construction, manufacture, production, quality, performance and safety of buildings, structures, manufactured articles and products and other goods, including components thereof, not expressly provided for by law, as a means of advancing the national economy, benefiting the health, safety and welfare of the public, assisting and protecting consumers, facilitating domestic and international trade and furthering international co-operation in the field of standards. Its function also includes the encouragement of preparations for change to the metric system.

The council consists of not more than 57 members, of whom six are federal representatives, 10 are provincial representatives and 41 are representatives of national organizations. Membership is broadly representative of all levels of government, primary and secondary industries, distributive and service industries, trade associations, labour unions, provincial associations, consumer associations and the academic community.

Statistics Canada

Historical Background

Statistics Canada, the country's central statistical agency, was established by Parliament in 1918 as the Dominion Bureau of Statistics. The agency's name was changed to Statistics Canada in 1971 (RSC 1970 C-S-16).

Overall Responsibilities

Its function is to compile, analyse and publish statistical information on Canada's economic and social life, and to conduct census of population, housing, merchandising and agriculture.

The Chief Statistician of Canada is responsible for the policy and general direction of the bureau, which is a full-fledged department of government. The Chief Statistician is assisted by six assistant chief statisticians and two directors-general who comprise the agency's executive committee.

Organization and Programs

The bureau underwent a substantial re-organization in 1973 and here is a summary of re-aligned responsibilities.

Business Statistics

This area produces statistical information on prices, labour, foreign trade, agriculture, transport, communications, construction, primary industries, manufacturing and service industries.

Household and Institutional Statistics

This area produces statistics on health, welfare, crime, education, science, culture, government finance, consumer income and expenditure, employment and unemployment and is developing new social indicators.

Economic Accounts and Integration

This area operates the Canadian system of national accounts (including gross national product and the balance of payments); produces statistics on production and foreign ownership and control; develops industrial input-output tables and current economic analysis; and is evolving fuller integration of economic statistics.

Statistical Services

This area supports data collection and compilation operations, including survey methodology, field survey work and data processing.

Marketing Services

This area promotes awareness and use of statistical information, operates user advisory services, and publishes the *Canada Year Book*.

Census

This area carries out the census and produces statistics on population, agriculture, housing, and other demographic information.

Administration

This area manages production scheduling, finance, and personnel.

Policy, Planning and Evaluation

This area carries out strategic and medium-term planning, program forecasting and evaluation, and advises on priorities.

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 in some Latin American countries. Some countries levy a flat fee per set of documents, while others charge fees 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 port of entry. The cost of forms purchased from Consuls in the Latin America area can be as high as \$8.00 a set.

CONSULAR INVOICE — When required, this is the most exacting document an exporter is likely to meet. It is most generally needed in Latin America where it is required in 9 of the 19 countries. 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 to complete forms; particularly, to avoid 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, particularly 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 LICENSE — Many countries require the importer to obtain an import license. 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.

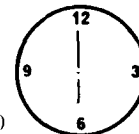
FINALLY — Documents should be prepared in time to get them into the hands of the importer before the goods reach the port of entry. The papers should be sent to the consignee by airmail. The International Bureaus of the Department of Industry, Trade and Commerce have compiled leaflets on "Shipping Documents 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 agents, many of whom have long experience and exact knowledge of requirements.

Algeria

If Noon E.S.T.



6:00 p.m. (Algiers)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Boîte Postale 225

Algiers, Algeria

Personal Requirements for Canadians: Visa: Visitor.

Area: 920,000 square miles, four-fifths desert, mountains, wasteland. The northern coastline extends 750 miles along the Mediterranean.

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

Population: 14.2 million in early 1972, estimate 3.2% growth rate; 43% urban.

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

Weights and Measures: Metric system.

Currency: Dinar, divided into 100 centimes. 1 Dinar equals Cdn.\$2455 (Nov/1974).

Capital: Algiers.

Marketing Centres: Algiers, Oran.

Chief Ports: Algiers, Oran.

Economy: Four-year plan for 1974-77 foresees development expenditures of U.S.\$13 billion, 14% annual overall growth rate. Main areas of concentration are industry, education, agriculture, infra-structure, housing, electrical and mechanical construction industries, modernization of thirty principal towns. Strong emphasis on state socialism. Agriculture is main source of livelihood for majority of population but petroleum and gas sectors are main support of the economy. GNP at current price U.S.\$6 billion in 1972, U.S.\$450 per capita.

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 licenses. Importers may, as soon

as the import has been registered with an authorized bank, purchase the required foreign exchange from the bank.

Total Imports: 1972 — U.S.\$1,398 million; 1971 — U.S.\$1,340 million.

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

Chief Suppliers: (1972 percent) France 37, Germany 18, Italy 11, Benelux 8, United States 7.

Value of Imports from Canada: 1973 — Cdn.\$27.5 million; 1972 — Cdn.\$29.2 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wheat 22.5; barley .9; softwood lumber 1.5; textile and related fibres 1.2.

Total Exports: 1972 — U.S.\$1,194 million; 1971 — U.S.\$935 million.

Chief Exports: Petroleum, natural gas, wine, fruits and vegetables, iron ores.

Chief Markets: (1972 percent) Germany 21, France 20, Italy 8, Benelux 8, United States 8, Spain 8.

Value of Canadian Purchases: 1973 — Cdn.\$1.4 million; 1972 — Cdn.\$1.2 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Crude petroleum 1.2; table wine.

Prices: Prices may be quoted in Algerian Dinars or dollars c.i.f.

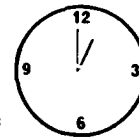
Credit Terms: CAD terms and credit extending to 90 days may be considered.

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



Argentina

If Noon E.S.T.



1:00 p.m. (Buenos Aires)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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 Suipacha 1111

Buenos Aires

Argentina

Personal Requirements for Canadians: Visa: Required. Smallpox vaccination required; cholera inoculation recommended.

Area: 1,079,965 square miles.

Population: 24.4 million.

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; sales literature in Spanish is essential.

Weights and Measures: Metric system.

Currency: Peso; one peso equals Cdn.\$1.008 (Nov/74).

Capital: Buenos Aires.

Marketing Centres: Greater Buenos Aires, including Federal Capital (population) 8,000,000, Rosario 700,000, Cordoba 700,000, Tucumán 350,000, Santa Fe 280,000, Bahia Blanca 260,000, Mendoza 250,000.

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

Households: In 1967 there were 6.4 million family groups living in 5.14 million dwelling units.

Radio and Television: Radios 9,000,000 (1970); televisions 3,000,000 (1971).

Motor Vehicles: 1971 — passenger cars 1,457,000, trucks and buses 824,000.

Water Supply: Safe to drink in most areas. Buenos Aires water from the River Plate has low mineral content of 150/250 mg/lit and hardness of 60/70 mg/lit as calcium carbonate.

Electric Power: For domestic and commercial use, power supplied at 50 cycles, 220 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 1968 was 17,872 million kwh. from 5,836 thousand kw. capacity. Power cost average Cdn.\$0.05 per kwh.

Coal: Gross production for 1972 was 1,184,265 tons which resulted in 675,387 tons of marketable bituminous coal. Reserves are estimated at over 500 million tons and consumption averages 1.0 million tons/year.

Gas: Natural and LPG are available. In 1971, 8.1 billion cubic meters of natural gas were produced. Natural gas reserves estimated at 215 billion cubic meters.

Petroleum Products: Crude oil production during 1972 reached 25,190,200 cubic meters. Total consumption averages 29 million cubic meters. Dependency on imports amounts only to 10% of demand.

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

Economy: GDP increased an estimated 4.8% in 1973 (3.8% in 1972); per capita GDP (1972) \$1,178.

Foreign Exchange and Import Controls: Exchange controls were tightened during 1973. Three differential rates (official, commercial and financial) have been used during the last four years. The government will now apply special exchange rates for essential imports in order to decrease the impact of international inflation. Imports of luxury goods and non-essentials are banned until 1977. Import licenses are not required but most imports are subject to high customs duties and a prior deposit for 180 days equivalent to 40% of the C & F value of the shipment; extended credit terms must be arranged for imports of capital goods over the value of U.S. \$10,000. 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 the legislation ruling the agreements for transfer of technology. These agreements must be approved by the Department of Industry, and if so, the Central Bank will automatically authorize the remittances.

Total Imports: 1973 – U.S.\$2,090 million.

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

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

Value of Imports from Canada: 1973 – Cdn.\$34.1 million.

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

Total Exports: 1973 – U.S.\$3,050 million (up 57% from 1972).

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

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

Total Canadian Purchases: 1973 – Cdn.\$14.5 million.

Chief Canadian Purchases: (1973 – million Cdn.\$)
Canned corn beef 1.59; card punching machinery 1.8.

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

Usual Credit Terms: Sight to 180 days; medium and long term credit often essential.

Standards: Gas appliances require approval by Gas del Estado, Alsina 1169, Buenos Aires. Approvals of electrical and other fuel appliances by the Insti-

tuto Argentino de Racionalizacion de Materiales (IRAM), Chile 1192, Buenos Aires, is recommended.

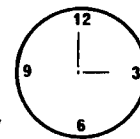
Samples: Samples are admitted duty free provided they are of no commercial value.

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 aeroplanes 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 slingage charges, amount to about 3% ad valorem c.i.f. Excise taxes are levied on a number of articles and commodities.

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

Australia

If Noon E.S.T.



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

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Pacific Division,

Pacific, Asia and

Africa Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Counsellor

Canadian High Commission

Commonwealth Avenue

Yarralumla 2600

Canberra ACT, Australia

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

Area: 2,970,000 square miles.

Population: Approximately 13.1 million, increasing by about 2% annually.

Climate: Varies from temperate in the south to tropical in the north; winter is mild with no snow.

Language: English.

Weights and Measures: Australia is in the process of changing over to the metric system. The Imperial measure still applies, however, with some sectors using both systems.

Currency: Australian dollar; A\$1.00 equals Cdn.\$1.2990 (Nov/74).

Capital: Canberra.

Marketing Centres: Sydney (population — 2,800,000); Melbourne (population — 2,500,000); Brisbane (population — 866,000); Adelaide (population — 842,000); Perth (population — 701,000); Hobart (population — 150,000).

Chief Ports: Sydney, Melbourne, Brisbane, Adelaide, Fremantle.

Households: One household to approximately 3.6 people.

Income: GNP A\$36,485 million (1971/72); A\$33,089 million (1970/71); U.S.\$3,098 per capita; GNP growth 1965/70; 3.2% per annum. Average weekly earnings A\$104.00 (December 1972), A\$96.00 (December 1971).

Radio and Television: T.V. receivers have 625 lines per picture. As of 1973, there were 2,737,608 televisions and 2,805,337 radios. Both near saturation point. Publicly and privately owned.

Motor Vehicles: Per capita ownership among highest in world. Passenger cars in use (1969) 4.59 million. Motor vehicle production (1970) 394,000.

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

Electricity: Electricity production (billion kwh.) 53.8 (1970). 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 (1971/72) 77.7 million tons. Substantial amounts exported, particularly to Japan.

Gas: Substantial exploration activity for natural gas. Estimated production (1972) 112,000 million cubic feet.

Oil: Substantial exploration activity. 1972 production approximately 128 million barrels. Some importation in order to meet domestic requirements, but recent major strikes should lead to replacement of large part of imports by domestic production.

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

Economy: Based substantially on primary production with rapidly expanding industrial base. Main products include wool, metals and minerals, wheat, meat and variety of manufactured goods. Manufacturing sector employs 26.5% of labour force (1970) compared with 8.2% in agriculture.

Import Controls: Imports of used, second-hand or disposal vehicles are subject to import licensing.

Total Imports: (1972/73 — million A\$) \$4,120.

Chief Imports: (1972/73 — million A\$) Non-electric machinery 687; transport equipment 525; textile yarns and related products 347; electric machinery 277; petroleum and petroleum products 175.

Chief Suppliers: (1972/73 percent) U.S.A. 20.9; U.K. 18.6; Japan 17.9; F.R.G. 7.0; Canada 3.3.

Value of Imports from Canada: (1973 — million Cdn.\$) \$204.

Chief Imports from Canada: (1973 — million Cdn.\$) Softwood lumber 33.7; newsprint 24.2; wood pulp 12.8; vehicle parts 11.8; asbestos 8.2; sulphur 7.5.

Total Exports: (1972/73 — million A\$) \$6,220.

Chief Exports: (1972/73 — million A\$) Textile fibres and waste 1,172; meat and meat preparations 860;

metalliferous ores and scrap 695; cereal grains and preparations 423; transport equipment 295; coal, coke and briquettes 295.

Chief Markets: (1972/73 percent) Japan 31.1; U.S.A. 12.2; U.K. 9.7; New Zealand 5.2; F.R.G. 3.3; France 3.0; Canada 2.7.

Total Canadian Purchases: (1973 — million Cdn.\$) \$236.

Chief Canadian Purchases: (1973 — million Cdn.\$) Sugar 61.4; beef 52.0; alumina 24.2; mutton 16.8; butter 10.6; raisins 8.6.

Prices: c.i.f. prices in Australian currency are preferable, but f.o.b. prices are also required for import duty purposes. Quotations in U.S. or Canadian dollars are normally acceptable.

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

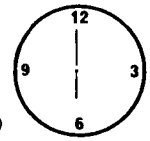
Samples: ATA Carnets are now acceptable to Australian Customs authorities. This is an international customs clearance document and allows both personally accompanied and unaccompanied samples (not by letter post) to be temporarily imported without duty, deposit or bank guarantee.

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.

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

Austria

If Noon E.S.T.



6:00 p.m. (Vienna)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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.

Climate: Temperate with warm summers and cold winters.

Population: In 1971, 7.5 million.

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

Weights and Measures: Metric system.

Currency: Schilling; one schilling equals Cdn.\$0.0556 (Nov/1974).

Capital: Vienna.

Marketing Centres: 1971 census: Vienna — 2 million; Graz 258,000; Linz 206,000; Salzburg 129,000; Innsbruck 115,000.

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

Households: In 1972 there were 2.4 million family groups.

Income: In 1972 national income was Cdn.\$26.5 billion and per capita income was Cdn.\$3,500. Average hourly wage was Cdn.\$2.20.

Radio and Television: In 1972 there were 2,139,384 radios licensed and 1,686,286 television receivers (625 lines). TV and broadcasting facilities are publicly owned.

Motor Vehicles: In 1971, 2,430,390 of which 1,325,162 were passenger, 426,108 commercial and 585,250 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 West German, French and Swiss power grid). In Vienna the cost for household and commercial varies between Cdn.\$0.027 and Cdn.\$0.18 per kilowatt,

depending on day or night, summer or winter and appliances or motors installed. 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 electric energy in 1971 was 28,755 gigawatt hours (58.3 percent hydro power stations, 41.7 percent thermal).

Coal: Lignite and hard coal available. Consumption in 1971 was 7.2 million metric tons; production 3.8 million metric tons.

Gas: Total consumption 3,000 billion cubic meters. Local natural gas production 1,900 billion cubic meters. The operation pressure for natural gas is 180-220 mm water column. Price of gas is \$0.012 per mega cal. for domestic customers and for main consumers reductions of up to 30% are available. Consumption increases annually 10-12% 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 1972 was 10.2 million metric tons. Production of oil in 1972 was 2.5 million metric tons.

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

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.

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

Total Imports: 1972 — Cdn.\$6.70 billion; 1971 — Cdn.\$5.80 billion.

Chief Imports: (1972 percent) Machines and transport vehicles 36, other finished products 11, chemicals 9, raw material 7, agricultural products 9.

Chief Suppliers: (1972 percent) West Germany 41.9, Switzerland 7.3, Italy 7.2, Britain 6.1, France 4.1, United States 3.2.

Value of Imports from Canada: 1973 — Cdn.\$11.7 million; 1972 — Cdn.\$9.07 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Asbestos 3.5, pulp 1.7, machinery 1.1.

Total Exports: 1972 — Cdn.\$4.99 billion; 1971 — Cdn.\$4.17 billion.

Chief Exports: (1972 percent) Machines and transport vehicles 26, other finished products 15, raw materials 9, chemicals 6, agricultural products 5.

Chief Markets: (1972 percent) West Germany 22.4, Italy 9.6, Switzerland 11.5, Britain 7.8, United States 4.5, Yugoslavia 3.2.

Value of Canadian Purchases: 1973 — Cdn.\$59.3 million; 1972 — Cdn.\$45.9 million.

Chief Canadian Purchases: (million Cdn.\$) Foundry

eqpt. 5.5, skiing eqpt. 4.2, synthetic yarns 4, bicycles 2.7.

Prices: Preferable to quote in Canadian dollars c.i.f. up to Austrian customs frontier.

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

Standards: Official approval for gas, electrical or other fuel appliances is recommended. Application should be filed by importer with the following: Bundesversuchs und-Forschungsanstalt, Arsenal, Object 210, 1030 Vienna, Austria; Chem. und-phys. techn. Labor der Gemeinde Wien, Eslarngasse 23, 1030 Vienna, Austria; Technologisches Gewerbemuseum, Wahringerstrasse 59, 1090 Vienna, Austria.

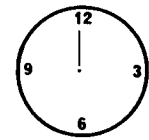
Samples: Dutiable if of commercial value; travellers' samples admitted under bond.

Taxes: V.A.T. with the exception of agricultural products (8%) this tax amounts to 16 percent. On imports this tax is called import turnover tax.

Trade Agreements: As a signatory of GATT, Canada enjoys most-favoured-nation tariff treatment. Austria is now an associated member of the Common Market.

Bahamas

If Noon E.S.T.



Noon (Nassau)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Caribbean Division,

Western Hemisphere

Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Mission

Canadian High Commission

or P.O. Box 1500

Kingston 10, Jamaica

Personal Requirements for Canadians: Visa: Not required. Inoculation: Businessmen should contact the embassy or consulate of the country they wish to visit prior to their departure so as to obtain the latest information on health regulations as they change from time to time.

Area: 700 islands representing a total land area of 4,400 square miles.

Population: In 1970, 168,000.

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

Language: English.

Weights and Measures: Imperial standard.

Currency: Bahamian dollar; B\$1.00 equals Cdn.\$0.9878 (Nov/1974).

Capital: Nassau.

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

Chief Port: Nassau.

Income: (1970) GNP U.S.\$402,500,000 estimated. GNP per capita U.S.\$2,300.

Radio and Television: No licenses required. There are two publicly owned radio stations.

Motor Vehicles: In 1973 there were 28,000 vehicles registered.

Water Supply: Usually safe to drink; obtained by drilling down to shallow collections.

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. In New Providence Island the cost for domestic use varies from 8 cents to 3.5 cents per unit. For commercial use there is a charge of \$45.00 per kva. of maximum demand plus 3.5 cents per unit. For industrial use, first 180 units per quarter at 8 cents a unit; remainder at 5.5 cents a unit.

Gas: LPG is available.

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

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

Total Imports: 1972 — B\$487 million.

Chief Imports: (1972 — million B\$) Petroleum and petroleum products 256.3; food and live animals 51.4; transport equipment 19.9; non-electric machinery 15.5; beverages and tobacco 14.9; electric machinery and appliances 12.1.

Chief Suppliers: (1972 — million B\$) U.S.A. 139.9; Nigeria 77.1; United Kingdom 62.5; Italy 13.2; Canada 7.8; France 4.3.

Total Imports from Canada: 1973 — Cdn.\$13.9 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Sugar and sugared preparations 1.5; other personal and household goods 1.3; meat and meat preparations 1.3; apparel and apparel accessories 0.7; other end products 0.6; wheat flour 0.6; vegetables and vegetable preparations 0.5.

Total Exports: 1972 — B\$321.7 million.

Chief Exports: (1972 — million B\$) Petroleum and petroleum products 251.9; medicinal (pharmaceutical products) 28.2; cement portland 15.4; beverages and tobacco 11.7.

Chief Markets: (1972 — million B\$) U.S.A. 267.8; Canada 12.6; United Kingdom 6.7; Netherlands 1.9.

Total Canadian Purchases: 1973 — Cdn.\$10.9 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Fuel oil No.2 and No.3 3.5; rum 2.7; fuel oil N.E.S., heavy fuel oil 1.3; aviation turbine fuel 1.3; sex hormones 0.8.

Prices: Quote in Bahamian dollars c.i.f. Nassau or c.i.f. Freeport depending on destination.

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

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

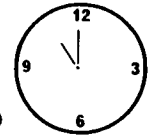
Samples: Deposit required but refunded on re-export of samples. Certified invoices and packing lists must accompany all samples.

Taxes: Most duties are ad valorem based on c.i.f. value. There are preferential rates of duty for Canadian goods. In addition, an Emergency tax of 12½% of the c.i.f. value is levied on most imports.

Trade Agreements: Canada-West Indies Trade Agreement, 1926 and 1966 protocol thereto.

Bangladesh

If Noon E.S.T.



11:00 p.m. (Dacca)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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 2090
Thai Farmers Bank Bldg.
7th Floor
142 Silom Road
Bangkok, Thailand

Personal Requirements for Canadians: Visa: Not required. Inoculation: Smallpox, cholera and antityphoid are advisable, and with yellow fever, are required if travelling from an infected area.

Area: 55,126 square miles.

Population: 78 million (1972 estimate), with an annual growth rate of 3.5 percent. Less than 10% urbanized.

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.

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

Currency: Taka consisting of 100 paisa; Taka equals Cdn.\$ 1.230 (Nov/1974).

Capital: Dacca.

Marketing Centres: 1972 estimate Dacca 960,000; Chittagong 488,000; Chalna 200,000.

Chief Ports: Chittagong, Chalna.

Income: 1972/73 GNP was U.S.\$5,687, with per capita GNP of \$72.

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

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. 1970 capacity of about 535,000 kilowatts, with annual per capita consumption of 13 kwh.

Coal: Has reserves; however, commercial exploitation has not yet begun. Dependent on imports.

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

Petroleum Products: No substantial reserves.

Screw Thread: Right hand Whitworth.

Economy: Essentially based on agriculture (jute, rice, and sugar cane). Manufacturing, mainly jute and

cotton. Development plans place emphasis on economic revival, after the 1971 conflict, rather than on economic development. Economy is subject to frequent devastations caused by regular cyclones and flooding.

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

Total Imports: 1973 — U.S.\$653.3 million (through Chalna and Chittagong only).

Chief Imports: Machinery and transport equipment, iron and steel, chemicals, petroleum and products, foodgrains, oils and fats.

Chief Suppliers: (percent) U.S.A. 31.8; Japan 11.5; United Kingdom 9.1; West Germany 7.4.

Value of Imports from Canada: 1973 — Cdn.\$54.3 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wheat 30.2; rapeseed 16.1; railway rails 2.2; plastic fabricated materials 2; potassium chloride 0.9; aluminum 0.7.

Total Exports: July 1972-June 1973 — U.S.\$368 million; Jan-June 1972 — U.S.\$91 million; 1971 — U.S.\$263 million.

Chief Exports: Raw jute and cotton, jute and cotton products, leather goods, fish, tea, newsprint.

Chief Markets: (1972/73 percent) U.S.A. 19.3; United Kingdom 13.3; U.S.S.R. 5.5; Mozambique 4.5; Belgium 4.5; France 2.6; West Germany 2.5; Japan 2.1.

Value of Canadian Purchases: 1973 — Cdn.\$4.9 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Jute 4.6.

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 pay-

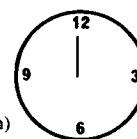
ment of duty.

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

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

Barbados

If Noon E.S.T.



Noon (Bridgetown)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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. The establishment of Canadian identity (birth certificate or passport) is sufficient. A departure tax of approximately Cdn.\$1.00 is usually required on departure from an airport in the area. Inoculation: Only smallpox vaccination is required.

Area: 166 square miles.

Population: 1970 — 241,000.

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.

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

Currency: Barbados dollar (Bar\$); one Bar\$ equals Cdn.\$4.786 (Nov/1974).

Capital and Chief Port: Bridgetown 12,000.

Households: In 1970 there were 59,000 dwellings.

Income: Gross domestic product at current prices E.C.\$296.1 million (1971), per capita income E.C.\$1,229.

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

Electricity: Installed capacity: 48,200 kw. (June 1970) Voltage: 110-115 volts a.c. 50 cycles (1972).

Oil: (crude) reserves 1,000,000 b; production 3,000 b/d; import 4,000 b/d.

Economy: Important sector: tourism (it has become the major industry), agriculture.

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.

Total Imports: 1971 — U.S.\$178 million.

Chief Imports: (1969 — million U.S.\$) Machinery and transport equipment 40.7; manufactured goods 40.1; mineral fuels, lubricants and related materials 14.7; chemicals 14.3; meat and meat preparations 11.8; cereal and cereal preparations 7.1.

Chief Supplier: 1969 United Kingdom U.S.\$56.1 million.

Chief Imports from Canada: (1973 — million Cdn.\$)

Other telecommunication and related equipment 2.7; wheat flour 1; leather and leather fabricated materials 0.8; other meat and meat preparations 0.7; other personal and household goods 0.6.

Total Exports: 1971 — U.S.\$42 million.

Chief Exports: (1969 — million U.S.\$) Sugar and sugar preparations 30.8; mineral fuels, lubricants and related products 9.1; machinery and transport equipment 8.9; fish and fish preparations 7.3; beverages and tobacco 3.5; manufactured goods classified chiefly by materials 2.8.

Chief Markets: (1969 — million U.S.\$) United Kingdom 27.8; U.S.A. 9.1; Jamaica and West Indies 10.2; Canada 3.1; Trinidad 2.9; Guyana 1.1.

Total Canadian Purchases: 1973 — Cdn.\$3,158,000.

Chief Canadian Purchases: (1973 — million Cdn.\$) Molasses, cane or beet 1.3; gloves, headgear protective and athletic 0.9; 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.

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 license fee which at the present time is E.C.\$500.00 (Cdn.\$270.00) whether or not he has a local agent.

Taxes: Goods imported into Barbados are dutiable in accordance with the Caribbean Common Mar-

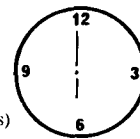
ket External Tariff. Most duties are ad valorem based on c.i.f. value. There are preferential rates of duty for Canadian goods. Some commodities are subject to consumption taxes.

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.

Belgium and Luxembourg

If Noon E.S.T.



6:00 p.m. (Brussels)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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 Loxum

Ottawa, Ontario

B - 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, 1972, Belgium: 9.7 million. Luxembourg: 350,000.

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.

Weights and Measures: Metric system.

Currency: Belgium: Franc. One Belgian franc equals Cdn.\$0.26517 (Nov/1974). Luxembourg: Franc. One Luxembourg franc equals one Belgian franc.

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

Marketing Centres: Brussels (population on December 31, 1972) 1,069,000, Antwerp 925,035, Liège 619,816, Gent 474,829, Charleroi 458,641, G.D. Luxembourg: Luxembourg 78,000.

Chief Ports: Belgium: Antwerp, Zeebrugge, Oostende, Gent. Luxembourg: none.

Households: In Belgium in 1970 (last census), there were 3,238,745 family groups and 3,234,200 residential dwellings (private houses and apartment units).

Income: National income in 1972 amounted to 126.2 billion B.F. and per capita income to 129,900 B.F. The average hourly wage (October 1972) was 93.63 B.F. for men, 63.85 B.F. for women, 87.73 B.F. for men and women.

Radio and Television: On December 31, 1972 there were 2.5 million licenses for radios and 2.3 million

licenses for television sets the bulk of which were for black and white. Radio and television broadcasting stations are publicly owned.

Motor Vehicles: On August 1, 1972 there were 2.3 million private cars, 18,000 autobuses (autocars), 258,000 commercial vehicles and 482,000 motorcycles and scooters.

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

Electricity: 50 cycle a.c. 110, 220 and 380 volts available (110 volts system is being replaced by 220 volts). A ground conductor is required in the electrical cord attached to the appliances. National capacity: in 1972 was 7,462 mw., almost entirely in thermal plants. Average price: for low tension supply in 1972 was B.F. 2.19, for high tension supply B.F. 0.83 and for low and high tension supply combined B.F. 1.23 per kwh.

Coal: Production in 1972 was 10.5 million metric tons and consumption was 16.4 million metric tons. Imports totalled 6.4 million metric tons, exports 412,000 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 B.F. 4.42 per cubic meter, small and medium non-domestic users B.F. 2.33 per cubic meter, large industrial consumers B.F. 0.72 per cubic meter. Total gas production in 1972 was 39,466 T. cal. Natural gas imports reached 66,239 T. cal and exports (mostly to Luxembourg) 1,129 T. cal. Natural gas consumption amounted to 64,241 T. cal.

Oil: All grades available. Production of refined products was 34.9 million metric tons. Imports were 6.7 million metric tons and exports 12.8 million metric tons.

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.

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

Total Imports: 1972 — B.F. 686.9 billion; 1971 — B.F. 629.1 billion.

Chief Imports: (1972 percent) Machinery and appliances 15, mineral products 13, transport equipment 13, base metals and articles thereof 11, textile fibres and manufactures 9, chemical products 6, vegetable products 5.

Chief Suppliers: (1972 percent) West Germany 24, France 19, Netherlands 17, Britain 6, Italy 4, (total EEC 70), United States 6.

Value of Imports from Canada: 1972 — Cdn.\$196.2 million; 1971 — Cdn.\$178.6 million.

Chief Imports from Canada: (million Cdn.\$) Zinc 42.5; wood pulp 26.6; wheat 14.6; nickel 10.5; asbestos 7.6; copper 7.6; aluminum 7.5.

Total Exports: 1972 — B.F. 707.9 billion; 1971 — B.F. 620.3 billion.

Chief Exports: (1972 percent) Base metals and articles thereof 23, transport material 12, textiles 12, machinery and appliances 11, chemical products 9.

Chief Markets: (1972 percent) West Germany 25, France 20, Netherlands 19, Italy 5, Britain 4, (total EEC 73), United States 6.

Value of Canadian Purchases: 1972 — Cdn.\$89 million; 1971 — Cdn.\$59 million.

Chief Canadian Purchases: (million Cdn.\$) Gem diamonds 5.8, pile fabrics m/m 4.4, x-ray film 4.3, pile fabrics b/m 4.2, structural shapes 3.4, motor gasoline 1.9.

Prices: Quote in Cdn.\$ or Belgian francs, preferably c.i.f. Belgian port. Metric system should be used.

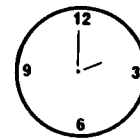
Credit Terms: The majority are sight bills. The remainder are mainly between 30 and 90 days and with specific due dates indicated.

Standards: Official approval not mandatory for gas, electrical or other fuel appliances, but strongly recommended. The approval organization is: Technigaz, 4, avenue Palmerston, Brussels 4, acting on behalf of the Belgian standards organization: Institut Belge de normalisation (I.B.N.), 29, avenue de la Brabançonne, 1045 Brussels.

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

Brazil

If Noon E.S.T.



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

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Caixa Postal 07-0961

(7000) Brasilia, D.F. —

Brazil

Personal Requirements for Canadians: Visa: Tourist visa not required. Contact Brazilian Embassy or consulates. Inoculation: Smallpox.

Area: 3,289,440 square miles.

Population: (1970 census) about 93 million. Estimated in mid-1973, 104 million.

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

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

Weights and Measures: Metric system.

Currency: Cruzeiro. 1 cruzeiro equals Cdn.\$1.1383 (Nov/1974).

Capital: Brasilia.

Marketing Centres: (in 1970) São Paulo 5.9 million, Rio de Janeiro 4.2, Belo Horizonte 1.2, Recife 1, Salvador 1, Porto Alegre 886,000, Fortaleza 858,000, Belém 633,000.

Chief Ports: Macapá, Belém, Manaus (duty-free zone), Fortaleza, Natal, Recife, Salvador, Vitória, Rio de Janeiro, Santos, Florianópolis, Porto Alegre.

Households: Total dwellings 18 million in 1970.

Income: National income in 1970 Cdn.\$35,120 million. Per capita income Cdn.\$379. Average industrial hourly wage Cdn.\$0.60.

Radio and Television: In 1970, 10,386,763 households had radios and 4,250,404 had television sets (525 lines). Radio and TV facilities are privately owned.

Motor Vehicles: In 1970, 3,126,559. Output in 1972 amounted to 608,985 units compared with 516,067 units in 1971. Brazil is at present the seventh automobile producer in the world.

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

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. Cost in 1973 Cdn.\$5.98 per 100 kw., including taxes, residential service, and Cdn.\$3.58 or less per 100 kw. for power. National installed capacity at the end of 1972 — 13.4 million kw. Estimated reserve capacity over 54 million kw.

Coal: Various types available. Production 5.7 million tons in 1971. Estimated reserves 3,264 million tons.

Gas: Manufactured, natural and LP gas available. Production of manufactured gas in 1972, 307 million cubic meters. Production of natural gas in 1972, 1,241.6 million cubic meters. Consumption of LPG estimated for 1972 1,432.4 tons.

Oil: Crude production 1972, 62.6 million barrels. Refined products in 1972, 228.5 million barrels.

Screw Thread: North American SAE, left hand.

Economy: In 1972, owing to the continued inflow of foreign capital and an active program of industrial incentives, the Brazilian export of manufactured goods surpassed for the first time the export of agricultural products. Coffee is still one of the main foreign exchange generators but other agricultural products such as cocoa, soybeans, cane sugar, orange juice concentrates and cotton tend to rank higher in the exports of the country. The same applies to mining and iron and steel production as well as to cement, petrochemicals, shipbuilding, etc. The construction of modern highways together with the development of efficient transportation and communications systems accelerates the exploitation of resources and strengthens the growth in industrial output throughout the country. The world shortage of meat is also influencing cattle raising. Brazil now possesses the third largest cattle population in the world.

Foreign Exchange and Import Controls: All goods are subject to import licenses 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 pro-forma 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 license is processed. Goods imported into Free Trade Zone of Manaus (port on the Amazon River) do not require import licenses and may enter duty-free.

Total Imports: 1972 — Cdn.\$4.8 billion; 1971 — Cdn.\$3.3 billion.

Chief Imports: (1972 percent) Manufactured goods 31.2 (including machinery and electric material), mineral products 14.6, raw products for the chemical and pharmaceutical industries 14.5, metals and metallurgical products 10.5, transportation material 7.5, vegetable products 5.7.

Chief Suppliers: (1972 percent) United States 28, West Germany 13.7, Japan 7.6, Saudi Arabia 4.6, Britain 4.6.

Value of Imports from Canada: 1973 — Cdn.\$111.3 million; 1972 — Cdn.\$86.2 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wheat 37.7; newsprint 12.5; aluminum pigs ingots 5.6; steel 4.5; nickel 3.3.

Total exports: 1972 — U.S.\$3.9 billion; 1971 — U.S.\$2.9 billion.

Chief Exports: (1972 percent) Vegetable products 30.4, foodstuffs and beverages and tobacco products 23.6, textile products and manufactures 9.3, min-

eral products 8.1, live animals and animal products 6.3, machinery and electric materials 3.5, woods and manufactured wooden products, charcoal, cork 3.0, various other goods 15.8.

Chief Markets: (1972 percent) United States 23, West Germany 8.4, Netherlands 7.7, Italy 6.8, Britain 4.5, Japan 4.5.

Value of Canadian Purchases: 1973 — Cdn.\$87.1 million; 1972 — Cdn.\$61.7 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Green-coffee 18.5; iron ore 6.9; instant coffee 5.4; orange juice concentrates 5.3; corned beef 3.2; castor oil 2.4.

Prices: Quote only in U.S. dollars c.i.f.

Credit Terms: Sight to 120 days or whatever is agreed upon.

Standards: 2,212 until October 1973 by Associação Brasileira de Normas Técnicas (ABNT) — Brazilian Association of Technical Standards.

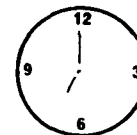
Samples: Import restricted if of commercial value.

Taxes: Manufactured Goods Tax (4% — 24%); port charges (2% ad valorem c.i.f.); warehousing charges (2% ad valorem c.i.f. plus all customs expenses). Merchant Marine Fund (2% of freight charges); Customs Broker's Commission (minimum 2% ad valorem c.i.f. when services of a customs broker are used. An additional sum, equal to 10% of this commission is payable to the Brokers' Union).

Trade Agreements: Exchange of most-favoured-nation treatment with Canada (member of GATT). Preferential rates are only granted to LAFTA countries.

Bulgaria

If Noon E.S.T.



7:00 p.m. (Sofia)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Luegerring 10

1010 Vienna, Austria

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

Area: 43,796 square miles.

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

Population: (1973) 8.7 million.

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

Weights and Measures: Metric system.

Currency: Lev (plural leva), divided into 100 stotinki. One lev equals Cdn.\$1.0273 (Nov/1974).

Capital: Sofia (pop. 900,000 approx.).

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.

Income: (1973); Per capita income approximately U.S. \$1,800.

Radio and Television: (1973) Radio, 2.5 million subscribers; TV, 1.3 million subscribers.

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: (1973) 23,200 million kwh.

Coal: Production: (1973) 30.4 million tons. 91% lignite, 8% brown, 1% hard (percent of reserves).

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

Oil: Almost all supplies are sourced from the U.S.S.R. and the Middle East.

Screw Threads: Metric.

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. Important sector: Steel production 2.5 million tons (1973). Priority sectors are chemicals, rubber, metal-working, machinery.

Foreign Exchange and Import Controls: Foreign currency transactions are carried out under the

authority of the Foreign Trade Bank. All imports require a license which is obtained by the Bulgarian importer.

Total Imports: 1973 — U.S.\$3,266 million.

Chief Imports: (1973 percent) Machines and equipment 44.9; fuel, minerals and metals 28.3; chemicals, fertilizers, rubber 6.7; building materials and parts 0.9; agricultural raw materials 8.7; live animals 0.1; raw materials for food industry 3.0; industrial consumer goods 5.7; food 1.7.

Chief Supplier: U.S.S.R.

Value of Imports from Canada: 1973 — Cdn.\$0.5 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Cattle hides 0.1; special industry machinery 0.1; dairy cattle 0.1.

Total Exports: 1973 — \$3,301 million.

Chief Exports: (1973 percent) Machines and equipment 39.8; fuel, minerals and metals 8.7; chemicals, fertilizers, rubber 3.6; building materials and parts 1.3; agricultural raw materials 3.7; raw materials for food industry 7.2; industrial consumer goods 12.2; food 23.5.

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

Total Canadian Purchases: 1973 — Cdn.\$1.7 million.

Chief Canadian Purchases: (1973 — millions Cdn.\$) Canned tomatoes 0.4; gloves and mittens 0.2; grape wines 0.2; metal-working lathes 0.1.

Prices: Quote in U.S. dollars, c.i.f. or f.o.b., or as otherwise specified.

Credit Terms: As arranged.

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.

Samples: Arrangements can normally be made for

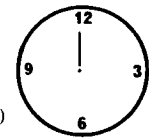
duty-free import of samples which will be taken out of the country.

Trade Agreement: Canada-Bulgaria Trade Agree-

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

Chile

If Noon E.S.T.



Noon (Valparaiso)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

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

Personal Requirements for Canadians: Visa: Required. Inoculations: Smallpox 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: (1972 estimate) 10.2 million.

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.

Weights and Measures: Metric system.

Currency: Escudo. Rate can be expected to change frequently.

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.

Households: (1973 estimate) 2.1 million.

Income: With a soaring inflation and a vast increase in money supply all national income figures are distorted.

Radio and Television: In 1970 there were 1.4 million radios and 500,000 television sets.

Motor Vehicles: (1973) 305,205 motor vehicles registered.

Water Supply: Average pressure delivered to consumer varies according to source. In Santiago, solids 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 not required in appliance cords, but appliances must be grounded to water pipes.

Coal: Bituminous, sub-bituminous and lignite 1972 consumption totalled 1,730,210 metric tons and production 1,506,000 metric tons.

Gas: Manufactured gas is supplemented by LPG where mains have not been laid. Thermal content in Santiago, manufactured 4,100 calories per cubic meter; butane and propane 24,000 calories per cubic meter. Chemical analysis, pressure and prices vary.

Oil: All grades and types are available.

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

Economy: Mining, with fairly wide range of manufacturing for local market. Forestry and fishing of growing importance. Copper mining mainstay internationally. Main problems include shortage of internal capital.

Foreign Exchange and Import Controls: Foreign exchange is in extremely short supply and exchange controls are stringent. There are 3 exchange rates: Banking rate includes all transactions connected with foreign trade (E°280 per U.S. dollar), brokers rate includes all transactions not connected with foreign trade; essentially travellers rate (E°850 per U.S. dollar), a copper export rate of E°110 per U.S. dollar. Again these rates may be subject to further change. Imports must be registered in advance. Entry of many non-essentials and certain types of goods produced in Chile are prohibited. Most permitted imports are subject to both a returnable prior deposit of from 1 percent to 10,000 percent of the c.i.f. value and to a surcharge of from 1 percent to 400 percent of the c.i.f. value, in addition to import duty. However, imports made by some industries and regions are exempt.

Total Imports: 1973 — Cdn.\$1.4 billion; 1972 — Cdn.\$1.4 billion.

Chief Imports: (1973 percent) Raw materials 46; agricultural products 31; capital goods 18.

Chief Suppliers: United States, West Germany, Britain, Australia.

Total Imports from Canada: 1973 – Cdn.\$18.4 million, 1972 – Cdn.\$10.3 million.

Chief Imports from Canada: (1973 percent) Agricultural products 41; mining machinery 24; aircraft 22.

Total Exports: 1973 – Cdn.\$1,100 million; 1972 – Cdn.\$860 million.

Chief Exports: (1973 percent) Copper 85.5; industrial products 9.8; agricultural products 1.6.

Chief Markets: Britain, West Germany, United States, Argentina, Japan.

Total Canadian Purchases: 1973 – Cdn.\$24 million.

Chief Canadian Purchases: (1973 percent) Copper ingot

and concentrate 83; agricultural products 7.

Prices: Preferably quote in U.S. dollars f.o.b., estimated freight, insurance and other expenses to c.i.f. Valparaiso.

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

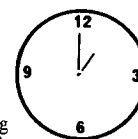
Samples: May be brought in if of no commercial value; otherwise subject to regular import restrictions and charges.

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

China

(People's Republic of)

If Noon E.S.T.



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

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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 16 San Li Tun
Ottawa, Ontario Peking, PRC
K1A 0H5

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

Area: 3,768,736 square miles.

Population: Unknown, however, estimates range around 800 million. Annual increase is estimated at 2 percent. About 15 — 20 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.

Weights and Measures: Metric System. Standard Chinese system also used.

Currency: The currency unit is the yuan. 1 yuan equals Cdn.\$5206 (Nov/1974).

Capital: Peking.

Marketing Centres: (Estimated population, millions) Shanghai 10.0; Peking 7.0; Tientsin 4.2; Canton 1.8 (1957 data).

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

National Income: 1972 GNP has been estimated at between 133 and 147 billion dollars.

Radio and Television: 11.5 million radios (1965); 300,000 television sets (1969).

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 18.1 million kilowatts in 1970. Estimated 1970 production of 70 billion kwh.

Coal: 1972 estimated production was 400 million metric tons of mine-run coal, or 300-350 million tons of clean coal.

Gas: Not available.

Petroleum Products: 1972 estimated production of crude oil was 31 million metric tons (including shale oil). The PRC can refine the bulk of its crude oil, with estimated 1972 refined oil production of 28 million metric tons.

Screw Thread: Metric.

Economy: Based on agriculture; considerable industrialization in recent years with biggest investment in light industry, chemicals and other branches of industry that have an agricultural application. 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.

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 licenses.

Total Imports: 1972 — U.S.\$2.78 billion (estimated); 1971 — U.S.\$2.25 billion (estimated).

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

Chief Suppliers: (1972 — million U.S.\$) Japan 608; Canada 259; West Germany 165; U.S.S.R. 121; U.K. 78; Italy 77; U.S.A. 60; France 59; East Germany 58.

Value of Imports from Canada: 1973 — Cdn.\$287.8 million; 1972 — Cdn.\$258.6 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wheat 186.8; nickel and alloys 73.5; aluminum 6.5; iron and steel scrap 6.3; sulphur 3.5; tobacco 3.5; oils, fats and waxes 2.9; fertilizers 1.4.

Total Exports: 1972 — U.S.\$2.93 billion (estimated); 1971 — U.S.\$2.30 billion (estimated).

Chief Exports: Agricultural produce and food prod-

ucts; metal (tin, wolfram, mercury, pig iron, coal); clothing and textiles; cotton, woolen and other piecegoods; light industrial products.

Chief Markets: (1972 – million U.S.\$) Hong Kong 689; Japan 491; Singapore 142; U.S.S.R. 133; West Germany 107; France 103; U.K. 89; Italy 84; East Germany 60.

Value of Canadian Purchases: 1973 – Cdn.\$52.9 million; 1972 – Cdn.\$48.4 million.

Chief Canadian Purchases: (1973 – million U.S.\$) Pants 6.7; walnuts 4.2; gloves 3.9; cotton print cloth 2.2; towels 2.1; tin blocks 2.1; sweaters 1.7; shirts 1.3.

Prices: Preferably in pounds sterling, c.i.f., Shanghai. Since Chinese authorities often arrange their own

shipping and insurance, quotations should also be given f.o.b. Canadian port.

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

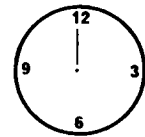
Standards: Standards will be determined when negotiating sales to the PRC.

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.

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

Colombia

If Noon E.S.T.



Noon (Bogota)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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: Visa or tourist card required. Inoculation: Smallpox.

Area: 439,825 square miles.

Climate: Tropical in lowland areas, temperate in upland areas where most of the population lives.

Population: (1972 estimate) 23 million; growth rate 3.2% per annum.

Language: Spanish, sales literature in Spanish is essential.

Weights and Measures: Metric system.

Currency: Peso; one peso equals Cdn.\$0.365 (Nov/1974).

Capital: Bogota.

Marketing Centres: Bogota (population) 2,500,000; Medellin 1,000,000; Cali 900,000; Barranquilla 670,000; Cartagena 323,000; Bucaramanga 300,000.

Chief Ports: On Caribbean – Barranquilla, Cartagena, Santa Marta; On Pacific – Buenaventura.

Income: National income in 1972 was U.S.\$8,305 million; per capita income was U.S.\$360. In 1972 the average hourly wage was Ps 5.10.

Radio and Television: Radios: 2,250,000 (1971); Televisions: 891,000.

Motor Vehicles: In 1972, 283,839 passenger cars and 91,380 trucks.

Electricity: Most of the country has 60 cycle a.c., 110/220 volt power available. Exceptions are Bogota, which has 60 cycle a.c., 150/260 volts, three-phase, and Cartagena which has 60 cycle a.c., 220/380, three-phase. There is considerable variation, particularly in Caribbean coastal areas. Domestic distribution systems do not have ground wires. No ground connection is required in the cord. Production of electricity in 1972 was 2,545,000 kwh. Output is being increased and distribution improved with major cities' supplies being interconnected.

Coal: About 3.5 million metric tons a year are mined for consumption within the country.

Gas: Production of natural gas in 1969 was 108.9 billion cubic feet. LPG produced from oil is decreasing. Domestic consumers in Bogota pay 43.80 pesos for a 45.5 kilo cylinder of LPG.

Oil: Total production of crude oil in 1972 was 71.6 million barrels of which 35 million barrels were exported. Colombia is self-sufficient in most refinery products.

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

Economy: Mainly dependent on coffee, but other exports are increasing substantially. Agriculture and cattle raising are important. Oil exploration and development are progressing. Light industry is developing rapidly, with investment from abroad; the public sector is also receiving considerable assistance from foreign lending organizations.

Foreign Exchange and Import Controls: Foreign exchange is strictly controlled and most commodities require an import license or are prohibited from importation.

Total Imports: 1973 – U.S.\$848 million.

Chief Imports: (1973 percent) Intermediate goods for industry 44%; capital goods, industrial equipment 25%.

Chief Suppliers: 1973 – U.S.A. 44%.

Value of Imports from Canada: 1973 – Cdn.\$33.7 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Newsprint 7.7, plastics and synthetic rubber 3, asbestos 3.

Total Exports: 1973 – U.S.\$1,106 million.

Chief Exports: 1973 – Coffee (U.S.\$606 million); petroleum and petroleum products (53.5 million).

Chief Markets: (1973 percent) U.S. 37; EEC 24.

Value of Canadian Purchases: 1973 – Cdn.\$32.6 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Cof-

fee 13.1; crude petroleum 8.2; cotton yarn and textiles 5.7.

Prices: Quote only in U.S. dollars f.o.b.

Credit Terms: Sight to 180 days depending on circumstances. Some assistance to importer on financing previous deposit expected for volume shipments.

Standards: No standards for appliances yet, but 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 No. 27-00, Bogota, Colombia.

Samples: Import restricted if of commercial value.

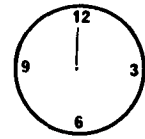
Taxes: Internal taxes are levied on tobacco and tobacco products, lubricating oils and greases, playing

cards, alcoholic beverages, cotton yarns, petrol and a few basic agricultural products. A consular fee of 1% ad valorem f.o.b. is payable in Colombia and there is a tax of 20 pesos per metric ton on goods entering the municipality of Bogota. A sales tax at the rate of 4, 10 or 25% is levied on all sales of finished products, by importers or local manufacturers. Certain foodstuffs are exempted from sales taxes. All imports are subject to a tax of 3% of their c.i.f. value. Half the proceeds of the tax go to the Export Promotion Fund, the other half to the Coffee Export Fund.

Trade Agreements: Most-favoured-nation agreement with Canada. Equal tariff treatment of imports from all countries, with the following exceptions: LAFTA preferential agreements; commodity compensation agreements with certain countries; Andean Group preferential agreement.

Cuba

If Noon E.S.T.



Noon (Havana)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Caribbean Division,

Western Hemisphere

Bureau,

Ottawa, Ontario

K1A 0H5

Canadian Embassy

P.O. Box 499 (HUA)

Ottawa, Ontario

K1N 8T7

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

Area: 44,200 square miles.

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

Population: 8.5 million.

Language: Spanish. Sales literature in Spanish is essential.

Weights and Measures: Metric system.

Currency: One Cuban peso equals approximately \$1.20 Canadian.

Capital: Havana.

Marketing Centres: Havana 1,755,000; Santiago 372,000; Santa Clara 332,000; Cienfuegos 256,000; Camaguey 197,000; Matanzas 160,000.

Chief Ports: Havana, Cienfuegos, Manzanillo.

Income: GNP: \$4.4 billion dollars (1972); GNP per capita: \$510 (1972).

Radio and Television: Radios: (1971) 1,338,000; 155 per 1000 inhabitants. Televisions: (1970) 575,000; 71 per 1000 inhabitants.

Motor Vehicles: (1970) 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.

Economy: Sugar accounts for over 80% by value of Cuban exports. Significant nickel deposits.

Foreign Exchange and Import Controls: All purchasing is done by the State and 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 vegetable and animal origin are concerned.

Total Imports: 1970 — Cdn.\$1,539.5 million.

Chief Imports: (1970 — million Cdn.\$) Food products 294.6; machinery (non-electrical) 181.9; fuels, oils and petroleum products 134.4; chemicals and pharmaceuticals 109.7; transport equipment 87.2; iron and steel 65.7; vegetable and animal oils and fats 24.3; electrical machinery and equipment 17.2.

Chief Suppliers: (1971 — million U.S.\$) U.S.S.R. 668.9; U.K. 64.3; Canada 56; Japan 53.8; East Germany 49.1; Italy 45; France 40.9; Czechoslovakia 32.1.

Value of Imports from Canada: 1973 — Cdn.\$81.7 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Hard spring wheat flour 23.5; skim milk powder 19.1; red spring wheat, except seed 17.9; durum semolina and flour 2.1; purebred dairy cattle 2; tallow 2; copper bars, rods and shapes 1.3; wood pulp 1.1; durum wheat, except seed 1.

Total Exports: 1970 — Cdn.\$1,235.2 million.

Chief Exports: (1970 — million Cdn.\$) Raw sugar 844.4; refined sugar 81.4; molasses 24.3; raw tobacco 18; cigars 12.2; cigarettes 8.9.

Chief Markets: (1971 — million U.S.\$) U.S.S.R. 321; Japan 127.9; East Germany 48.6; Czechoslovakia 45.6; Spain 27.7.

Value of Canadian Purchases: 1973 — Cdn.\$15.1 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Raw sugar, 6.9; lobster, fresh or frozen, 4.8; shrimps and prawns, fresh or frozen 2.3; tobacco, cigar leaf, unstemmed 1.1.

Prices: All prices should be quoted f.o.b. (non-stowed), Canadian dollars, Vancouver, Montreal or St. John.

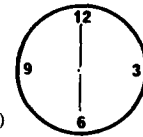
Samples: Unaccompanied samples should be sent to the Cuban Trade Commission, Montreal.

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

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

Czechoslovakia

If Noon E.S.T.



6:00 p.m. (Prague)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Eastern Europe

Division,

European Bureau, or
Ottawa, Ontario

K1A 0H5

First Secretary

(Commercial),

Canadian Embassy,
Mickiewiczova 6,

Prague, Czechoslovakia.

Personal Requirements for Canadians: Visa: All visitors to Czechoslovakia require a valid passport and visa. Apply for visa through travel agent or one of the Czechoslovak missions abroad. It is not normally possible to obtain a Czechoslovak visa at the border. Inoculation: Not required.

Area: 128,000 square kilometers.

Climate: Mild continental, similar to southern Ontario.

Population: 14,634,700.

Language: Official: Czech and Slovak. Sales literature: English or German.

Weights and Measures: Metric system.

Currency: Koruna Czechoslovakian, Kcs. One Kcs equals Cdn.\$1.695 (Nov/1974).

Capital: Prague.

Marketing Centres: Prague 1.1 million; Brno .35 million; Bratislava .33 million.

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

Households: Number: 4,056,861; Dwellings: 240,558; Flats (Apts): 1,883,421.

Income: 1972 — GNP: 759 billion Kcs (approx. Cdn.\$30 billion). GNP/Capita: 52,000 Kcs (approx. Cdn.\$2,000).

Radio and Television: State-owned. Radios: 3.8 million. Televisions: 3.3 million.

Motor Vehicles: Cars 1,083,582; station wagons 31,100; trucks 129,488; buses 21,321; motorcycles 852,358; other (special) 56,209.

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

Electricity: Voltage: 120 and 220 volt. Phase: 2-and 3.5-phase. Ground-System: European 3-prong. Production: 51.4 million kwh./annum.

Coal: Types available: anthracite, brown. Production: 85,560,000 tons.

Gas: Type available: from coal. Production: 7,759 million m³.

Oil: Production: 191,000 tons. Import: 12,571,000 tons (95% from U.S.S.R.). Export: nil.

Screw Thread: Metric.

Economy: Important sectors: machinery 29.2%; food-stuffs 15.6%; metallurgy (iron) 10.2%. Rate of growth: 1964-1972, 8.7 per annum average.

Foreign Exchange and Import Controls: Foreign Exchange: strictly controlled by state. Licenses: Not applicable.

Total Imports: 1972 — U.S.\$4,662 million.

Chief Imports: (1972 percent) Machinery 33.8; raw materials 45.2; food 13; consumer goods 7.8.

Chief Suppliers: (1972 percent) U.S.S.R. 33; CMEA (incl. U.S.S.R.) 66; Developed countries 25; Developing countries 9.

Total Imports from Canada: 1973 — Cdn.\$9.9 million (up 130% over 1972).

Chief Imports from Canada: (1973 — million Cdn.\$) Flaxseed 4.9; rawhides and skins 3.6; asbestos 0.3; aircraft engines and parts 0.3.

Total Exports: 1972 — U.S.\$5,124 million.

Chief Exports: (1972 percent) Machinery 49.4; raw materials 27.7; food 4.1; consumer goods 18.7.

Chief Markets: (1972 percent) U.S.S.R. 33; CMEA (incl. U.S.S.R.) 65; Developed countries 25; Developing countries 10.

Total Canadian Purchases: 1973 — Cdn.\$42.8 million (up 25% over 1972).

Chief Canadian Purchases: (1973 — million Cdn.\$) Wire rods, steel, hot rolled 6.6; boots and shoes 2.8; broadwoven fabrics 2.2; carbon steel plates 1.3; glass and ceramic tableware 1.4; tents 1.3; waterproof footwear 1.2.

Prices: Quote Canadian or U.S. dollars, both f.o.b. and c.i.f., Hamburg.

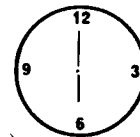
Taxes: Covered by importing FTO.

Trade Agreements: Under Canada-Czechoslovakia Convention of Commerce (1929) both countries exchange MFN. Czechoslovakia is a founding member of GATT (since 1948).



Denmark

If Noon E.S.T.



6:00 p.m.
(Copenhagen)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

2 Princesse Maries Alle

1908 Copenhagen V.

Denmark

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

Area: 16,619 square miles, not including the Faroe Islands and Greenland.

Climate: Temperate coastal.

Population: (1973) over 5 million.

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

Weights and Measures: Metric system.

Currency: Krone; one krone equals Cdn.\$1.783 (Nov/1974).

Capital: Copenhagen.

Marketing Centres: Copenhagen (population 1973) 1.3 million, Arhus 255,000, Odense 168,000, Alborg 155,000, Esbjerg 78,000.

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

Households: In 1970, there were 712,536 private residential dwellings and 1,088,118 apartments with from one to five or more units.

Income: National income in 1972 was 159,894 million D. Kr.; per capita income 28,737 D. Kr.; average hourly wage 21.52 D. Kr.

Radio and Television: At March 31, 1972, there were 164,280 radio licenses and 1,411,340 (of which 73,284 are coloured) television licenses (625 lines per picture). Television and broadcasting facilities are publicly owned.

Motor Vehicles: At December 31, 1972, there were 1,203,243 passenger cars, 1,407,717 commercial and 37,163 motorcycles and scooters.

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, one- and three-phase. Cost is 0.115 D. Kr. per kwh. annually plus 12 D. Kr. annually in measuring fee, both plus 15 percent tax value added. A grounding conductor is required in the electrical cord for major appli-

ances. Some distribution systems have a ground wire. The national capacity in 1972 was 16.1 billion kwh.

Coal: Types available are Ober-Schleswig singles, Dombrowa singles, and anthracite bricks. Consumption in 1972 was 2,188,000 metric tons and stocks on December 31, 1972 were 2,177,000 metric tons.

Gas: Manufactured available, supplemented by LPG. Production in 1972 was 1,583 million Kcal. The thermal content is 4,000 Kcal/m³ with operating pressures of 300 mm water column. The distribution system is by pipe. The cost is 0.60 D. Kr. per m³ for cooking purposes, 0.24 D. Kr. per m³ heating and industrial purposes, both including fees, but not 15% tax value added. Use of gas for cooking purposes is decreasing, for heating increasing, for industry stable.

Oil: All grades available, either imported or locally produced. Production in 1972 was: gasoline 1,410,659 metric tons; fuel gas oil 2,145,423 metric tons; light fuel oil 3,727,123 metric tons; other grades 1,948,542 metric tons.

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.

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

Foreign Exchange and Import Controls: Import license required mainly for agricultural products.

Total Imports: 1972 — U.S.\$5,021 million.

Chief Imports: (1972 percent) Machinery and instruments 18; fuel 11; foodstuffs 10; chemical products 10; motor vehicles and parts 9; textile fibres and textiles 6; iron and steel 6; other metals and metal manufactures 5; paper and board 3.

Chief Suppliers: (1972 percent) West Germany 18.1;

Sweden 16; Britain 12.4; United States 7.1; France 4.5; Norway 4.7; Netherlands 4.3.

Value of Imports from Canada: 1972 — Cdn.\$18.1 million; 1971 — Cdn.\$22.1 million.

Chief Imports from Canada (1972 percent) Plywood and veneers 15; copper bars and rods 8; Irish moss and sea grasses 8; asbestos 8; pickled herring 4; wood pulp 4; tobacco 4; broad woven fabrics 4; aircraft engines and parts 4.

Total Exports: 1972 — U.S.\$4,311 million.

Chief Exports: (1972 percent) Machinery and instruments 23; meat 12; canned food 7; chemical products 7; textile fibres and textiles 7; dairy products 5; other foodstuffs 4; metal and metal manufactures 4; ships 3.

Chief Markets: (1972 percent) Britain 16.8; Sweden 13.5; West Germany 10.6; United States 6.8; Norway 6.1; Italy 3.2.

Total Canadian Purchases: 1972 — Cdn.\$48.3 million; 1971 — Cdn.\$34.7 million.

Chief Canadian Purchases: (1972 percent) Ships and boats 10; cheese 9; fur skins 8; canned meats 7; marine engines and parts 3; cranes and derricks 1; synthetic yarns 1; farm machinery 1.

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.

Standards: Official approval is mandatory for electrical and gas appliances and for oil burners:

Electrical appliances: D.E.M.K.O. (Danish Board for Approval of Electrical Equipment) Lyskaer 8, 2730 Copenhagen - Herlev.

Gas appliances: Denmarks Gas Material Proorning, Sionsgade 5, 2100 Copenhagen O.

Oil burners: Ministry of Justice, Test Committee for Oil Burners, Nygaardsplads 9, 2610 Copenhagen - Rodovre.

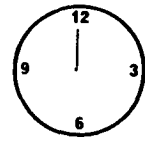
Samples: Samples of no commercial value are duty-free; samples of commercial value pay duty which is refunded if samples are re-exported within 12 months.

Taxes: Value added tax 15%.

Trade Agreements: Canada enjoys MFN tariff treatment. Denmark is now a member of the European Economic Community.

Dominican Republic

If Noon E.S.T.



Noon (Santo Domingo)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Latin America

Commercial Counsellor

Division,

Canadian Embassy

Western

or

Santo Domingo,

Hemisphere Bureau,

Dominican Republic

Ottawa, Ontario

K1A 0H5

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: over 4 million.

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: The official language is Spanish, and sales literature in Spanish is advisable.

Weights and Measures: The Dominican Republic officially uses the metric system. However, the English system is used extensively in business.

Currency: 1 peso equals Cdn.\$.9878 (Nov/1974).

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 Port: Santo Domingo.

Income: GNP (1972) U.S.\$1,590 million. GNP per capita (1972) U.S.\$398.

Radio and Television: (1971) 165,000 radios (39 per 1,000 inhabitants).

Motor Vehicles: (1971) 44,800 passenger cars, 23,800 commercial vehicles.

Water Supply: Visitors should ensure that all drinking water has been boiled, or alternatively, drink mineral waters.

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.

Screw Thread: U.S. standard.

Economy: The mainstay of the economy is still agriculture, particularly sugar. 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.

Foreign Exchange and Import Controls: All importa-

tions 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.

Total Imports: 1973 — 354.8 million SDRs.

Chief Imports: (1973 estimate, million SDRs) Consumer goods 148.9; raw materials and intermediate goods 91.9; capital goods 55; fuels and lubricants 40; construction materials 19.

Chief Suppliers: (1972 estimate, million SDRs) United States 190.6, other Western Hemisphere 22.2, EEC 44.3, EFTA 23.9, other Europe 10.2, Asia 49.8.

Value of Imports from Canada: 1973 — Cdn.\$15.1 million.

Chief Imports from Canada: (1973 million Cdn.\$) Telecommunication and related equipment 2, copper and alloys 1.7, metal fabricated basic products 1.6, fish, preserved, except canned 1.1.

Total Exports: 1973 — 372.4 million SDRs.

Chief Exports: (1973, million SDRs) Raw sugar 157.4, ferro-nickel 69.7, coffee and coffee products 39.4, tobacco and tobacco products 25.4, cocoa and cocoa products 20.3, sugar-by-products 15.1, bauxite 12.6.

Chief Markets: (1973, million SDRs) United States 227.1, LAFTA 1.9, other Western Hemisphere 28.4, EEC 59.9, other Europe 26, Asia 13.6, Africa 15.3.

Total Canadian Purchases: 1973 — Cdn.\$8.1 million.

Chief Canadian Purchases: (1973, million Cdn.\$) Ferro-alloys 4, molasses, cane or beet 1.7, coffee, green 1.6, cocoa butter 0.4.

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: Most imports can be financed by letters of credit only. All requests for foreign exchange must be approved by the Central Bank. At present, there are delays of between five to seven months in the issuance of dollar exchange by the Central Bank, although persons holding foreign exchange of their own may import most goods freely.

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

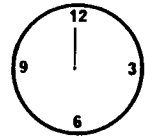
Samples: Samples of no commercial value are admitted free of duty. Those of value are subject to duty.

Taxes: In addition to duties, importers must pay internal taxes ranging from 20% to 100% or more with a rate of 50% of the f.o.b. value applying to most goods.

Trade Agreements: Bilateral trade agreement signed March 8, 1940; in force January 22, 1941. GATT effective May 19, 1950.

Ecuador

If Noon E.S.T.



Noon (Quito)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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 Secretary

Canadian Embassy

Apartado Aereo 53531/2

Bogota 2, Colombia

Personal Requirements for Canadians: Visa: Visa or tourist card. Inoculation: Smallpox.

Area: 116,271 square miles.

Population: 1972, approximately 6.5 million.

Climate: Tropical in lowland areas, but temperate in upland areas where most of the population lives.

Language: Spanish; sales literature in Spanish is essential.

Weights and Measures: Metric system.

Currency: Sucre (fixed); one sucre equals Cdn.\$0.410 (Nov/1974).

Capital: Quito.

Marketing Centres: Quito (population) 800,000; Guayaquil 1,000,000; Cuenca 120,000; Ambato 80,000.

Chief Ports: Guayaquil, Manta on the Pacific.

Income: GNP in 1971 was U.S.\$1,606,000; per capita income was U.S.\$290. In 1972 the average hourly wage was sucres 4.90.

Radio and Television: 1,300,000 households have radios and 164,000 have TV receivers.

Electricity: The country has 60 cycle a.c., 110/220 volt power available. Domestic distribution systems do not have ground wires. No ground connection is required in the cord.

Oil: Total exports of crude oil in 1972 were 25 million barrels and were expected to reach 86 million barrels in 1973.

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

Economy: Highly dependant on agriculture produce until oil production began and raised substantially. Formerly relied on bananas, coffee and cocoa to make up over 80% of all exports. Few industries have been developed, the principal ones being oil, cement, textiles and tires. Public sector is receiving considerable assistance from foreign lending organizations.

Foreign Exchange and Import Controls: Foreign exchange is strictly controlled and most commodities require an import license or are prohibited from importation.

Total Imports: 1972 — U.S.\$279 million; 1971 — U.S.\$265.8 million.

Chief Imports: (1972 percent) Industrial raw materials 34; capital goods for industry 20; transport equipment 12.

Chief Suppliers: (1972 percent) U.S.A. 30; Western Europe 32; Japan 12; Andean Group 13; (Colombia 10), other LAFTA countries 4; socialist countries 2.

Value of Imports from Canada: 1973 — Cdn.\$6.4 million; 1972 — Cdn.\$5.1 million.

Chief Imports from Canada: (1973 — '000 Cdn.\$) Newsprint 2,524; liner board 684; asbestos 424.

Total Exports: 1972 — U.S.\$323.2 million; 1971 — U.S.\$199 million.

Chief Exports: (1972 — million U.S.\$) Petroleum 61; bananas 1.3; coffee raw 42.6; sugar 17.1; fish products 22.4.

Chief Markets: (1972 percent) U.S.A. 38; Japan 14; West Germany 8; Belgium and Luxembourg 7; Colombia 3.5; Chile 3.6; Canada 3.

Value of Canadian Purchases: 1973 — Cdn.\$15.5 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Bananas 6.3; petroleum 5.6; coffee 1.6.

Prices: Quote in U.S. dollars f.o.b.

Credit Terms: Sight to 180 days depending on circumstances. Some assistance to importer on financing previous deposit expected for volume shipments.

Standards: No standards for appliances yet.

Samples: Import restricted if of commercial value.

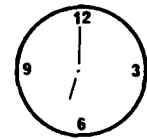
Taxes: Statistical tax (.01% ad valorem c.i.f.); selective consumption tax (percentage of selling price); commercial transaction tax (4% of duty paid value); port handling taxes (20-105 sucres per metric ton); control fee (.2%).

Trade Agreements: Most-favoured-nation agreement with Canada. Equal tariff treatment of imports from all countries, with following exceptions: LAFTA preferential agreements; commodity compensation agreements with certain countries.

Egypt

(Arab Republic of)

If Noon E.S.T.



7:00 p.m. (Cairo)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Kasr el Doubara Post Office

6 Mohamed Fahmy El Sayed

Street

Garden City

Cairo, Arab Republic

of Egypt

Personal Requirements for Canadians: Visa: Required.

Area: 386,200 square miles (before the Six Day War). 95% is desert. Cultivated area consists of Nile Valley and Delta.

Population: 35.6 million (1973); rate of growth 2.5%.

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.

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.

Currency: Egyptian pound (£E); divided into 100 piastres; 1 £E equals Cdn.\$2.5386 (Nov/1974).

Capital: Cairo (population 6 million).

Chief Port: Alexandria.

Economy: The economy of Egypt is closely controlled by the State. GDP having risen by nearly 7 percent in 1969-70, increased in real terms by less than 5 percent in 1970/71 and by just over 4 percent in 1971/72; it is estimated to have risen by less than 4 percent in 1973. Agriculture accounts for nearly 30 percent of GDP, but also for nearly half of estimated employment and upward of 60 percent of export earnings directly. Industry and mining account for 23% of GDP and services for 28%. The principal reason for the recent stagnation of manufacturing production was the lack of sufficient foreign exchange to finance imports of industrial inputs. After a drop following the war, the petroleum production should increase and be a major earner of foreign exchange. Textiles, food processing, iron and steel and petrochemicals are also expanding.

Foreign Exchange and Import Controls: Egypt's exchange and trade system relies heavily on quan-

titative 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. For detailed information, contact Africa and Middle East Division of the Department of Industry, Trade and Commerce. 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.).

Total Imports: 1973 — U.S.\$904 million; 1972 — U.S.\$978 million.

Chief Imports: Wheat, iron and steel products, chemicals, automobiles and parts, animal fats and vegetable oils, wood, paper, wheat flour, petroleum products.

Chief Suppliers: (1973 percent) U.S.A. 12; France 8; Germany 7; U.S.S.R. 7; East Germany 4.1; Italy 4.

Value of Imports from Canada: 1973 — Cdn.\$31 million; 1972 — Cdn.\$5.5 million.

Chief Imports from Canada: 1972/73 — Food items, newsprint and asbestos.

Total Exports: 1973 — U.S.\$1,111 million; 1972 — U.S.\$897 million.

Chief Exports: Raw cotton, cotton yarn, crude petroleum, textiles, rice.

Chief Markets: (1973 percent) U.S.S.R. 32; Czechoslovakia 6; Japan 5; East Germany 4; Italy 4.

Value of Canadian Purchases: 1973 — Cdn.\$492,000; 1972 — Cdn.\$403,000.

Main Canadian Purchases: Peanuts and cotton yarn.

Prices: Price quotations are generally required to be made f.o.b. Canadian port and c.i.f. Alexandria.

Terms of Payment: Egypt is essentially a credit market and terms are in many cases a more important factor than price.

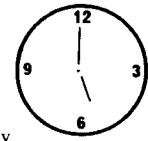
Samples: Samples sent by post or otherwise are admitted without import permit or payment of duty pro-

vided that they are not in a condition to be sold or if their value does not exceed £E20.

Documentation: Shipments require a commercial invoice in duplicate which should show net and gross weights. Freight packing and other charges, including discount, should be shown separately. Certificates of origin are required.

Fiji

If Noon E.S.T.



5:00 a.m. the following day

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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
for Canada

P.O. Box 3952 G.P.O.

A.M.P. Building, 21st floor

Circular Quay,

Sydney, 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: 545,000; annual rate of growth 1.8%; tourist 150,000 plus.

Climate: Tropical, oceanic. Temperatures average about 25°C with a range of 6°C.

Language: English (although Fijian and Hindi also used).

Weights and Measures: Imperial standard. However, decision has been made to convert to the metric system and metrication will begin shortly.

Currency: Fijian dollars; Fijian \$ equals Cdn.\$1.2348 (Nov/1974).

Capital: Suva, located on Viti Levu. Population 55,000.

Marketing Centres: Suva (55,000), Nadi, Labasa, Lautoka.

Chief Ports: Suva, Lautoka.

Income: GDP (1972) F\$166.6 million; GDP/capita (1972) F\$454. General level of wages paid to unskilled workers in 1972 was 42 to 50 cents per hour.

Motor Vehicles: Private cars 9,476; taxis and hire cars 1,024; trucks and lorries 4,132; tractors 1,662.

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 50 Hz. 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.

Oil: Most types and grades are available.

Economy: Based primarily on agricultural production (sugarcane, coconuts, and to a lesser extent, ginger, bananas and other tropical fruits), and a thriving

tourist industry. Gross domestic product in 1972 Cdn.\$241.5 million. Average annual rate of growth (1968-72): 6.6%.

Tourism: For the period 1967-72, visitor arrivals in Fiji increased annually at a rate in excess of 23%. In 1972, 157,000 visitors contributed \$45 million in Fiji's foreign exchange earnings. Conservative estimates indicate that 800,000 arrivals will occur by 1981, spending an estimated \$180 million. To meet this demand, \$200 million in capital expenditures will be required to provide 8,000 new hotel rooms and related tourist facilities.

Foreign Exchange and Import Controls: There are no foreign exchange or import controls applicable to Canada.

Total Imports: 1972 — F\$131.3 million; 1971 — F\$111.5 million.

Chief Imports: (1972 — million F\$) Machinery and transport equipment 32.6; food 25.1; manufactured goods and articles 41; mineral fuels, lubricants, etc. 13.1.

Chief Suppliers: (1972 percent) Australia 24.7; U.K. 19.3; Japan 16; New Zealand 11.6.

Value of Imports from Canada: 1973 — Cdn.\$989,000.

Chief Imports from Canada: (1973 — million Cdn.\$) Softwood lumber 246; canned fish 130; newsprint paper 103; other paper 83; shingles and shakes 97.

Total Exports: 1972 — F\$49.7 million; 1971 — F\$48.8 million.

Chief Exports: (1972 percent) Sugar 53; coconut oil, copra, gold.

Chief Markets: (1972 percent) U.K. 28; U.S.A. 27; Australia 12; New Zealand 12.

Value of Canadian Purchases: 1973 — Cdn.\$7.7 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Raw sugar 7.1.

Prices: Quotations should be c.i.f.

Credit Terms: Predominantly sight draft.

Standards: Standards Association of Australia Wiring Rules apply to all electrical installations.

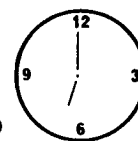
Samples: If samples imported have a commercial value but are intended to be taken out of the country again after a short period, the goods must be declared on the prescribed invoice for Fiji Customs purposes, the amount of duty deposited and a refund claimed when the visitor departs.

Taxes: In addition to import duty, there is levied a "Port Service Tax" of 5%.

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.

Finland

If Noon E.S.T.



7:00 pm (Helsinki)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

P.O. Box 14042

S-104 40, Stockholm 14

Sweden

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 130,165 square miles.

Population: About 4.7 million.

Climate: Moderate, with short warm summers and long cold winters.

Language: Usually Finnish but also Swedish. English and German main languages used in business.

Weights and Measures: Metric system.

Currency: Markka; one markka equals Cdn.\$2.667 (Nov/1974).

Capital: Helsinki.

Marketing Centres: Helsinki (population) 520,000, Tampere 163,000, Turku 157,000, Lahti 91,000.

Chief Ports: Pori (Mantyluoto), Hamina, Hango, Helsinki, Kemi, Rauma, Oulu, Vaasa, Turku.

Households: (1970) 1.52 million; average number of members per household 3; number of residential dwellings 1.46 million.

Income: GDP in 1972 at factor cost was Fmks 48,340 million; per capita Fmks 10,285. In the fourth quarter of 1972 the hourly wage averaged Fmks 7.69 for male industrial workers and Fmks 5.53 for female workers, both exclusive of compensation for public holidays.

Radio and Television: 1.8 million radio and 1.1 million television licenses issued. The main radio station, Oy Yleisradio Ab, has monopoly of broadcasting facilities and is 93 percent state-owned. T.V. facilities are privately owned (625 lines per picture).

Motor Vehicles: (December 31, 1972) Total 947,900; 818,000 passenger cars, 116,100 commercial, 8,400 buses, 5,400 other.

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.

Oil: A range of petroleum products are produced. Normal grades of petroleum are 100 RON and 92 RON, but special qualities of petrol are produced.

Screw Thread: Metric system most common, although others are used.

Economy: Highly industrialized. Based on the principles of private ownership and free enterprise. The state has a monopoly in certain sectors such as railways and the sale of alcohol.

Total Imports: 1972 — Fmks 13,114 million; 1971 — Fmks 11,734 million.

Chief Imports: (1972 percent) Raw materials 40; manufactured capital goods 24; manufactured consumer goods 20; fuels and lubricants 12; passenger cars 4.

Chief Suppliers: (1972) Sweden 19; West Germany 18; Britain 13.9; U.S.S.R. 11.6; United States 4.4; Netherlands 3.7; France 3.5; Canada 0.3.

Value of Imports from Canada: 1973 — Cdn.\$16.6 million; 1972 — Cdn.\$9.8 million.

Chief Imports from Canada: (1973) Ferrous and non-ferrous ores, textiles, fish, tobacco.

Total Exports: 1972 — Fmks 12,082 million; 1971 — Fmks 9,897 million.

Chief Exports: (1972 percent) Paper products 36; metal and engineering products 27; wood products 15; textile products 8; agricultural products 5.

Chief Markets: (1972 percent) Britain 18.4; Sweden 17.7; U.S.S.R. 12.3; West Germany 10.3; U.S.A. 4.8; Norway 4.1; France 3.9; Canada 0.7.

Value of Canadian Purchases: 1973 — Cdn.\$20.7 million; 1972 — Cdn.\$19.2 million.

Chief Canadian Purchases: (1973) Non-ferrous metals; skis and ski equipment; drilling equipment.

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.

Standards: Official approval mandatory for electrical, gas, oil and other fuel appliances. Organizations concerned with approval are:

Electrical: Sähkötasutuslaitos (Electrical Inspectorate), Särkiniementie 3 Helsinki 21.

Gas, oil and other fuels: Valtion Teknillinen Tutkimuslaitos (State Institute for Technical Research), Laboratory for Fire-Fighting Equipment, Kalevankatu 39, Helsinki.

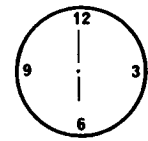
Samples: Samples of no commercial value, duty free; other samples may be imported into Finland without paying customs duty or a deposit provided the importer has a carnet, but must pay duty if the samples are sold or if they are retained in Finland for more than one year. Alternatively samples may be 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.

Taxes: Turnover tax of 12.4% levied on duty paid value.

Trade Agreements: Most-favoured-nation agreement with Canada. Member of EFTA and has also signed a "Free Trade Agreement" with EEC.

France

If Noon E.S.T.



6:00 p.m. (Paris)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

35, Avenue Montaigne

Paris 8, France

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 212,737 square miles.

Population: 51.9 million at end of 1972.

Climate: Temperate, high humidity.

Language: French.

Weights and Measures: Metric system.

Currency: Franc; one franc equals Cdn.\$2.132 (Nov/1974).

Capital: Paris.

Marketing Centres: (1968 population) Greater Paris 8.1 million; Lyon 1.1 million; Marseille 1 million; Lille 881,000; Bordeaux 555,000; Toulouse 440,000; Nantes 394,000; Nice 393,000; Rouen 370,000; Toulon 340,000; Strasbourg 335,000; Grenoble 332,000; Saint-Etienne 331,000; Nancy 258,000; Le Havre 247,000.

Chief Ports: Le Havre, Rouen and Dunkirk on the English Channel; Bordeaux and Nantes on the Atlantic Ocean; Marseille on Mediterranean.

Households: In 1970, 16.7 million.

Income: National Income in 1970 totalled French Fr. 730.2 billion; GNP Fr. 819.6 billion. Per capita income was estimated at Fr. 14,400.

Radio and Television: Radio near saturation; in 1972, 10.1 million television sets (180 per 1,000 inhabitants) in use. Television is produced in both black and white, and color. There are 819 lines per picture on channel one and 625 lines per picture on channels two and three. Radio and TV facilities are publicly owned and controlled by Office de Radiodiffusion-Télévision Française, which has recently allowed a very limited amount of paid advertising. However, private commercial radio and TV do exist; peripheric transmitters are located in Luxembourg, The Saar, Monaco and Andorra.

Motor Vehicles: In 1970 there were 16,765,000 vehicles, of which 12.9 million 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: In 1971, 148.8 billion kwh. were produced and net consumption was estimated at 2,800 kwh. per head. Domestic electric power is 50 cycle a.c. 110/220 volts. Industrial power is 380 volts and in larger plants 15,000 and 63,000 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 1972 of all types of coal was 32.7 million metric tons, and an additional 15.1 million metric tons were imported (1.5 million tons being exported).

Gas: In 1970, 213.7 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.

Oil: In 1971, 100.4 million metric tons of petroleum products were produced by refineries. All grades, domestic, commercial and industrial, are available.

Screw Thread: Metric, right hand.

Economy: Highly developed and balanced. Ample capital, steady expansion.

Foreign Exchange and Import Controls: Foreign exchange available for imports. Import licenses required only for a number of agricultural products which are subject to quantitative import restrictions.

Total Imports: 1972 — Cdn.\$32.3 billion.

Chief Imports: (1972 percent) Manufactured goods (including machinery and transportation equip-

ment) 64.2, petroleum products 13.1, food and live animals 12.1, crude materials 9.9.

Chief Suppliers: (1972 percent) West Germany 22.2, Belgium and Luxembourg 11.3, Italy 10.1, United States 8.1, Netherlands 6.1, Britain 5.1.

Value of Imports from Canada: 1973 — Cdn.\$208.9 million; 1972 — Cdn.\$151.3 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wood pulp 29, rapeseed 4, fish products (fresh, frozen or canned) 13, asbestos 15, zinc 10, copper 19.

Total Exports: 1972 — Cdn.\$31.3 billion.

Chief Exports: (1972 percent) Manufactured goods (including machinery and transportation equipment) 74.1; foods 17.5; crude materials 5.3.

Chief Markets: (1972 percent) West Germany 21.1, Italy 11.4, Belgium and Luxembourg 11.4, U.S.A. 5.4, Britain 5.4, Netherlands 5.4, Switzerland 5.

Value of Canadian Purchases: 1973 — Cdn.\$326.7 million; 1972 — Cdn.\$250.9 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Wines and alcoholic beverages 46; automobiles and parts 11; newspapers, magazines and books

23; textiles and apparel 18; iron and steel products 17; tires and tubes 17; chemicals and allied products 10; power shovels and cranes 12; electrical equipment and appliances 7; bicycles 6.

Prices: Should be quoted in either Canadian or U.S. dollars, preferably f.o.b. or c.i.f. whenever possible.

Credit Terms: All periods from sight to 120 days; occasionally 180 days.

Standards: These are not mandatory, but are recommended for gas, electrical or other fuel appliances.

Samples: Practically no restrictions on imports of samples, but they are subject to customs duties and domestic taxes if of commercial value.

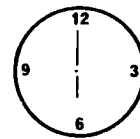
Trade Agreements: Most-favoured-nation agreement with Canada; equal tariff treatment of imports from all GATT countries, but no duties since July 1, 1968 on imports from countries of the European Economic Community.

Documentations: Customs tariffs, marking and labelling — please contact Department of Industry, Trade and Commerce.

Germany

(Fed. Republic)

If Noon E.S.T.



6:00 p.m.
(Frankfurt)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Friedrich-Wilhelmstrasse

18, 53 Bonn

Personal Requirements for Canadians: Visa: Not required.

Area: 95,957 square miles (incl. West Berlin).

Population: 61.8 million (including 2.1 in West Berlin).

Climate: Temperate, with a winter appreciably shorter and milder than in Canada.

Language: Many officials and businessmen know English or French, but correspondence and sales literature in German is almost a necessity.

Weights and Measures: Metric system.

Currency: Deutsche Mark; one Mark equals Cdn\$.3991 (Nov/1974).

Capital: Bonn.

Marketing Centres: West Berlin (population December 1972) 2,100,000; Hamburg 1,800,000; Munich 1,300,000; Cologne 850,000; Essen 700,000; Düsseldorf 650,000; Frankfurt 650,000; Stuttgart 650,000; Hanover 500,000; Nuremberg 480,000.

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.

Households: 1971: 22.8 million households; 1967 census: 7.4 million private dwellings with one or two families, 9.4 million multiple dwellings.

Income: Per capita income DM 10,287 a year (1972). Average hourly wage for manual workers in industry, DM 8.09 (April 1973). Basic wage does not include social services provided, which amount to as much as 50 percent of salary.

Radio and Television: 19.2 million households with radios, 17.1 million with TV receivers. TV (625 lines per picture) and radio facilities are publicly owned.

Motor Vehicles: (1972) 16 million passenger, 4 million commercial, 198,000 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 1971,

274.5 billion kwh. of which 172.3 billion kwh. were supplied by publicly owned power plants and 82.6 billion kwh. by privately owned plants; the balance was imported. Costs for domestic use ranges from DM 0.07 to DM 0.11 per kwh.

Coal: Both hard coal and lignite available. Consumption of hard coal 102 million tons in 1972. Hard coal reserves 65,000 million tons, reserves of lignite 5,000 million tons.

Gas: Production in 1971, 66.9 billion cubic meters, of which 19.1 billion cubic meters at coking plants. Captive consumption 10.3 billion cubic meters, other industrial users 43.9 billion, commercial 1.8 billion, domestic 8.4 billion.

Screw Thread: Metric right-hand.

Economy: A highly developed industrial economy based to a large extent on foreign trade.

Foreign Exchange and Import Controls: Dollar exchange is readily obtainable in any amount. Most non-agricultural products may be imported freely but many agricultural products require a specific import license.

Total Imports: 1972 — DM128,744 million; 1971 — DM120,119 million.

Chief Imports: (1972 — million DM) Food products 11,589; chemicals 9,593; textiles 8,818; petroleum, natural gas 8,072; engineering products 7,159; electrical products 6,802; road vehicles 6,497; iron and steel 6,164; non-ferrous metals 5,869.

Chief Suppliers: (1972 — million DM) France 18.1; Netherlands 17.5; Italy 13.9; U.S.A. 10.7; Belgium and Luxembourg 12.9.

Value of Imports from Canada: 1973 — Cdn.\$312.7 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wood pulp 68.9; copper refinery shapes 39.9; flaxseed 32.8; zinc ores 20.6; copper ores 20.5; asbestos fibres 23.2; aircraft assemblies 10.9; aluminum slabs 11.3.

Total Exports: 1972 — DM 149,023 million; 1971 — DM 136,011 million.

Chief Exports: (1972 — million DM) Engineering products 29,053; road vehicles 22,475; chemicals 19,834; electrical products 14,368; iron and steel 7,326; hardware 6,178; textiles 5,483.

Chief Markets: (1972 percent) France 13; Netherlands 10.2; U.S.A. 9.2; Italy 8.4; Belgium and Luxembourg 8.3; Switzerland 5.8; Austria 5; United Kingdom 4.8; Sweden 3.4; Denmark 2; Spain 1.7; Yugoslavia 1.7; Soviet Union 1.5.

Value of Canadian Purchases: 1973 — Cdn.\$606.7 million; 1972 — Cdn.\$512.5 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Auto. vehicles and parts 153.5; textile machinery 13.1; tractors and parts 14.8; communications equip. 4.5; dyes and dyestuffs 20.1.

Prices: Quotations in Canadian or United States dollars are acceptable. They should be c.i.f. North European ports.

Credit Terms: All periods from sight to 180 days and even longer.

Standards: Official approval for gas, electrical or other fuel appliances strongly recommended but not

mandatory. Lack of approval can reduce sales appeal of product. Approval organizations:

Standards:

Deutscher Normenausschuss DNA
Burggrafenstr. 4-7
1 Berlin 30

Gas and Water Equipment:

Deutscher Verein von Gas-und
Wasserfachmaennerne V.
Theodor-Heuss-Allee 90-98
6 Frankfurt/M.

Electrical Products:

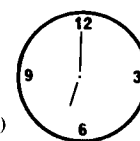
Verein Deutscher Elektrotechniker (VDE)
21 Stresemann-Allee
6 Frankfurt 70

Samples: Those of little or no commercial value may be brought in free of duty. Other samples may come into the country against payment of a bond in the amount of the duty, which is refundable if the samples are re-exported within one year.

Trade Agreements: West Germany as a GATT signatory, exchanges most-favoured-nation treatment with Canada.

Greece

If Noon E.S.T.



7:00 p.m. (Athens)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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 St.
Athens 140, Greece

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 50,534 square miles.

Population: 1971 census: 8.7 million inhabitants.

Climate: Warm and dry throughout the greater part of the year, especially in southern areas.

Language: Greek, English and/or French are spoken by senior government officials and by many members of the business community. Business correspondence can be conducted in English or French with most firms.

Weights and Measures: Metric system.

Currency: Drachma; one drachma equals Cdn.\$0.0334 (Nov/1974).

Capital: Athens.

Marketing Centres: Athens-Piraeus metropolitan area (population 1971) 2,540,000, Salonika 550,000, Patrai 120,000, Volos 88,000, Heraklion 84,000, Candia 53,000, Cavalla 46,000, Rodhos 32,000.

Chief Ports: Piraeus (the port of Athens and by far the most important), Salonika, Patrai, Eleusis, Volos, Heraklion and Cavalla.

Households: (1971 census) 2,556,000. Private residential dwellings numbered 2.99 million.

Income: Per capita income in 1972 was U.S.\$1,412. In November 1972 the average hourly wage in industry was U.S.\$0.50, not including benefits.

Radio and Television: In 1973, over 2.4 million households had radio sets and about 1.2 million had TV receivers. There are two state-owned TV and radio networks which cover the whole of Greece.

Motor Vehicles: In July 1973, 329,186 passenger cars, 12,006 buses, 142,007 trucks and 78,049 motorcycles and scooters.

Water Supply: Safe to drink in Athens. Average pressure is two to six atmospheres. Water is soft to moderately hard.

Electricity: 50 cycle a.c. three-phase 220 volts with 380 volts between phases with neutral grounded. The distribution has a ground wire in the provinces

and a neutral wire in Athens. A ground conductor is required in the electrical cord attached to most appliances. The Public Power Corporation is a state monopoly. National installed capacity at the end of 1972 was 2,835 mw and anticipated to reach 3,467 mw by end of 1973.

Coal: Annual production and consumption of lignite in 1972 was 10 million tons. Lignite reserves are estimated at more than 1,000 million tons.

Gas: Manufactured gas butane and propane are available. The capacity of two oil refineries is 130,000 tons of propane and butane. Production of LPG in 1972 was 102,000 metric tons. The cost to consumers is U.S.\$0.40 per kilogram.

Oil: A full range of products are available. Refineries at Athens, Salonika, Corinth, have a capacity of 295,000 barrels a day.

Screw Thread: Right hand, metric and North American.

Economy: Industry has now become the main economic sector (23% of GNP 1972), with agriculture (15%) gradually losing importance. Large aluminum, nickel, steel, magnesite, petrochemicals, chemical fertilizers, cement, canneries, meat packing, textile and shipbuilding complexes, are in operation. The tourist industry is rapidly expanding. Mining, forestry and fishing are also expanding.

Foreign Exchange and Import Controls: All operations in foreign exchange and importation of goods are under government control.

Total Imports: 1972 — U.S.\$2.4 billion.

Chief Imports: (1972 percent) Capital goods 33; manufactured consumer goods 27; raw materials 19; foodstuffs 12; fuels 9.

Chief Suppliers: (1972 percent) West Germany 17; United States 11; Italy 9; Britain 8; France 7; Japan 4; Switzerland 3; Netherlands 3; Benelux 3.

Value of Imports from Canada: 1973 — Cdn.\$60.2 million; 1972 — Cdn.\$23.3 million.

Chief Imports from Canada: (1973 – million Cdn.\$)
Ships and boats 34, cattle 5, sugar and sugar preparations 4, non-ferrous metals 2.

Total Exports: 1972 – U.S.\$835.2 million.

Chief Exports: (1972 percent) Tobacco 14; textiles and yarns 10; aluminum 6; fresh fruits 6; currants and sultana raisins 6; nickel 5; raw cotton 4.

Chief Markets: (1972 percent) United States 19; West Germany 19; France 7; Italy 6; Yugoslavia 5; Netherlands 4; U.S.S.R. 4; Britain 4.

Value of Canadian Purchases: 1973 – Cdn.\$23.3 million; 1972 – Cdn.\$7.6 million.

Chief Canadian Purchases: (1973 – million Cdn.\$)
Ferro alloys 12, raisins 2, clays and activated earth 1, magnesia 8.

Prices: Quote in U.S. dollars c.i.f. Piraeus.

Credit Terms: Where terms are permitted the maximum period of the credit is normally 6 months.

Standards: Official approval is required for electric ranges and all electric appliances. Approval is not required for gas or other fuel appliances. The approval service is: Division 22, Second General Directorate of Technical Services, Ministry of Industry, 13 Xenofontos St., Athens.

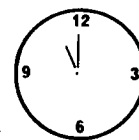
Samples: Duty is liable on samples if they have any commercial value. Duty on travellers' samples is payable on arrival but refunded if goods are re-exported.

Trade Agreements: Modus vivendi with Canada signed in 1947. Greece signed an association agreement with the European Economic Community on November 1, 1962. Implementation of this agreement has been partly in abeyance. Greece also has bilateral clearing agreements with East Block countries.

Guatemala

If Noon E.S.T.

11:00 a.m.
(Guatemala
City)



For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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: 42,031 square miles (the largest of the Central American countries).

Population: About 6 million inhabitants.

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.

Weights and Measures: Metric system.

Currency: Quetzal; one quetzal = Cdn.\$9878 (Nov/1974).

Capital: Guatemala City.

Marketing Centres: Guatemala City 1 million; Quezaltenango 60,000; Escuintla 38,000.

Chief Ports: Puerto de Santo Tomas de Castilla (also known as Matias de Galves) and Puerto Barrios on the Caribbean Sea; Puerto de San Jose and Puerto de Champerico on the Pacific.

Income: In 1972 GNP U.S.\$2.14 billion; GNP/capita U.S.\$385.

Radio and Television: In 1973 there were approximately 560,000 radios and 80,000 television sets.

Motor Vehicles: 56,000 private cars and 45,000 other vehicles are in use.

Water Supply: Safe to drink, varies from hard to soft according to region.

Electricity: 110-220 volts, 60 cycles throughout the country.

Economy: Agriculture plays a dominant role in the economy with coffee, cotton, bananas and sugarcane being the principal products. The average annual per capita income is Q 394 (1972) and a high level of unemployment exists, but Government industrial incentives continue to expand the economic base and diminish unemployment figures. GNP rate of growth is approximately 6% per annum.

Total Imports: 1972 — U.S.\$336 million.

Chief Imports: (1972 percent) Raw materials 37; consumer goods 27; capital goods 23; lubricants and fuels 7; construction materials 4.

Chief Suppliers: (1971 percent) U.S.A. 33; El Salvador 14; Japan 11; West Germany 11; Canada 2.

Value of Imports from Canada: 1972 — Cdn.\$4.7 million; 1971 — Cdn.\$3.7 million.

Chief Imports from Canada: (1972 percent) Newsprint paper 15; zinc blocks, pigs and slabs 6; corrugating container board 6; mining machinery and parts 6; cereal 5; prepared fertilizer mixtures 5.

Total Exports: 1972 — U.S.\$337 million.

Chief Exports: (1972 percent) Coffee 32; cotton 12; bananas 7; meat 6; sugar 4.

Chief Markets: (1971 percent) U.S.A. 31; El Salvador 14; other Central American countries 18; West Germany 11; Japan 7; Canada 2.

Value of Canadian Purchases: 1972 — Cdn.\$6.8 million; 1971 — Cdn.\$4.6 million.

Chief Canadian Purchases: (1972 percent) Coffee green 68; bananas 22; chicle 6; Manila fibre, tow and waste, oil seeds, oil nuts, oil kernels.

Prices: Quote in U.S. dollars c.i.f. Atlantic or Pacific port.

Credit Terms: Sight up to 180 days.

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.

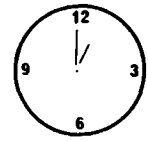
Taxes: Most imports are subject to a Central American Economic Stabilization Tax of 30% of the duty.

Trade Agreements: Exchange of most-favoured-nation treatment with Canada. Member of the Central American Common Market.



Hong Kong

If Noon E.S.T.



1:00 a.m. next day
(Victoria)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 – 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Asia Division,

International

Bureau,

Ottawa, Ontario

K1A 0H5

or

Trade Commissioner

Commission for Canada

P.O. Box 20264

Hennessy Road Post Office

Hong Kong

Personal Requirements for Canadians: Visa: Not required. Inoculation: Smallpox, cholera, yellow fever if traveling from an infected area.

Area: 403 square miles.

Population: (1973) 4.2 million.

Climate: Subtropical; cool winter; very hot and humid summer.

Languages: English and Chinese (mainly Cantonese); since 99 percent of the population is Chinese, this language is used to a considerable extent in advertising.

Weights and Measures: Imperial standard; Chinese system. A Metrication Council was being set up in 1974 and it is expected that this will be followed by a rapid conversion to metrication in Hong Kong industry generally.

Currency: Hong Kong Dollar; one HK\$ equals Cdn.\$2.134 (Nov/1974).

Capital: Victoria, center of government.

Marketing Centres: Urban areas of Hong Kong Island and Kowloon.

Chief Ports: Victoria Harbour.

Households: 791,000 households in 1971 census.

Income: 1972 GNP of U.S.\$4.5 billion; per capita GNP about U.S.\$1,100. In 1973 skilled workers earned Cdn.\$2.75 to \$11.01 a day, semi-skilled \$2.18 to \$7.45, and unskilled \$1.97 to \$4.80.

Radio and Television: In 1973 there were over one million radios and 700,000 television sets. One government and three private stations provide radio broadcasts. Three privately owned TV companies were scheduled to open in 1974 (2 English and 3 Cantonese stations) employing the 625-line PAL system.

Motor Vehicles: In 1973, 202,959 registered motor vehicles, including 129,309 passenger, 31,534 commercial and 23,283 motorcycles. 322 vehicles per mile of roadway, the highest ratio of any territory in the world, with the possible exception of Monaco.

Water Supply: Safe to drink when coming from a filter

station, but not necessarily when coming out of taps; 50 pounds psi is medium guaranteed pressure; solids average 68 parts per million.

Electricity: The domestic supply is 200 volts single-phase or 346 volts three-phase, four-wire 50 hertz a.c. For bulk consumers, supply is available at 11 kv. and 6.6 kv. Appliances require grounding conductors and three pin sockets when they have exterior metal parts that may become alive at line voltage. In 1973, production was 6,011 kwh. Kowloon and New Territories: Power supplied by China Light and Power Co. Ltd. Discounts for large consumption and special rates quoted for bulk industrial use. Same supply and appliance requirements as above. The three-phase, four-wire system and small industrial consumers has 346 volts between phases and 200 volts phased to neutral which is earthed at the supply transformer. All consumers supply their own ground wire and grounding system.

Coal: Bituminous and anthracite imported; consumption 5,025 tons per month; production and reserves are nil.

Gas: Manufactured at 455 BTU's a cubic foot, butane/air at 650, and LPG at 21,200 BTU's a pound. The first two are delivered through mains at a pressure of three to four inches water gauge. Specific gravity as compared to air. In 1973, gas production was approximately 12.1 million therms, over half of which were for non-commercial use. Total installed production capacity is rated at some 12.5 million cubic feet per day.

Oil: All grades and types are imported; production and reserves are nil.

Screw Thread: Generally Whitworth and right hand.

Economy: Largely based on the import of raw materials and the export of manufactured goods. Entrepôt trade formerly very important. Light industry is now the main element (textiles, plastics, toys, wigs,

watches, etc.) Main heavy industries are shipbuilding and shipbreaking. Some fishing and agriculture. Tourist trade very important.

Foreign Exchange and Import Controls: Foreign exchange is freely available. Any currency may be bought or sold on the open market in Hong Kong. Most commodities may be imported without a special license. If licenses are required, the formalities are kept to a minimum. Most commodities enter duty free.

Total Imports: 1973 — KH\$29 billion; 1972 — HK\$21.7 billion.

Chief Imports: (1973) Textile yarn and fabrics; electrical machinery, apparatus and appliances; chemicals; professional, scientific and controlling instruments; watches and clocks; photographic and optical goods.

Chief Suppliers: (1973 percent) Japan 20.2; China (PRC) 19.4; U.S.A. 12.8; United Kingdom 5.9; Taiwan 5.8; West Germany 3.8; Singapore 3.3.

Value of Imports from Canada: 1973 — Cdn.\$27.6 million; 1972 — Cdn.\$20.7 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Aluminum products 4.2; newsprint paper 2.3; man-made fibre fabrics 1.7; wheat 1.5; zinc products 1.3; apples 1; crude herbs and plants for medicine 1; groundwood printing paper .9.

Total Exports: (including re-exports); 1973 — HK\$26 billion; 1972 — HK\$19.4 billion.

Chief Exports: 1973 (Domestic and re-exports) Clothing; electrical machinery, apparatus and appliances; textile yarns and fabrics; professional, scientific and controlling instruments; photographic and optical goods; watches and clocks; footwear.

Chief Markets: (1973 percent) Domestic exports: U.S.A. 35; United Kingdom 14.5; West Germany 9.8; Japan 5.5; Australia 4. Re-exports: Japan 21.9; Singapore 11.3; Taiwan 10.3; Indonesia 8.1; U.S.A. 7.1; South Korea 4.3; China (PRC) 3.4; Macao 3.3

Value of Canadian Purchases: 1973 — Cdn.\$110 million; 1972 — Cdn.\$105 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Radios 10.1; toys 5.4; shirts 5.2; blouses 3.3; dolls 2.4; jackets 2.3; gloves 2.2; pants 1.9; artificial and ornamental flowers 1.9.

Prices: Quote in U.S. or Canadian dollars, preferably c.i.f.

Credit Terms: Varies according to commodity and status of business partner. Letters of credit may be provided, but following the establishment of a satisfactory business relationship, D.O.P. and up to 90 days credit may be requested by some importers.

Standards: Official approval is not mandatory for gas, electric and other fuel appliances. However, utility companies prefer products built to British specifications.

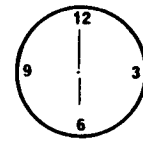
Samples: Samples of no commercial value are exempt from duty.

Taxes: There are no internal taxes affecting imports other than a stamp tax on certain documents and a registration tax on motor vehicles (a tax levied at time of first registration is 10% of c.i.f. value, an additional tax of 15% of c.i.f. value is levied on vehicles not manufactured in the Commonwealth). **Note:** Hong Kong is a free port and there are no tariffs except on liquor, tobacco and fuel oils. Reduced rates are charged on tobacco and liquor of Commonwealth origin. Import licenses are necessary for a few items such as strategic-type goods, coal, firewood, sugar, rice, frozen meat, diamonds, gold, silver, certain insecticides, plants and vaccines.

Trade Agreements: Canada extends most-favoured-nation treatment to Hong Kong. Hong Kong is a member of GATT. A one-year textile restraint agreement was concluded with Canada in 1973.

Hungary

If Noon E.S.T.



6:00 p.m.
(Budapest)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Budakeszi ut 55ID P/8

1021 Budapest, Hungary

Personal Requirements for Canadians: Visa: Required. Inoculation: Vaccination certificate is required if arriving from infected countries.

Area: 36,000 square miles.

Population: 10,416,000 (early 1973).

Climate: Continental (moderate); Jan. avg. 13°C; July avg. 21°C.

Language: Hungarian (Magyar). Sales literature — foreign languages: 1st German, 2nd English, 3rd French.

Weights and Measures: Metric system.

Currency: Forint (100 fillers); one forint equals Cdn.\$0.413 (Nov/1974).

Capital: Budapest (pop. — approx. 2 million).

Marketing Centres: Miskolc 188,000; Debrecen 170,000; Pecs 156,000; Szeged 131,000; Győr 108,000.

Chief Ports: Hungary is landlocked, but Budapest is located on the Danube River. Sea shipments by Antwerp, Le Havre, Rotterdam, Trieste, Rijeka or Gdynia (Poland).

Households: Number of dwellings — (Jan/73) — 3.327 million.

Income: GNP 1972 — U.S.\$16.7 billion (approx.); GNP/capita — 1972 — U.S.\$1600 (approx.); 1968-72 average annual increase 5.9%.

Radio and Television: In 1972 there was about 610 TV sets per 1000 inhabitants. State owned broadcasting.

Motor Vehicles: 1972 (end of year) buses 13,000; passenger cars 340,000; motorcycles 696,000.

Water Supply: Safe to drink.

Electricity: Domestic — 220 v. 50-a.c. Industrial — 380/220 v. 50-a.c. Production: 1972 — 16,318 million kwh.

Coal: Types available — hard, brown, and lignite (1:5:2); production: (1972) 25.8 million tons; import: 1.66 million tons.

Natural Gas: Production 1972 — 4.086 million cu. meters.

Crude Oil: Production: 1973 — 2 million metric tons.

Screw Thread: Metric.

Economy: Centrally controlled; Important sector: (1972) steel production 3.273 million tons.

Foreign Exchange and Import Controls: Foreign Exchange License issued to Hungarian importer by National Bank of Hungary.

Total Imports: 1973 — U.S.\$3,504.7 million; 1972 — U.S.\$3,198.8 million.

Chief Imports: (1972 percent) Machinery, transport equipment, other capital goods 23.9; semi-finished products 21.9; raw and base materials 20.1; industrial consumer goods 8.6; fuels, electric energy 8.

Chief Suppliers: 1973 — U.S.S.R., U.S.\$1,238.7 million.

Value of Imports from Canada: 1973 — Cdn.\$7.5 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Barley 3.2; hides and skins 1.9; agricultural machinery 0.3.

Total Exports: 1973 — U.S.\$3,895 million; 1972 — U.S.\$3,307.9 million.

Chief Exports: (1972 percent) Machinery, transport equipment, other capital goods 27; industrial consumer goods 22.2; semi-finished products 14.3; spare parts 5.6; food industry products 12.4; agricultural products and live animals 10.6.

Chief Markets: 1973 — U.S.S.R. U.S.\$1,409.6 million.

Total Canadian Purchases: 1973 — Cdn.\$13.3 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Gloves and mittens 1.2; woven fabrics 1; bicycles 1.

Prices: c.i.f. in dollars or as otherwise specified. N. European or Adriatic port or as otherwise specified.

Credit Terms: Vary widely.

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.

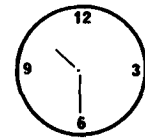
Samples: Normally admitted free of import duty.

Taxes: Hungary provides for establishment of joint ventures (Associations). The rate of profit tax is 40% on profits not exceeding 20% of the capital of the Association and 60% above that proportion. Profits may be transferred abroad.

Trade Agreements: Canada-Hungary Trade Agreement in effect (includes exchange of most-favoured-nation treatment). Hungary is a GATT member.

India

If Noon E.S.T.



10:30 p.m.
(Bombay)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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
Office of the High
Commissioner for Canada
P.O. Box 11
New Delhi 1, India

Personal Requirements for Canadians: Visa: Not required. Inoculation: Smallpox, cholera, yellow fever.

Area: 1,261,411 square miles.

Population: 575 million (July 1973) growing at 2.3 percent annually. About 20% urbanization.

Climate: Monsoon-tropical; south, warm to hot year-round; north, very hot summers, cool winters (November to February).

Language: Hindi; English widely used in government and business.

Weights and Measures: Metric system.

Currency: Rupee; one rupee equals Cdn.\$1.225 (Nov/1974).

Capital: New Delhi.

Marketing Centres: (Population, millions) Calcutta 7; Bombay 5.9; Delhi 3.6; Madras 3.1; Hyderabad 1.8; Ahmedabad 1.7; Bangalore 1.6.

Chief Ports: East Coast: Calcutta, Paradeep, Vishakhapatnam, Madras. West Coast: Kandla, Bombay, Murmagao, Cochin.

Households: In 1961 census, there were 84.5 million (15.6 million urban; 68.9 million rural).

Income: 1972-73 GNP: U.S.\$63.6 billion; 1970 per capita income: U.S.\$110.

Radio and Television: December 1971, 12.8 million radio receivers. In 1972, 20,000 television sets (625 lines per picture). Broadcasting facilities are publicly owned.

Motor Vehicles: In 1967 there were 1,218,479 of which 457,657 were passenger cars; 399,004 commercial cars; and 285,601 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 (indus-

trial). 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. 1970 capacity was 16,249,000 kw. and production was 55,800 million kwh. Number of customers in 1965-66 (millions): domestic 6.4, commercial 1.4, industrial 0.33. Average cost in 1965-66 was \$0.018 kwh. for industrial and \$0.06 for domestic.

Coal: All types available. Current production at about 80 million tons per year. Consumption in 1968 was 76.5 million metric tons. Estimated reserves 80,950 million tons.

Gas: Natural gas is found in India both alone and in associated sources. Reserves at the end of 1972 were 67.06 billion cubic meters. Production in 1973 was 1,674 million cubic meters and utilization 913 million cubic meters.

Oil: All grades available. Production of crude oil in 1972 was 7.37 million tons a year. In 1973, consumption of refined petroleum products was 23.5 million tons. Total petroleum imports, crude and refined, were just over 17 million tons. Estimated reserves of crude oil at the end of 1972 were 119.4 million tons.

Screw Thread: Metric, right hand generally.

Economy: Centrally directed economy; predominantly agricultural; rapidly growing industrial sector outstripping country's capacity to provide sufficient foreign exchange for imports of capital goods, components and industrial raw materials.

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 most imports require licenses. Priority in licensing is given to foodstuffs, capital goods, raw materials and other industrial requirements. Exporters

advised to ensure that Indian importer has valid import license before shipping goods. The import licensing system is rigid with licenses required for all imports. There are no prospects for import of consumer goods or non-essential items.

Total Imports: 1972/73 – U.S.\$2.3 billion; 1971/72 – U.S.\$2.4 billion.

Chief Imports: (1972-73) Machinery and parts, iron and steel, petroleum oil and lubricants, fertilizers, non-ferrous metals, raw cotton, chemical products, grains, transportation equipment.

Chief Suppliers: (1972/73 percent) EEC (excluding U.K.) 17.6; United Kingdom 12.6; U.S.A. 12.5; Eastern Europe 12.1; U.S.S.R. 5.9; Japan 9.5.

Value of Imports from Canada: 1973 – Cdn.\$155 million; 1972 – Cdn.\$98 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Wheat 88.5; rapeseed 8.9; potassium chloride 6.5; newsprint paper 5.7; asbestos 5.4, nickel 4.7; wood-pulp 3.4; zinc 3.4; fertilizer 3; milk powder 3; insulated wire and cable 2.9; air and gas compressors and parts 2.2.

Total Exports: 1972/73 – U.S.\$2.7 billion; 1971/72 – U.S.\$2.1 billion.

Chief Exports: Jute manufactures, tea, leather and leather goods, engineering goods, cotton fabrics, iron ore, cashew kernels, tobacco, coffee.

Chief Markets: (1972/73 percent) Eastern Europe 23.9; U.S.S.R. 15.5; U.S.A. 14.1; EEC (excluding United Kingdom) 11.3; Japan 11.1; United Kingdom 8.8.

Value of Canadian Purchases: (1973 – million Cdn.\$) Jute woven fabrics 11.8; cashew nuts 6.4; oriental rugs 2.2; black tea 2.2; pepper 1.5; coffee 1.4; rayon fabrics 1.3.

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.

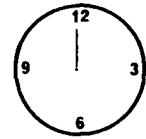
Standards: Official approval recommended; contact: Indian Standards Institution, Manak Bhawan, Bahadur Shan Zafar Marg, New Delhi 1, India.

Samples: Samples exempt from import duties if of negligible value. Other samples may be imported temporarily under bond or deposit.

Trade Agreements: Preferential treatment accorded to U.K., Burma and British colonies. Canada does not receive preferential treatment.

Indonesia

If Noon E.S.T.



Midnight
(Djakarta)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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 Djalan Budi Kemuliaan
Ottawa, Ontario No. 6
K1A 0H5 Djakarta, Indonesia

Personal Requirements for Canadians: Visa: Required. Inoculation: Smallpox, cholera.

Area: 743,837 square miles, including over 13,000 islands, only 6,044 of which are inhabited.

Population: In 1971, 118.5 million (estimated 125 million in 1973).

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.

Weights and Measures: Metric system.

Currency: Rupiah; one rupiah equals Cdn.\$0.0024 (Nov/1974).

Capital: Djakarta.

Marketing Centres: (1971 population), Djakarta 5,849,000; Surabaya 1,269,000; Bandung 1,152,000; Semarang 633,000; Medan 620,000; Palembang 614,000; Makasar 497,000.

Chief Ports: Djakarta, Belewang (Medan), Surabaya.

Income: National income was U.S.\$12,938 million in 1970; per capita income was U.S.\$107. Median daily wage in Djakarta, 1971/72 for unskilled labour, 150 Rps.

Radio and Television: In 1972, 2 million radio sets and 200 thousand television sets. Radio and television are government controlled.

Motor Vehicles: In 1970, there were 238.6 thousand passenger cars and 125.6 thousand commercial vehicles.

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. Total installed capacity in 1969 was 667 thousand kw.

Coal: Production in 1970 was 170 thousand metric tons. This was a decline from an annual average in 1962-66 of 420 thousand metric tons.

Gas: Manufactured gas and LPG are available. Production of LPG was 7,000 metric tons in 1970. Production of manufactured gas has been declining.

Oil: Indonesia is a major producer and exporter of oil. Refining capacity in 1970 was 14,660 thousand metric tons.

Screw Thread: Metric and North American SAE predominate.

Economy: Mainly agricultural with more than 70 per cent of the working population farmers. Principal commercial products are rubber, tobacco, coffee, tea and spices. The first five-year plan (REPELITA) was introduced in 1969. The second plan (1974-79) has the following objectives: (a) to supply food and clothing at prices within the scope of the individual purchaser; (b) to increase the supply of housing; (c) to expand and improve the infrastructure; (d) more equitable distribution of wealth; and (e) expansion of employment opportunities.

Foreign Exchange and Import Controls: Foreign exchange available freely for all exchange transactions at the prevailing rate. Imports can only be made by licensed organizations and import restrictions are imposed by the government.

Total Imports: 1973 — U.S.\$2.5 billion.

Chief Imports: (1973 — million U.S.\$) Food and beverages 685.7; textiles and clothing 266.2; chemicals and minerals 475.7; base metals and machinery 722.8.

Chief Suppliers: (1972 percent) Japan 34.8; U.S.A. 15.1; West Germany 8; Malaysia and Singapore 5.9.

Value of Imports from Canada: 1973 — Cdn.\$17.6 million; 1972 — Cdn.\$14.4 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wheat 4.9; newsprint paper 2.9; aircraft 1.1; copper bars, rods, shapes and fabrications 1.1; woodland log handling equipment 0.6.

Total Exports: 1973 — U.S.\$3.25 billion.

Chief Exports: (1973 – million U.S.\$) Oil 1,708.3; lumber 583; rubber 394.7; coffee 77.1; tin 85.9

Chief Markets: (1972 percent) Japan 42; U.S.A. 15; EEC countries 12; Malaysia and Singapore 12.

Value of Canadian Purchases: 1972 – Cdn.\$2.3 million.

Chief Canadian Purchases: Bauxite, tea, black pepper and other spices.

Prices: Quote c.i.f. Indonesian port (Djakarta) in U.S.\$.

Credit Terms: Letter of credit usual.

Standards: Standards of leading industrialized countries generally acceptable.

Samples: Indonesia admits samples of negligible value

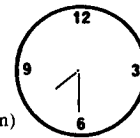
free of duty; admits small quantities of catalogues, price lists and printed advertising duty free and permits the temporary importation of valuable samples by deposit or under bond for the amount of the duty. Also member of the International Organization to facilitate importation of commercial samples and advertising.

Taxes: There are a variety of internal taxes but they should not concern the Canadian trader.

Trade Agreements: Canada and Indonesia are members of GATT and accord each other most-favoured-nation treatment.

Iran

If Noon E.S.T.



8:30 p.m. (Teheran)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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: Entry visa required. Inoculation: Smallpox compulsory (typhoid, paratyphoid (TAB) and cholera strongly recommended).

Area: 630,000 square miles.

Population: (1973 estimate) 31.2 million increasing by approximately 3.1% per year.

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 or French.

Weights and Measures: Metric system.

Currency: Iranian Rial (IR), one rial equals Cdn.\$0.146 (Nov/1974).

Capital: Teheran.

Marketing Centres: Teheran (population) 3.6 million, Tabriz 450,000, Isfahan 420,000, Mashhad 420,000, Abadan 280,000.

Chief Ports: Khorramshahr, Būshehr, Bandar Shahpur, Abadan.

Income: GNP was estimated at U.S.\$31 billion in FY 1973/74 with a per capita income of U.S.\$1,000.

Electricity: 220 volts — 50 cycles a.c. (in Teheran).

Gas: Production in 1972 — 1.5 trillion cubic feet.

Oil: Production in 1972 — 5,050,000 barrels a day rising to 8 million barrels a day in 1974. Annual government oil revenues estimated at U.S.\$15 billion in 1974.

Economy: Oil is by far the most important industry. Iran remains, however, essentially an agricultural country with 2/3 of the population depending on land for their living — wheat, rice, cotton, sugar beet, tea and fruits being the major crops. The Fifth Development Plan places emphasis on agricultural development and expansion of social welfare.

Foreign Exchange and Import Controls: No limitation on currency imported provided sum is declared on entry. 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).

Total Imports: 1973/74 estimated at U.S.\$4 billion.

Chief Imports: Industrial raw materials, capital and construction goods, wheat, sugar, base metals, automobile parts and chassis.

Chief Suppliers: EEC, U.S.A., Japan, U.S.S.R.

Value of Imports from Canada: 1973 — Cdn.\$53.6 million; 1972 — Cdn.\$22.3 million.

Chief Imports from Canada: 1973 — Electronic transmission equipment plus barley, iron and steel, paperboard, copper and alloys.

Total Exports: (excl. oil) 1973/74 — Cdn.\$621 million.

Chief Markets: U.S.S.R., EEC, U.S.A.

Chief Iranian Exports: Oil, carpets, cotton, fresh and dried fruits, clothes and knitwear, hides and leather.

Value of Canadian Purchases: 1973 — Cdn.\$131.6 million; 1972 — Cdn.\$71.7 million.

Chief Canadian Purchase: Oil.

Prices: Quote in Iranian Rials (IR), c.i.f. or c. & f. Khorramshahr, Bazargan or Julfa.

Credit Terms: Letter of credit (4 months — extendable for an additional 3 months with no approval required from the Exchange Control office).

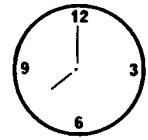
Samples: Admitted duty free if of no commercial value.

Taxes: Most duties are assessed ad valorem on c.i.f. values. In addition, imports are subject to a number of taxes including a municipal tax (6%), health tax (1½%), port, airport, unloading and handling taxes.



Iraq

If Noon E.S.T.



8:00 p.m.
(Baghdad)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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 2300
Beirut, Lebanon

Personal Requirements for Canadians: Visa: Entry visa; exit visa if stay exceeds one month. Inoculation: Smallpox compulsory, typhoid and cholera recommended.

Area: 170,000 square miles.

Population: 10.4 million (1973).

Climate: Subtropical; hot (between 38° and 50°C) and dry summers; winter cold enough at night to require some form of indoor heating.

Language: Arabic. Kurdish and Turkish spoken in north, some Persian spoken in east. English widely used among leading government and business officers.

Weights and Measures: Metric system.

Currency: Iraqi Dinar; one dinar equal Cdn.\$3.3585 (Nov/1974).

Capital: Baghdad.

Marketing Centres: Baghdad (population) 2.8 million, Mosul 1 million, Basra 825,000, Kirkuk 547,000.

Chief Ports: Basra (Iraq's only commercial port); Umm Qasr (under construction for oil export).

Income: GNP was estimated at U.S.\$4 billion in 1971 (with an average rate of growth of 8%). Per capita GNP was U.S.\$441.

Electricity: 50 cycle a.c., 220 volts.

Oil: Iraq is among the largest oil producing countries in the Middle East (producing 20% of M.E. production). Oil revenues are estimated to reach over \$6 billion annually by 1974. Crude oil production 1973 — 736.6 million barrels (703.7 million exported).

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.

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 license and exchange control permit. Goods competing with local manufacture are usually banned from import unless a waiver is granted on national necessity grounds.

Total Imports: 1973 — U.S.\$894 million.

Chief Imports: (1973 percent) Capital goods 48; food, drink and tobacco 20.

Chief Suppliers: 1973 — West Germany, France, Japan, U.S.A.

Value of Imports from Canada: 1973 — Cdn.\$1 million; 1972 — Cdn.\$3.6 million.

Chief Imports from Canada: (1973 — thousand Cdn.\$) Asbestos 337, paper (excl. newsprint) 295, telecom equipment 118.

Total Exports: 1973 — U.S.\$107 million (excl. oil).

Chief Exports: (1973) Dates, hides, skins and leather, wool, wheat, cotton clothing, fertilizers.

Chief Markets: EEC and other Arab countries.

Value of Canadian Purchases: 1973 — Cdn.\$20.5 million; 1972 — Cdn.\$12.9 million.

Chief Canadian Purchases: Oil (Cdn.\$19.9 million).

Prices: Quote in U.S. dollars (or pounds sterling) c.i.f. Basra whenever possible, or c.i.f. Beirut.

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 (approx. \$30). 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 license. A refund is made if the goods are re-exported within 12 months.

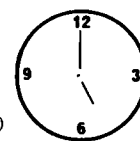
Taxes: Assessed mostly on an ad valorem basis following the Brussels nomenclature. Surcharge: All imports subject to import duty are also subject to a surcharge of 15% of the applicable customs duty.



Ireland

If Noon E.S.T.

5:00 p.m. (Dublin)



For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Britain Division,

European Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Counsellor
for Canada

or Commercial Division

Canadian Embassy

65/68 St. Stephen's Green

Dublin 2, Ireland

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 27,136 square miles.

Population: 2.97 million (1971).

Climate: Moist, mild, free from extremes of heat and cold — mean annual temperature 10°C, average annual rainfall 43 inches.

Language: English.

Weights and Measures: Imperial, metric and U.S. are all used.

Currency: Irish Pound; one pound equals Cdn.\$2.2976 (Nov/1974). It is at par with pound sterling.

Capital: Dublin.

Marketing Centres: Greater Dublin (population 1971) 850,000, Cork 128,000, Limerick 57,000, Waterford 32,000, Galway 27,000, Sligo 14,000.

Chief Ports: Dublin, Cork.

Households: In 1971, there were 726,363 private households.

Income: In 1972, GNP was Cdn.\$5.4 billion. Consumer expenditure per capita was Cdn.\$1,157. The average hourly wage in manufacturing industry was Cdn.\$1.41.

Radio and Television: 530,588 TV sets were licensed in 1973. Radio and television stations are publicly owned.

Motor Vehicles: In 1972, there were 440,185 passenger cars, 44,667 commercial vehicles and 39,325 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 a grounding conductor is required in the electrical cord attached to the appliance. In 1972, there were 845,000 customers, inclusive of domestic, commercial and industrial. National capacity is 1,798 mega watts and a common electrical grid with Northern Ireland is now in operation. Cost averages Cdn.\$0.02

per kwh. for private use and Cdn.\$0.06 per kwh. for commercial use.

Coal: Annual consumption 1 million tons. Domestic production 82,000 tons (1971) of which two-thirds is anthracite, one-third semi-bituminous. Peat is also used as a domestic fuel.

Gas: Manufactured gas (mainly oil, some coal) is available in Dublin, Cork, Waterford (all naphtha) and Limerick. Gas is piped at 0.25 p.s.i. pressure. Cost varies from Cdn.\$0.50 per therm for domestic use and Cdn.\$0.24 for heating, down to Cdn.\$0.14 for industrial use. LPG is also available and costs Cdn.\$2.98 for 25 lbs.

Oils: All types are available. The Whitegate Oil Refinery at Cork produces 60,000 barrels a day; 90 and 98½ octane gasoline and three grades of fuel oil (200, 900 and 3,000 seconds) as well as light distillate (diesel 35 seconds) are produced. Lubricating oils are imported. Potential oil deposits are presently being investigated off the Irish coast.

Screw Thread: Whitworth and BSF right hand.

Economy: Based on agriculture which in 1972 accounted for 20% of national income. Industrial policy geared toward growth by attracting foreign industry.

Foreign Exchange and Import Controls: An import license is not necessary except for a few products. Freely available for all permitted imports, especially raw or semi-manufactured goods; some subject to licensing or quantitative restrictions or forbidden entry.

Total Imports: 1973 — £1,138.4 million; 1972 — £842.6 million.

Chief Imports: (1973 — million £) Machinery and transport equipment 307.3; manufactured goods classified by material 253.4; food and food preparations 97.1; chemicals 123.3; mineral fuels, lubricants and related materials 77.3; manufactured articles, n.e.s. 105.5; raw materials except fuels 76.7; live animals 21.6; beverages and tobacco 25.2.

Chief Suppliers: (1973 — million £) Britain 534.8, United States 78.4, West Germany 93.1, France 52.3, Netherlands 36.8, Canada 12.4, Sweden 28, Italy 23.3, Finland 14.7, Belgium 20.1.

Value of Imports from Canada: 1973 — £12.4 million; 1972 — £10.4 million.

Chief Imports from Canada: (1973 — million £) Wheat 1.5, lumber 1.1, footwear 1, yarn and thread of synthetic fibre 0.9, machinery 0.9, newsprint 0.8.

Total Exports: 1973 — £869.2 million; 1972 — £646.7 million.

Chief Exports: (1973 — million £) Food and food preparations 267.5; live animals 84.6; manufactured goods classified by material 146.7; manufactured goods, n.e.s. 88.5; machinery and transport equipment 85.6; raw materials except fuels 50.2; beverages and tobacco 23.6.

Chief Markets: (1973 — million £) Britain 393.1, United States 86, Northern Ireland 82.2, West Germany 54, France 45.4, Netherlands 37.8, Belgium 27.8, Italy 17.7, Canada 11.3.

Value of Canadian Purchases: 1973 — £11.3 million; 1972 — £8.3 million.

Chief Canadian Purchases: (thousand £) Chemical elements and compounds 1,895, textile yarns, fabrics etc. 1,770, footwear 991, machinery 749, manufactured tobacco 637, chocolate and cocoa preparations 554, glassware 310, professional and scientific goods 351.

Prices: Quote in sterling or Canadian dollars, preferably c.i.f.

Credit Terms: Sight, and 30, 60, 90 or 180 days, as arranged, depending on commodity.

Standards: Gas appliances: usually conform to British specifications which are set by the British Gas Council, Watson House, Peterborough Rd., London SW6, England, but any internationally recognized standard is acceptable. Electrical appliances: British or VDE standards are acceptable.

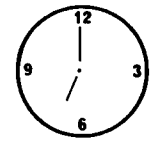
Samples: Deposit refunded or bonds cancelled on re-export; maximum period 12 months. Also, ATA Carnet which will allow importation without payment of duty or deposit or bond. ATA Carnets may be purchased from Canadian Chamber of Commerce, Montreal.

Taxes: Value-added tax is chargeable on imported goods in addition to any customs duty to which goods may be liable. The rates of VAT are zero for foodstuffs; 6.75% for pharmaceuticals, clothing and farm produce; 19.5% for most goods except luxury goods; 36.75% for luxury goods.

Trade Agreements: Ireland became a member of the Common Market effective January 1, 1973. The terms of the accession provide for a transitional period during which Ireland will adapt its import regulations to those already in existence in the Common Market. During this period Ireland will be required to progressively eliminate barriers to trade with other members of the Common Market and at the same time to phase out tariff preferences to Canada and other Commonwealth countries.

Israel

If Noon E.S.T.



7:00 p.m.
(Tel Aviv)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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 20140
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: 3.3 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.

Weights and Measures: Metric system, except for land area.

Currency: Israel pound; one pound equals Cdn.\$1.647 (Nov/1974). Travellers are advised to consult their bankers for the current rate of exchange.

Capital: Jerusalem.

Marketing Centres: Metro Tel Aviv (population) 400,000, Haifa 225,000, Jerusalem 290,000.

Chief Ports: Haifa, Elath, Ashdod.

Radio and Television: 580,000 households have one radio, and of these 150,000 have at least one additional set. There are approximately 60,000 licensed TV sets; programs received have 625 lines per picture. Broadcasting facilities are government controlled.

Motor Vehicles: Total private registration 170,900 in 1971.

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/l CaCO₃, dissolved salts average 850-900 parts per million; summer water hardness averages 280-300 and dissolved salts average 730-770 parts per million.

Coal: There is no coal production and little consumption.

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 300 mm. water col-

umn; distribution is domestic, cylinders and appliances. Reserves are estimated at 3 million tons of liquid fuel on calorific basis.

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. Since 1967, a sharply increasing government expenditure and capital inflow resulted in a rapid expansion of the 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 for a considerable proportion of her foodstuffs, for most of her raw materials and for much of her requirements of capital goods.

Foreign Exchange and Import Controls: For goods subject to import licensing, an import license, duly endorsed by the exchange control authorities, entitles the holder to an allocation of foreign exchange. No foreign currency allocation is required for the import of goods for which import licenses are not required. Local currency is not convertible. Surcharges are imposed on a limited number of imported articles at prescribed rates or by special calculation at the time the import license is issued.

Total Imports: 1972 — U.S.\$1.9 billion; 1971 — U.S.\$1.7 billion.

Chief Imports: (1971 percent) Raw materials 49, investment goods 18, consumer goods 9.

Chief Suppliers: (1971 percent) United States 23, Britain 15, West Germany 11, France 4, Netherlands 4, Italy 5.

Value of Imports from Canada: 1973 — Cdn.\$35.6 million; 1972 — Cdn.\$24.4 million.

Chief Imports from Canada: (1973 — million Cdn.\$)

Barley 17.6, aluminum 4.7, wheat 1.7, copper and alloys 1.3, asbestos 1.1.

Total Exports: 1972 — U.S.\$1,095 million; 1971 — U.S.\$914 million.

Chief Exports: (1972 percent) Polished diamonds 29, citrus and other agricultural 16, other industrial products 51.

Chief Markets: (1971 percent) United States 19, Britain 10, West Germany 8, Belgium 5, Netherlands 6.

Value of Canadian Purchases: 1973 — Cdn.\$22.4 million; 1972 — Cdn.\$16.7 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Gem diamonds 8.8, fruits and juice 2.3, textiles 2.5.

Prices: Quote in U.S. dollars, f.o.b. wherever possible.

Credit Terms: Letter of credit terms common.

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.

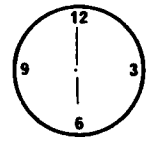
Samples: Exempt from duty if of no commercial value; subject to import duties if of any commercial value.

Trade Agreements: Both Israel and Canada are contracting members of GATT and exchange with each other most-favoured-nation treatment under its provisions.

Italy

If Noon E.S.T.

6:00 p.m. (Rome)



For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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

Personal Requirements for Canadians: Visa: Not required.

Area: 119,733 square miles.

Population: 1973, 54.7 million.

Climate: Temperate, but warm and dry in non-mountainous areas in summer.

Language: Italian. French and English known to limited number.

Weights and Measures: Metric system.

Currency: Lire; one lire equals Cdn.\$0.001486 (Nov/1974).

Capital: Rome.

Marketing Centres: Rome 3 million, Milan 2 million, Naples 1.5 million, Turin 1.5 million, Genoa 850,000.

Chief Ports: Genoa, Naples, Venice, Trieste, Savona, Leghorn, Bari, Palermo (Sicily).

Households: (1971 census) 17.4 million households, approximately 95 percent in multiple dwellings.

Income: Gross Nat. Product: Lire 62,913 billion (1971); per capita Lire 1,164,000. Gross average hourly wage for industrial workers for 1971 was lire 875.

Radio and Television: (1971) 1.5 million households with radios, 10.3 million TV receivers. TV (625 lines per picture) and radio facilities are publicly owned.

Motor Vehicles: In 1971, 11.3 million passenger, one million commercial, 34,200 buses, 1.5 million motorcycles and 2.4 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 (1970) 117.4 billion kwh. a year. Price varies from lire 43.90 to 50.90 per kwh. (1972).

Coal: (1971) Production 256,269 metric tons of hard coal, 1.3 million metric tons of lignite per year.

Consumption of hard coal 8.5 million metric tons per year.

Gas: (1971) Production 13.4 billion cubic meters natural gas. 2.9 billion metric tons LPG. Cost varies from Lire 35.90 to 90.20 per cubic meter (1972).

Oil: In 1971, 112.8 million metric tons of crude were refined. Local production of crude was 1.3 million metric tons. Full range of refined products available.

Screw Thread: Metric right hand.

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.

Foreign Exchange and Import Controls: Import license not necessary except for a limited number of items listed in "Table A Imports," for which a Foreign Trade Ministry license is required. Items not included on this list are free of license. An exchange permit is not required except with advanced or delayed payments for more than 180 days, and in a few other cases.

Total Imports: 1972 – Lire 11,244 billion; 1971 – Lire 9,894 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: 1972 – Cdn.\$198.5 million.

Chief Imports from Canada: (1972 percent) Rye, barley and oats 22, wood pulp 18, wheat 14, nickel 5, iron ore 5.

Total Exports: 1972 – Lire 10,814 billion; 1971 – Lire 9,359 billion.

Chief Exports: (1972 – billion Lire) Machinery and parts 2,145.9; vehicles, tractors, boats 1,359.9; textile industry 1,218.4; footwear, hats, gloves 837.2; plastics, pharmaceuticals, chemicals 722.1; laminated steel products and steel products 658.2; petroleum derivatives 497.6; fresh fruit and vegetables 468.1.

Chief Markets: (1972 – billion Lire) West Germany 2,479; France 1,531; U.S.A. 1,060; Switzerland 483; Netherlands 473; U.K. 462; Belgium/Luxembourg 397; Yugoslavia 250; Spain 238; Austria 222.

Value of Canadian Purchases: 1973 – Cdn.\$237 million; 1972 – Cdn.\$204 million.

Prices: Quote in U.S. or Canadian dollars c.i.f.

Credit Terms: Sight up to one year; 60 to 90 days most common.

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 electric and electronic materials, appliances, machinery, installations, etc. must comply with the rules of the Italian Electro-technical Committee (Comitato Elettrotecnico Italiano – CEI – Via San Paolo 10, Milan). Approval organizations:

Electrical appliances: Istituto Italiano del Marchio di Qualità, Via R. Bonfadini, 34, Milan.

Gas: Comitato Italiano Gas (CIG), Piazza Diaz, 2, Milan.

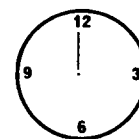
Combustion Plants: Associazione Nazionale per il Controllo della Combustione, Via Urbana, 167, Rome.

Samples: If of commercial value, duty has to be paid on them; otherwise samples may enter Italy free of duty.

Trade Agreements: Canada and Italy exchange most-favoured-nation treatment under a *modus vivendi*, as well as under the provisions of GATT.

Jamaica

If Noon E.S.T.



Noon (Kingston)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Kingston 10, Jamaica

K1A 0H5

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 4,411 square miles.

Population: 1.9 million (1971).

Climate: Subtropical with temperatures ranging between 27° and 30°C and an average rainfall of 77 inches.

Language: English.

Weights and Measures: Imperial standard.

Currency: Jamaican dollar; one J\$ equals Cdn.\$1.0866 (Nov/1974).

Capital: Kingston.

Marketing Centres: Kingston (550,000), Mandeville, Montego Bay, Port Antonio, Ocho Rios, St. Ann's Bay, Brown's Town, Christiana.

Chief Ports: Kingston.

Households: Total family groups 401,771.

Income: National income for 1971 U.S.\$817.1 million; per capita income U.S.\$525.80.

Radio and Television: Approximately 89,900 radios and 35,000 television sets are in operation. One private and one government station provide radio broadcasts. The single TV station (625 lines per picture, modified RTMA) is publicly owned and operated.

Motor Vehicles: In 1970 (estimate) there were 72,000 passenger, 20,000 commercial and 10,000 motorcycles and scooters registered.

Water Supply: In Kingston and larger towns, the water is safe to drink; 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., 110/220 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 for 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, of which 80% is propane and 20% butane; daily production totals 12,600 gallons. Thermal content of propane is 91,500 BTU/gallon; butane is 103,500 BTU/gallon. There is no underground distribution system. Cylinders are used domestically and bulk tanks commercially and industrially. Domestic customers, numbering 25,000, pay 35¢ per gallon. Consumption is increasing annually at a rate of 10 — 12%.

Oil: In 1971, total production (thousands of gallons) was: gasoline (premium and regular) 82,942, diesel and fuel oils 265,967, kerosene 48,705 and other petroleum 13,650.

Screw Thread: Both British and North American right hand screw threads are used.

Economy: Industrial, tourist, and agricultural, with bauxite mining and processing.

Foreign Exchange and Import Controls: Canadian and U.S. dollars are freely convertible for business transactions. A few luxury items are prohibited and import licenses are required for most goods.

Total Imports: 1970 — J\$435 million.

Chief Imports: (1970 — million J\$) Base metals 139.6; machinery non-electrical 73.7; electrical machinery and apparatus 34.7; chemicals 32.8; vehicles and transport equipment 31.3.

Chief Suppliers: (1970 — million J\$) U.S.A. 188.3; United Kingdom 83.4; Canada 39.5; Venezuela 18.9.

Value of Imports from Canada: 1973 — Cdn.\$41.9 million.

Chief Imports from Canada: (1973 — million Cdn.\$)
Telecommunication and related equipment 4.1;
canned fish, 3.1; newsprint paper 1.8; other paper
1.7; aluminum including alloys 1.6; electric light-
ing and distribution equipment 1.5.

Total Exports: 1970 — J\$283 million.

Chief Exports: (1970 — million J\$) Crude materials
190.1; sugar and sugar preparations 31.9; fruit 18.5.

Chief Markets: (1970 — million J\$) U.S.A. 149.5;
United Kingdom 43.8; Canada 22.2; Norway 21.1.

Total Canadian Purchases: 1973 — Cdn.\$22 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Alu-
mina 16.3; liqueurs 1.8; molasses, cane or beet 0.6;
rum 0.5.

Prices: Quote in Canadian dollars, c.i.f. Kingston.

Credit Terms: Sight draft against documents. However,
terms from 30 to 90 days are sometimes given.

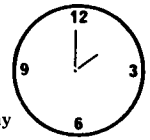
Samples: If of no commercial value, subject to normal
duty or deposit of bond, both of which are refunda-
ble if goods are taken out of country within six
months.

Taxes: The majority of commodities imported into
Jamaica are dutiable in accordance with the Carib-
bean Common Market External Tariff.

Trade Agreements: Canada-British West Indies Trade
Agreement — 1926 and attendant protocol 1966.
Exchange of preferential tariff treatment with Can-
ada. Caribbean Free Trade Area 1968.

Japan

If Noon E.S.T.



2:00 a.m. next day
(Tokyo)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Pacific Division, Minister (Economic
Pacific, Asia and Commercial)
Africa Bureau, or Embassy of Canada
Ottawa, Ontario Akasaka Post Office
K1A 0H5 Tokyo 107, Japan

Personal Requirements for Canadians: Visa: Not required if stay less than three months. Inoculation: Smallpox.

Area: 142,471 square miles.

Population: (1973) 108 million.

Climate: Moderate, high humidity in summer season.

Language: Japanese; correspondence and sales literature in English understood by most firms.

Weights and Measures: Metric system.

Currency: Yen; one Y equals Cdn.\$0.003291 (Nov/1974).

Capital: Tokyo.

Marketing Centres: Tokyo — Yokohama 15.4 million; Osaka-Kobe 12; Nagoya 5; Kyoto 2.1.

Chief Ports: Yokohama, Kobe, Osaka, Nagoya, Tokyo and Nagasaki.

Households: 32 million (March 31, 1973).

Income: GNP (1972) U.S.\$294 billion; GNP/capita (1972) approximately U.S.\$2,800.

Radio and Television: (Radios 38 million; TV 23.8 million) Over 90% of households have a TV set, many having more than one. Television (525 lines per picture) and radio broadcasting facilities are both publicly and privately owned.

Motor Vehicles: (1971) Cars 10.5 million, trucks 8.7 million, buses 194,000, utility vehicles 385,000, motorcycles 8.7 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. There are 25 million domestic customers, 3.2 million industrial (including fam-

ily-size businesses), and one million commercial. The average domestic rate is Cdn. \$0.036 per kwh., the average industrial rate is Cdn. \$0.015 per kwh. National capacity is 68,311,000 kw. (1970). 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 1970 was 39.7 million tons. 1971 imports were 47 million tons.

Gas: Manufactured gas production in 1967 was 31,566 billion kilo-calories. Pressures at domestic meter 40 to 150 mm water column. There were 8,030,000 domestic customers and 400,000 commercial customers.

Oil: All refined products available. Production and reserves of crude are negligible. Imports account for 99.7% of consumption.

Screw Thread: Metric right hand, but unified in the aircraft industry.

Economy: Heavily industrialized, with recent emphasis being placed upon knowledge-intensive industries. Importer of raw materials, exporter of manufactured goods, strong foreign exchange position.

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 license from an authorized foreign exchange bank, together with a quota allocation from the Ministry of International Trade and Industry (MITI).

Total Imports: (1973 — million U.S.\$) 28,314.

Chief Imports: (1973 — millions U.S.\$) Petroleum 6,726; manufactured goods classified by materials 4,527; ores and scrap 4,053; wood, lumber and cork 3,428; textiles, fibres and their waste 2,187; cereals 2,034.

Chief Suppliers: (1973 — million U.S.\$) U.S.A. 9,270; Australia 3,495; Indonesia 2,214.

Value of Imports from Canada: (1973 Cdn.\$) 1,793.

Chief Imports from Canada: (1973 million Cdn.\$) Copper ore, concentrates 448.8; wheat except seed 173; coal 160; rapeseed 134.3; lumber 117.3.

Total Exports: (1973 — million U.S.\$) 36,930.

Chief Exports: (1973 — million U.S.\$) Machinery and transport equipment 18,193; manufactured goods 10,663; iron and steel 5,304.

Chief Markets: (1973 — million U.S.\$) U.S.A. 9,449; Republic of Korea 1,789; Taiwan 1,642; Liberia 1,696.

Total Canadian Purchases: (1973 — million Cdn.\$) 1,018.

Chief Canadian Purchases: (1973 — million Cdn.\$) Sedans (hardtop, new) 138.3; TV receiving sets 42.6; motorcycles 41; combination radio-phonograph sets 29.1; station wagons 27.6; tape players, tape recorders, etc. 25.6.

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.

Standards: For electrical appliances, oil and gas stoves and furnaces, and general machinery, standards are established by the Japan Industrial Standards Association which also gives approvals. These are not compulsory except for safety measures applying to electrical appliances and heating equipment. Electrical appliances: Public Utilities Bureau, Minister of International Trade and Industry, 1, 3-chome, Kasumigaseki, Chiyoda-ku, Tokyo. Furnaces and stoves; fire station in district where importer resides.

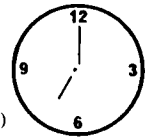
Samples: Dutiable only if of commercial value. Effective November 1, 1973, Japan adhered to the ATA Carnet Convention which should simplify the entrance of samples.

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%.

Trade Agreements: Canada-Japan Trade Agreement signed in 1954, exchange of most-favoured-nation treatment. Both Canada and Japan are contracting parties to the GATT.

Kenya

If Noon E.S.T.



7:00 p.m. (Nairobi)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 – 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; visitor's pass issued upon entering Kenya. Inoculation: Yellow fever, TABT.

Area: 224,960 square miles.

Population: (1973 estimate) 12.1 million.

Climate: Temperate in Nairobi and highlands. Tropical in coastal regions.

Language: English for business. Swahili is vernacular tongue.

Weights and Measures: Metric and British standards in use. Country moving towards total adoption of metric system.

Currency: Kenyan shilling; one shilling equals Cdn.\$1.383 (Nov/1974).

Capital: Nairobi.

Marketing Centres: Nairobi 478,000; Mombasa 246,000.

Chief Port: Mombasa.

Radio and Television: (1971) Radio 750,000 sets; TV 23,000 sets.

Motor Vehicles: Private cars (1971) 64,000; commercial (1970) 53,000.

Electricity: Domestic 240 volts, 50 cycles a.c. Industrial 415 volts, 3-phase 4-wire system, is also available.

Economy: Agriculture accounts for 31% of GDP; manufacturing 12% and commerce 10%; tourism is growing.

Foreign Exchange and Import Controls: Exchange control regulations restrict or prohibit the provision of foreign exchange for a variety of goods, including some not subject to import licensing, 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.

Total Imports: 1972 – U.S.\$573 million. 1971 – U.S.\$558 million.

Chief Imports: (1972 – million U.S.\$) Machinery 115, transport equipment 68, petroleum 44.

Chief Suppliers: (1972 – million U.S.\$) U.K. 151, EEC 120, Japan 54, U.S.A. 36.

Value of Imports from Canada: 1973 – Cdn.\$5,711,000; 1972 – Cdn.\$4,867,000.

Chief Imports from Canada: (1973 – thousand Cdn.\$) Pulp and paper machinery 1,038; construction machinery 751; iron steel 455; electric lighting and distribution equipment 355.

Total Exports: 1972 – U.S.\$384 million. 1971 – U.S.\$330 million.

Chief Exports: (1972 – million U.S.\$) Coffee 75; tea 49; petroleum products 27.

Chief Markets: 1972 – U.K., West Germany, Netherlands, U.S.A.

Total Canadian Purchases: 1973 – Cdn.\$10,012,000; 1972 – Cdn.\$5,440,000.

Chief Canadian Purchases: (1973 – million Cdn.\$) Tea 4.5; coffee 2.8; civil aircrafts 0.9.

Prices: Quote c.i.f. in K. shillings, U.S. or Canadian dollars.

Credit Terms: Sight draft on arrival of goods at destination or letter of credit.

Samples: Enter duty-free if of no commercial value.

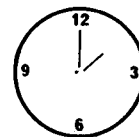
Taxes: There is a sales tax of 10% on most imports.

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.



Korea (Republic of)

If Noon E.S.T.



2:00 a.m. next day
(Seoul)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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 CPO Box 6299
Ottawa, Ontario Seoul 100, Korea
K1A 0H5

Personal Requirements for Canadians: Visa: Required. Inoculations: Smallpox; cholera recommended.

Area: 38,027 square miles.

Population: 32.9 million (mid-1973), growing at an annual rate of 1.7 percent. About 40% 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.

Weights and Measures: Metric system in foreign trade; native weights common.

Currency: Won, consisting of 100 jeon. Won equals Cdn.\$0.020 (Nov/74).

Capital: Seoul.

Marketing Centres: (Population, millions, 1970) Seoul 5.5; Pusan 1.8; Taegu 1.1; Incheon 0.6; Kwangju 0.5; Taejon 0.4.

Chief Ports: Incheon, Pusan.

Radio and Television: Television (525 lines per picture) and radio broadcasting facilities are both publicly and privately owned. In 1972, there were 3.3 million radios and 400,000 television receiving sets.

Motor Vehicles: As of December 31, 1972: 70,250 passenger cars; 55,292 trucks; 17,750 buses; 2,188 small models and 1,283 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 11.8 billion kwh. in 1972. Transmission voltages are 154 kv., 66 kv., and 22 kv.

Coal: 1972 production was 12.4 million metric tons, entirely anthracite. Export of anthracite was 167,000 tons.

Oil: Production and reserves of crude oil are practically nil. All refined products available. Production of

refined products in 1972 in kilo-liters: gasoline 943,000; solvent 1,213,000; diesel oil 2,329,000; fuel oil 578,000; bunker c. 7,091,000. Import of petroleum and petroleum products in 1973: U.S.\$326.9 million c.i.f. About 9% of crude oil imports re-exported in 1973 in refined form.

Screw Thread: Metric, right hand.

Economy: Largely agriculture — 26% of GNP in 1972; growth of manufacturing sector impressive over last decade — to 26% of GNP in 1972. Heavy emphasis on developing and diversifying export industries.

Foreign Exchange and Import Controls: Import license necessary. Negative list system published and revised every six months giving approved and prohibited items and quantitative limitations. Items not listed are automatically importable.

Total Imports: 1973 — U.S.\$4,230 million; 1972 — U.S.\$2,522 million.

Chief Imports: Machinery, transportation equipment, petroleum, iron and steel, food grains, animal feeds, textile yarns and fabrics, raw cotton, electrical equipment, crude oil.

Chief Suppliers: (1973 percent) Japan 39.9; U.S.A. 27.6; Indonesia 3.4; West Germany 3.1; Kuwait 1.9; United Kingdom 1.6.

Value of Imports from Canada: 1973 — Cdn.\$62 million; 1972 — Cdn.\$32.9 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wood pulp 14.6; rapeseed 7.3; potassium chloride 5.6; telecommunications equipment 4.7; raw cattle hides 2.9; copper scrap 2.6; semi-conductors and parts 2.5.

Total Exports: 1973 — U.S.\$3,212 million; 1972 — U.S.\$1,624 million.

Chief Exports: Clothing and textile fabrics, plywood, wigs, electronic products, raw silk, footwear, marine products, iron and steel sheets and plates.

Chief Markets: (1973 percent) Japan 38.6; U.S.A. 31.7; West Germany 3.7; Hong Kong 3.7; United Kingdom 2.3; Indonesia 1.

Value of Canadian Purchases: 1973 – Cdn.\$90.6 million; 1972 – Cdn.\$32.9 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Sweaters 11.3; outdoor jackets 6.3; footwear 6.3; calculators 5.6; plywood 3.1; wool fabric 3; pants and slacks 4.3; blouses 2.5; shirts 2.4; cutlery 1.7.

Prices: Quote in U.S. dollars preferably, or Canadian dollars, c.i.f.

Credit Terms: Irrevocable letter of credit, or documentary drafts, for 180 days or less, depending on commodity.

Standards: Standards are established by the Bureau of Standards, Ministry of Commerce and Industry, Seoul, for electrical appliances, oil and gas stoves,

furnaces and general machinery. These are not compulsory except for safety measures applying to electrical appliances and heating equipment.

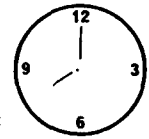
Samples: Samples of merchandise exempt from duty provided they are appropriate solely for this intended purpose. All other samples subject to payment of normal duties. Duty-free if re-exported within 6 months.

Taxes: A commodity tax ranging from 2% to 100% is levied, depending on the essentiality of the commodity, on a wide range of goods sold for consumption in Korea, and is applicable to both imported and domestically produced goods.

Trade Agreements: Korea became a member of GATT in 1967. Trade Agreement signed with Canada in 1966.

Kuwait

If Noon E.S.T.



8:00 p.m. (Kuwait City)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 – 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

P.O. Box 2300

Beirut, Lebanon.

Personal Requirements for Canadians: Visa: Required. Inoculation: Smallpox; cholera and yellow fever required for arrivals from infected areas.

Area: 9,050 square miles plus 25,000 square miles Neutral Zone jointly administered and explored with Saudi Arabia.

Population: 815,000 (1972 estimate) with some 50 percent foreigners (mostly nationals from other Arab countries, India, Pakistan and Iran).

Climate: Tropical – with hot and humid summers (shade temperature can rise to 50°C and humidity to 80%). In winter, temperature ranges from 8°C to 16°C with night temperatures sometimes reaching freezing point.

Language: Arabic official language; English widely spoken in all main towns.

Weights and Measures: Metric system.

Currency: Kuwait Dinar; one dinar equals Cdn.\$3.4190 (Nov/74).

Capital: Kuwait City.

Marketing Centres: Kuwait City 633,000; Mena El Ahmadi.

Chief Ports: Kuwait City; Mena El Ahmadi.

Income: For fiscal year 1971/72 GNP was estimated at KD 1,151 million (U.S.\$3,458 million). With an estimated population of 815,000 this gives Kuwait one of the highest per capita incomes of the world at KD 1,412 (U.S.\$4,236). With the increase in oil revenues, total income will rise substantially.

Oil: Kuwait ranks third after Saudi Arabia and Iran among Middle East producers with a production of 151 million metric tons in 1972. At the present production rate of approximately 3 million barrels a day, receipts from oil exports have been estimated at \$1.5 billion for 1972/73 and U.S.\$9 billion in 1974.

Economy: Based primarily on oil which accounts for 95% of the country's revenue estimated at U.S.\$1.5 billion for fiscal year 72/73. 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 20% of total revenues allocated for health, education, social affairs).

Foreign Exchange and Import Controls: No license 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.

Total Imports: 1971 – U.S.\$651 million; 1974 – estimate U.S.\$1 billion.

Chief Imports: Transport equipment, machinery, textiles, clothing, chemicals.

Chief Suppliers: (1971 percent) European Community 21.8; United States 14.5; Japan 14.2; U.K. 11.5.

Value of Imports from Canada: 1973 – Cdn.\$1.8 million; 1972 – Cdn.\$2.7 million.

Chief Imports from Canada: Asbestos fibre, automotive vehicles, electric washing machines.

Total Exports: 1971 – U.S.\$96 million (excluding oil).

Chief Exports: (excluding oil) Chemicals, coffee, tea, spices, etc; non-electric machinery.

Chief Markets: Saudi Arabia, Iran, Iraq, Dubai, India.

Value of Canadian Purchases: 1973 – Cdn.\$3.7 million; 1972 – Cdn.\$2.6 million.

Chief Canadian Purchases: 1973 – Crude oil (Cdn.\$3.7 million).

Prices: Quote in U.S. dollars c.i.f. Kuwait.

Credit Terms: Letter of credit – up to 180 days.

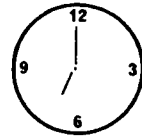
Samples: Not dutiable if not for retail sale (however, samples with value over \$250 are usually queried by customs officers).

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.



Lebanon

If Noon E.S.T.



7:00 p.m. (Beirut)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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
P.O. Box 2300
Beirut, Lebanon

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

Area: 4,015 square miles.

Population: 2.8 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.

Weights and Measures: Metric system; U.S. and British measures are understood by business community.

Currency: Lebanese pound (L£); one L£ equals Cdn.\$4307 (Nov/1974).

Capital: Beirut.

Marketing Centres: Beirut (population) 600,000; Tripoli 200,000; Sidon 50,000 and Zahlah 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.

Economy: Estimated gross national product U.S.\$2,105 million. Estimated per capita income U.S.\$730. Based on agriculture (cereals, vegetables, fruits); industry (cement, textiles, tanneries, oil refining); free trade, including transit; free exchange; and tourist trade. Also large currency transfers from Lebanese living overseas and royalties for oil transit via pipelines.

Foreign Exchange and Import Controls: Except for some 50 products which require prior import license before firm orders are placed abroad and a few prohibited goods, the exchange and trade system remains free of restrictions on payments and transfers.

Total Imports: 1972 – U.S.\$1,042 million; 1971 – U.S.\$963 million.

Chief Imports: 1972 – Machinery, chemicals, textiles, foodstuffs, precious metals, metal products, transport equipment.

Chief Suppliers: 1972 – U.S.A., West Germany, France, Italy, U.K., Switzerland, Iraq, Japan.

Value of Imports from Canada: 1973 – Cdn.\$21.2 million; 1972 – Cdn.\$13.8 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Wheat 6.2; fertilizers 4.6; copper and alloys 3.3; communication equipment 1.2.

Total Exports: 1972 – U.S.\$414 million (est.); 1971 – U.S.\$317 million (est.).

Chief Exports: 1972 – Fruits and foodstuffs, transportation equipment, machinery, textiles, jewelry, chemicals.

Value of Canadian Purchases: 1973 – Cdn.\$1.9 million; 1972 – Cdn.\$3.3 million.

Chief Canadian Purchases: 1973 – Women's handbags and purses Cdn.\$1.6 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.

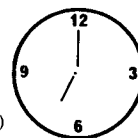
Samples: Free if of no commercial value; subject to import duties if of any commercial value.

Trade Agreements: Most-favoured-nation treatment accorded by Canada under Order in Council of November 19, 1946, as long as Lebanon accords Canada the same treatment.



Libya

If Noon E.S.T.



7:00 p.m. (Tripoli)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 – 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

Kasr el Doubara Post Office

6, Mohamed Fahmy El

Soyed Street

Garden City

Cairo, Arab Republic

of Egypt

Personal Requirements for Canadians: Visa: Required.

Area: 680,000 square miles.

Population: Approximately 2.25 million, 3.7% growth rate, 27% urban. 95% of the population is located in the northern coastal fringe. The two major cities are Tripoli (425,000) and Benghazi (310,000).

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 when it is very low. Winter temperatures can fall near freezing at night but be warm during the day.

Language: Arabic official language; legislation requires that all signs and legal documents be in Arabic. English and Italian widely used and understood.

Weights and Measures: Metric system.

Currency: Libyan dinar, divided into 1,000 dirhams. 1 dinar equals Cdn.\$3.3303 (Nov/1974).

Capital: Tripoli (425,000) and Benghazi (310,000) are co-capitals.

Marketing Centres: Tripoli, Benghazi, Zavia, Misurata, Homs-Kussabat.

Chief Ports: Tripoli, Benghazi, Derna and Tobruk.

Gas: Second-largest natural reserves in Africa.

Oil: The expansion of the domestic petrochemical industry is part of the 1972-75 Development Plan. This part of the economy is still small.

Economy: Development of oil reserves in the last decade has greatly changed the Libyan economy. Crude oil production has risen from 20,000 barrels/day in 1961 to a peak of 3.32 million b/d in 1970, and in 1973 was at 2.17 million b/d. The cut-backs in production in recent years reflect conservation measures and, more recently, a reaction to the October war. Total reserves are estimated at 21 times 1970 production. Oil currently accounts for about 85% of government revenues. 1972 GNP is estimated at U.S.\$5.2 billion. Per capita GNP, at U.S.\$2,500, is the highest in Africa. Agriculture

and industry sectors are very weak but being developed. The 1972-75 Development Plan calls for investments exceeding U.S.\$4 billion over a three-year period with 50% growth in the non-oil sector, with the bulk of funds allocated to agriculture and industry.

Foreign Exchange and Import Controls: A visitor may not have more than 20 Libyan dinars in his possession on entering or leaving. There is no restriction on the amount of other currencies, credit notes or traveller's cheques, but these must be declared on entry and departure. The amount taken out must not exceed that taken in.

Total Imports: 1971 – Cdn.\$826 million; 1972 – Cdn.\$1,128 million.

Chief Imports: (1972 percent) Machinery and transport equipment 37, manufactured goods 24, foodstuffs 16.

Chief Suppliers: (1972 percent) Italy 25, Germany (Fed. Rep. of) 10, France 9, U.K. 8, U.S.A. 7, Japan 6.

Values of Imports from Canada: 1973 – Cdn.\$12,872 million; 1972 – Cdn.\$4,634 million.

Chief Imports from Canada: Prefabricated buildings and structures, telecommunication and related equipment.

Total Exports: 1972 – Cdn.\$3,183 million.

Chief Exports: Crude oil.

Chief Markets: (1972 percent) Germany (Fed. Rep. of) 25, Italy 22, U.K. 12, U.S.A. 11.

Value of Canadian Purchases: 1973 – Cdn.\$41.6 million; 1972 – Cdn.\$40.6 million.

Chief Canadian Purchases: Crude oil.

Prices: Prices should be quoted on c.i.f. terms based normally on shipment to Tripoli or Benghazi. Exporters dealing on a letter of credit basis must quote c&f prices instead of c.i.f., as the Libyan authorities have directed all importers using this method of payment to arrange insurance locally.

All quotations should be based on the metric system. Settlements are usually made in U.S. dollars or pounds sterling.

Credit Terms: Letters of credit — normally valid three months, but may be extended without difficulty.

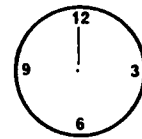
Samples: Bona fide samples of no commercial value admitted duty-free. A deposit equal to the duty on the goods may be required, for refund on re-export. A representative of a company should

have a letter confirming that he is a member of their staff and is required to carry trade samples for business purposes in Libya.

Taxes: Duties are assessed ad valorem on the c.i.f. value. The tariff is based on the Brussels nomenclature. In addition, there is a municipal tax of 5% of the duty payable, and a charity tax of 5% of the duty payable.

Malaysia

If Noon E.S.T.



Midnight (Kuala Lumpur)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Asia Division, Commercial Counsellor
Pacific, Asia and Canadian High Commission
Africa Bureau, or P.O. Box 990
Ottawa, Ontario Kuala Lumpur, Malaysia
K1A 0H5

Personal Requirements for Canadians: Visa: Visit pass, normally granted at place of entry. Inoculation: Smallpox required; cholera recommended. Yellow fever, if travelling from an infected area.

Area: 128,338 square miles.

Population: 11.5 million.

Climate: Tropical; temperature varies from 22° to 32°C; relatively high humidity; annual rainfall ranges from 60-160 inches.

Languages: Malay (official); also Chinese, Tamil and English; English used in government and business.

Weights and Measures: Imperial standard. An Act passed in 1971 permits use of metric system.

Currency: Malaysian dollars; one M\$ equals Cdn.\$4.204 (Nov/1974).

Capital: Kuala Lumpur.

Marketing Centres: (1970 census) Kuala Lumpur 451,728; Pinang 270,019; Ipoh 247,689; Kuching 63,491; Kota Kinabalu 41,830.

Chief Ports: Port Kelang (for Kuala Lumpur), Pinang.

Households: Available only for West Malaysia. Approximately 1.4 million households.

Income: 1972 GNP was Malaysian \$12,904 million. (Canadian equivalent of \$4,533.18 million at prevailing average nominal exchange rate for that year). Per capita GNP about Malaysian \$1,120. (Canadian equivalent about \$393.)

Radio and Television: Television (625 lines per picture) and radio broadcasting are government operated. In 1972, there were 343,228 radios and 261,636 television sets. Colour television is to be introduced by the end of 1975.

Motor Vehicles: In 1971, there were 382,200 motor vehicles (of which 308,900 were automobiles).

Water Supply: Safe to drink. Pressure averages 21.6 psi.

Electricity: 50 cycles; single- and three-phase, voltage 230/400 (240/415 in three centers), stable, neutral wire of the secondary distribution system is grounded. Malaysia requires a grounding conductor in the electrical cord attached to appliances.

Electricity produced in West Malaysia (1970) was 3,347 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 Bukon is essentially butane; "Essogas" is a mixture of approximately 30 percent propane and 70 percent butane. A 28 pound cylinder costs M\$7.35; in 114 pound cylinders, the price is 25 Malaysian cents per pound.

Oil: No production data available. However, new offshore oil strikes have been made off mainland Malaysia, in addition to discoveries in Sabah and Sarawak.

Screw Thread: Metric and Whitworth right hand.

Economy: Dominated by agricultural sector. Based mainly on rubber, tin, timber, palm oil and petroleum.

Foreign Exchange and Import Controls: Most Canadian goods may be imported freely. Specific import licensing is extended to a small number of items. Outflow of Malaysian dollars in excess of M\$1,000 subject only to the completion of exchange control forms.

Total Imports: 1973 — Malaysian \$5,899 million; 1972 — Malaysian \$4,617 million.

Chief Imports: Foodstuffs, industrial machinery, transport vehicles, metals, electrical equipment, petroleum products.

Chief Suppliers: (1972 percent) Japan 20.7; United Kingdom 12.9; U.S.A. 9; Singapore 7.9; Australia 7.5; China (PRC) 4.3; Thailand 4.3; West Germany 4.5.

Value of Imports from Canada: 1973 — Cdn.\$28.7 million; 1972 — Cdn.\$15.3 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Semi-conductors and parts 10.3; aircraft 3.2; news-

print paper 3; asbestos 2.8; aluminum products 2.6; aircraft equipment and parts 1.1; wheat 0.6; woodland log handling equipment 0.6.

Total Exports: 1973 – Malaysian \$7,372 million; 1972 – Malaysian \$4,838 million.

Chief Exports: Rubber, tin and tin concentrates, timber, palm oil, pepper, pineapple – canned and juice, petroleum and petroleum products.

Chief Markets: (1972 percent) Singapore 23.3; Japan 17.2; U.S.A. 13.8; United Kingdom 7.1; Netherlands 5.1; West Germany 3.2; Italy 3.

Value of Canadian Purchases: 1973 – Cdn.\$54 million; 1972 – Cdn.\$31.8 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Tin 15; rubber 13.4; integrated circuits 9.1; palm oil 4.5; coconut oil 3.2; palm kernel oil 1.6.

Prices: Buyers prefer quotations in Malaysian dollars, c.i.f., Port Kelang or Singapore.

Credit Terms: To be on the safe side, confirmed irrevocable letter of credit; check with Trade Commissioner's office.

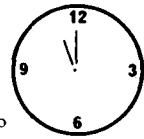
Standards: Approval is needed for electrical appliances. The approval organization is the National Electricity Board, Jalan Bungsar, Kuala Lumpur.

Samples: Normal trade samples enter free of duty; luxury and semi-luxury samples are subject to normal duties, but these are refundable at port of exit if and when the goods are re-exported.

Trade Agreements: Canada and Malaysia extend each other Commonwealth preferential rates of duty. Malaysia has removed this preference on the majority of items over the past few years and exporters should check with the Department of Industry, Trade and Commerce.

Mexico

If Noon E.S.T.



11:00 a.m. (Mexico City)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Latin America Commercial Counsellor
Division, Canadian Embassy
Western or Mexico City, Mexico
Hemisphere Bureau,
Ottawa, Ontario
K1A 0H5

Personal Requirements for Canadians: Visa: Tourist card for survey of market only. Otherwise visa required. Inoculation: None required if proceeding from Canada.

Area: 760,000 square miles, about one fifth Canada's size.

Population: 53,000,000 (Dec. 1972) Annual growth 3.5%, urban 59.3%, rural 40.7%; 57% of total population under 20 years of age.

Climate: Varies from tropical in the coastal plains to temperate in the central plateaus.

Language: Spanish; sales literature in Spanish preferred.

Weights and Measures: Metric system.

Currency: Peso; one peso equals Cdn.\$0.791 (Nov/1974).

Capital: Mexico City, altitude 7,300 feet.

Marketing Centres: (population 1972) Mexico City 9,500,000; Guadalajara 2,000,000; Monterrey 1,800,000; Puebla 600,000; San Luis Potosi 325,000; Mérida 260,000.

Chief Ports: On Pacific coast — Guaymas, Manzanillo, Mazatlan, Acapulco; on Gulf of Mexico — Tampico and Veracruz.

Households: National total: 8,753,000 families (an average 5.4 persons per family); 5,062,000 urban and 3,691,000 rural.

Income: GNP: U.S.\$41,000 million. GNP/capita: U.S.\$774 (1972).

Radio and Television: Radios 13,933,000; TV 3,300,000.

Water Supply: Safe to drink; pressure — 4.5 kilos per cubic centimetre. Hardness varies from hard to soft according to region.

Electricity: Voltage 110-125. Phase 50 cycle, three-phase in Mexico City; 60 cycle throughout rest of Mexico.

Coal: Production 3.6 million metric tons (1972).

Screw Thread: Metric standard compulsory. Right-hand thread is standard.

Economy: Principally an agricultural country produc-

ing grain, livestock, industrial crops, fruits, vegetables. Considerable industrial development in progress which Government actively encourages. Mining is important, particularly base metals and precious minerals. GNP in 1972 was U.S.\$41 billion with a per capita income of U.S.\$770 dollars. Average increase in GNP over past five years — 6.8% per year. Between 500,000 and 600,000 new jobs required annually to meet population increase entering the labour force.

Foreign Exchange and Import Controls: No foreign exchange controls. Import license is required for many products.

Total Imports: 1972 — U.S.\$2,937 million; 1971 — U.S.\$2,407 million.

Chief Imports: (1972 percent) Industrial machinery and equipment 22.7; electrical machinery and parts 10.9; automotive parts and accessories 8.7; organic chemicals 7.2; petroleum and derivatives 4.4; measuring instruments 3; iron and steel foundry products 2.9; cereals 2.7; artificial plastic materials 2.4; inorganic chemicals 1.6.

Chief Suppliers: (1972 percent) United States 60.4; West Germany 9; Japan 3.9; Canada 3.4; Britain 3.2; France 2.8; Switzerland 2.2; Spain 2; Italy 1.6; Sweden 1.6.

Value of Imports from Canada: 1972 — Cdn.\$99.1 million; 1971 — Cdn.\$79 million.

Chief Imports from Canada: (1972 — million Cdn.\$) Automotive parts, engines and accessories 20.7; newsprint 13.6; locomotives and parts 13.2; milk powder 11.7; general industrial equipment and machinery 10.1; asbestos fibres 5.3; iron and steel products 3; dairy cattle 2.3; agricultural machinery and equipment 2.1; electrical equipment and materials 2.1; chemical products 1.7; wood pulp 1.5; scientific equipment and precision instruments

1; aluminum semi-processed products 1.1; nickel products 1.

Total Exports: 1972 — U.S.\$1,812 million; 1971 — U.S.\$1,474 million.

Chief Exports: (1972 percent) Sugar 6.5; machinery parts and accessories 5.6; fruits and vegetables 5.1; electrical machinery and parts 5; raw cotton 4.9; shrimp 4.7; coffee 4.7; automotive parts and accessories 4.4; fresh meats 3.7; fluorspar 2.5.

Chief Markets: (1972 percent) United States 65; Japan 4.8; Canada 3; Venezuela 2.5; Germany 2.3; Brazil 2.1; Italy 1.2; Britain 1.

Total Canadian Purchases: 1972 — Cdn.\$52.9 million; 1971 — Cdn.\$50.2 million.

Chief Canadian Purchases: (1972 — million Cdn.\$) Fresh tomatoes 7.9; raw cotton 5; green coffee 4.4; frozen strawberries 3; baler twine and cordage 2.6; fluorspar 2.7; vegetables (other) 2.3; fresh fruits (other) 2.3; shrimp, shellfish and fish 1.9;

leather manufactures 1.3; fresh cucumbers 1.2; toys, dolls and parts 1.2; automotive parts and accessories 1.2; cotton yarn 1.1; textiles and clothing 1; industrial machinery 1.

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.

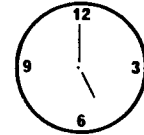
Standards: Official approval is mandatory for gas, fuel and mass-produced electrical appliances. Approval organization is Secretaria de Industria y Comercio, Av. Cuauhtémoc No. 80, Mexico, D.F.

Samples: Permitted entry under bond or treated as normal imports if of commercial value, otherwise free. Some samples prohibited entry without payment of duties, such as canned foodstuffs and finished consumer goods.

Trade Agreements: Most-favoured-nation agreement with Canada. Member of LAFTA and exchanges certain preferences with LAFTA countries.

Morocco

If Noon E.S.T.



5:00 p.m. (Rabat)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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
Apartado 117
Madrid, Spain

Personal Requirements for Canadians: Visa: Not required.

Area: Approximately 180,000 square miles.

Population: 15.8 million (1972). Annual growth 3.2%.
35% 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.

Weights and Measures: Metric system.

Currency: Dirham; one dirham equals Cdn.\$2383 (Nov/1974).

Capital: Rabat.

Marketing Centres: Population (thousands) 1972 — Casablanca 1,638; Rabat 565; Tangier 187, Marrakech 407, Fes 399.

Chief Ports: Casablanca, Tangier (free zone); Safi (phosphates), Kenitra (petroleum); Agadir (minerals).

Economy: Basically agricultural (70% of the labour force) with growing manufacturing, tourism and mining sectors. Morocco is currently engaged in the implementation of the next Five Year Plan (1973-77) which foresees expenditures of U.S.\$6.6 billion. The Plan stresses agricultural and fish processing and mining. Education, public health and low-cost housing received increased priorities. 58% of investment to come from private sector and semi-private enterprises. GNP at market price U.S.\$5.2 billion (1972), per capita U.S.\$329. Distribution: agriculture forestry, fishing 31%; commerce 20%; transport and services 18%; manufacturing 14%; mining 6%.

Foreign Exchange and Import Controls: Imports controlled by "Programme Général d'Importation" renewable each year. Consists of list A — goods which are liberalized from quantitative restrictions (1972: 67%); list B — items subject to specific quotas or discretionary licensing; list C — goods which are in principle prohibited entry. In general, there is no difficulty about payments for exports to Morocco. Foreign exchange is obtained from the Banque du Maroc, through the bank where importer is domiciled.

Total Imports: 1973 — U.S.\$1,023 million.

Chief Imports: Industrial equipment, crude oil, soft wheat, sugar, food oils, lumber, chemical products.

Chief Suppliers: (1973 percent) France 32, U.S.A. 9, West Germany 8, Spain 7, Benelux 6.

Value of Imports from Canada: 1973 — Cdn.\$3.2 million; 1972 — Cdn.\$5.8 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Barley 2.3; wheat flour, yarn, thread, cordage, twine and rope.

Total Exports: 1973 — U.S.\$825 million.

Chief Exports: Phosphates, citrus fruits, vegetables, olive oil, clothing.

Chief Markets: (1973 percent) France 36, West Germany 9, Benelux 8, Italy 8.

Value of Canadian Purchases: 1973 — Cdn.\$1.8 million.

Chief Canadian Purchases: Oranges, mandarins, tangerines, tomatoes, billfolds, wallets and coin purses, sweaters, women's handbags and purses, oriental rugs.

Prices: Quote in Dirhams c.i.f.

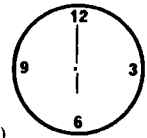
Credit Terms: Normal terms of payment apply and vary according to the class of goods and the financial standing of the importer; 30, 60 and 90 days are fairly common.

Samples: Dutiable only if of commercial value.



Netherlands

If Noon E.S.T.



6:00 p.m.
(Amsterdam)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Sophialaan 7, The Hague,

Netherlands

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 12,950 square miles.

Population: (1973) 13.5 million.

Climate: Temperate.

Language: Dutch.

Weights and Measures: Metric system.

Currency: Florin or guilder; one florin equals Cdn.\$3851 (Nov/1974).

Capital: Amsterdam; seat of government The Hague.

Marketing Centres: Amsterdam 875,000; Rotterdam 740,000; The Hague 600,000.

Chief Ports: Rotterdam and Amsterdam.

Households: (1972) 3.52 million family groups with 2.85 million private residential dwellings and 1.05 million multiple dwellings.

Income: 1972 — Net national income at market prices Fls.136,290,000,000. Per capita income Fls.10,170. Total consumption (families and government) Fls.108,380,000,000. Per capita consumption Fls.8,200.

Radio and Television: March 31, 1973: registered holders of television receivers 3,387,000 (possibly owning radio receiver(s) as well). Registered radio holders 401,000. TV (625 lines per picture) and broadcasting facilities are both publicly and privately owned.

Motor Vehicles: August 1, 1971: passenger vehicles 2,800,000; commercial vehicles 350,000; motorcycles and scooters 50,000; powered cycles 2,125,000.

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 approx. Cdn.\$0.03 per kwh. for domestic use. Average cost for industrial consumer is Cdn.\$0.017. 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 1972 total production was 49,551 million kwh. of which by public works 42,884 million kwh.

Coal: All types available. Production in 1972 was 2,812,000 metric tons and consumption 4,501,000 metric tons. Figures on reserves are not published. Production was to be closed down by the middle of 1974.

Gas: Natural gas and LPG available. Manufactured gas virtually discontinued. 1972 production totalled 58,420 million cubic meters. Estimated reserves are about 2,000 billion cu. m. Thermal content is 8,400 kilocalories at 0° Celcius. Distribution is by main station to gasworks through pipelines. There are 3.3 million consumers. Cost of natural gas ranges from Cdn.\$0.043 to Cdn.\$0.021 per cu. m. depending on consumption.

Oil: All kinds of lubricating and fuel oils, gasoline etc. are available. Local production in 1972 totalled 1,597,000 metric tons. Net imports of crude oil in 1972 totalled 68 million metric tons. All large oil companies have refineries in Rotterdam and Amsterdam.

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.

Economy: Important primary and secondary industries; well-developed agriculture; natural resources consisting of natural gas, coal, oil and salt. Rotterdam, largest port in the world, handles extensive quantities of goods destined for transshipment to Western European countries.

Foreign Exchange and Import Controls: Foreign exchange freely available for all imports; a very few commodities subject to import licensing.

Total Imports: 1972 — Fls.46.1 billion.

Chief Imports: (1972 percent) Industrial machinery, including electrical machines and appliances 16; petroleum and petroleum products 15.4; yarns, fabrics and finished textiles 8.4; transport equipment 6.8; iron and steel 5.4.

Chief Suppliers: Other EEC countries, U.S.A.

Value of Imports from Canada: 1973 — Cdn.\$279.9 million; 1972 — Cdn.\$249.1 million.

Chief Imports from Canada: (1973 percent) Wheat 14.2; flaxseed 8.7; iron ore 7.3; wood pulp 6.9; rapeseed 5.

Total Exports: 1972 — Fls.45.7 billion.

Chief Exports: (1972 percent) Electrical machines and apparatus 13.4; petroleum and petroleum products 11.8; chemical products 9.9; fruit and vegetables 7.9; yarns, fabrics and finished textiles 7.

Chief Markets: Other EEC countries (approx. 70%), U.S.A.

Value of Canadian Purchases: 1973 — Cdn.\$118 million; 1972 — Cdn.\$90.8 million.

Chief Canadian Purchases: (1973 percent) Electrical machines and appliances 15.2; yarns, fabrics, fin-

ished textiles 6.3; chemicals 5.7; cocoa and cocoa products 5.6; musical instruments 3.6.

Prices: Quote in Canadian dollars or Netherlands florins, preferably c.i.f. Netherlands port.

Credit Terms: Usually sight or 30, 60 or 90 days.

Standards: Official approval mandatory for gas, electrical and water supply appliances. Approval organizations are:

Gas: Gasinstituut V.E.G. Treubstraat 17, Rijswijk, 2H.

Electrical: N.V. Kema, Utrechtseweg 310, Arnhem.

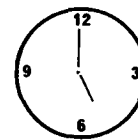
Water Supply: N.V. Kiwa, Sir. W. Churchill-laan 273, Rijswijk 2H.

Samples: Dutiable only if of commercial value; travellers' samples are also free, provided they are recognizable as samples. A bond may be required by Customs.

Trade Agreements: Exchange of most-favoured-nation treatment with Canada. Member of European Economic Community.

New Zealand

If Noon E.S.T.



5:00 a.m.
following day
(Wellington)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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: About 3 million (1972). Over 2 million of whom reside on the North Island.

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.

Weights and Measures: Imperial standard, with change to the metric system scheduled for completion by 1976.

Currency: New Zealand Dollar: NZ\$1.00 equals Cdn.\$1.2965 (Nov/1974).

Capital: Wellington.

Marketing Centres: Auckland (greater population) 698,400; Wellington 324,032; Christchurch 302,610; Hamilton 136,006; Dunedin 117,740.

Chief Ports: Auckland, Wellington, Christchurch, Dunedin, Napier, New Plymouth.

Households: One dwelling to every 3.5 people; most families own their own homes. 23,000 new homes built per year over last 10 years. About 70% of houses built of wood with sheet-iron or tiled roofs.

Income: GNP in 1972/73 was NZ\$7 billion. Average annual rate of real increase in GNP 1967-1971 was 3.5%. GNP per capita approximately NZ\$2,400. New Zealand's international ranking of GNP per capita declined from fifth in the world in 1960 to fourteenth in 1969. The government has in the past, in order to combat inflation, instituted temporary wage and price controls.

Radio and Television: Near saturation of ownership. TV receivers have 625 lines per picture. 706,452 (1972) television receiving licenses. Over 700,000 radio receiving licenses.

Motor Vehicles: One automobile to every 3.1 persons. 972,510 private car licenses issued as of June, 1972.

Water Supply: Safe to drink; average pressure 270 feet.

Electricity: Standard supply is 230/250 volts single-phase 50 cycles a.c. with 400 volts three-phase 50 cycles a.c. also available. 82% generated by hydro-electric plants, 18% by thermal plants. The New Zealand Electricity Department produces 97% of the electricity retailed in New Zealand. 82% of households cook by electricity.

Coal: Domestic demand and production declining. 1970 production was 2.22 tons of sub-bituminous coal.

Gas: Natural gas replacing coal gas in most major cities. Large offshore Maui field recently discovered and undergoing development. 11% of households cook by gas.

Oil: All types available; relies heavily on imports to meet domestic demand.

Screw Thread: Whitworth right hand.

Economy: Traditionally based on agriculture and forestry, though recent strong growth in mining and industrial sectors. Heavily dependent upon agricultural exports.

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 license 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 licenses are imposed on a wide range of goods both for protection of domestic industry and for foreign exchange control.

Total Imports: 1971/72 — NZ\$1,149.6 million.

Chief Imports: (1971/72 — million NZ\$) Machinery and transport equipment 443; manufactured goods 370.3; chemicals 143; mineral fuels, lubricants 66.6.

Chief Suppliers: (1971/72 percent) Britain 28.6; Australia 23.2; Japan 11.2; U.S.A. 10.1; F.G.R. 4.3; Canada 3.2.

Value of Imports from Canada: 1973 — Cdn.\$49.8 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Fish, canned 4.3; copper and alloys 3.2; meat, fresh, chilled or frozen 2.9; steel plates, sheet and strip 2.8; sulphur 2.6.

Total Exports: 1971/72 — NZ\$1,341.8 million.

Chief Exports: (1971/72 — million NZ\$) Meat and meat preparations 399; wool 229; butter 181; cheese 66; hides, skins and pelts 63.

Chief Markets: (1971/72 — million NZ\$) Britain 31.2; U.S.A. 15.5; Japan 9.7; Australia 8.4; France 3.1; Canada 3.

Value of Canadian Purchases: 1973 — Cdn.\$73.1 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Beef, fresh or frozen 38.2; butter 12.2; lamb 7.5; sausage casings, natural 4.4; wool 3.6.

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.

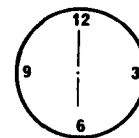
Standards: Official approval is mandatory for electrical and fuel appliances. Other goods such as electrical equipment, boilers, pressure vessels and lifting machinery must conform to certain New Zealand safety regulations.

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, are of a value not exceeding NZ\$20, and are not for resale.

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 for 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.

Nigeria

If Noon E.S.T.



6:00 p.m. (Lagos)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

Commercial Division

Office of the High

Commissioner for Canada

P.O. Box 851

Lagos, Nigeria

Personal Requirements for Canadians: Visa: Absolutely necessary. Inoculation: Smallpox, yellow fever, cholera; visitors are advised to take anti-malaria pills.

Area: 356,669 square miles.

Population: (1973 estimate) 80 million.

Climate: Tropical, with a rainy season extending roughly from April to September and a dry season from October to March. Average temperature in the southern part about 29°C, with a high humidity content all year round.

Language: English is the official and commercial language, but Yoruba is also widely spoken in the Lagos area, Ibo in the east and Hausa in the north.

Weights and Measures: British standards are now used, but the country is considering conversion to the metric system (and to left-hand drive).

Currency: Since January 1, 1973 the Naira has replaced the Nigerian pound. One Naira equals Cdn.\$1.5888 (Nov/1974).

Capital: Lagos.

Marketing Centres: Lagos (1,000,000), Port Harcourt, Kano, Ibadan.

Chief Ports: Lagos/Apapa, Port Harcourt.

Income: GNP (1972) U.S.\$7.2 billion. Income per capita U.S.\$100 in 1972. Prediction: U.S.\$200 in 1975.

Radio and Television: 1970 — 1,275,000 radio licenses. 75,000 television licenses. Ownership — Federal and state governments.

Motor Vehicles: (1969) Passenger 41,086; commercial 23,600.

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: 332,000 long tons produced in 1972.

Gas: Substantial resources of natural gas.

Oil: Second African producer of petroleum after Libya. Two million barrels per day in mid-1973. Petroleum accounted for over 80% of Nigerian exports and more than 70% of government revenues in 1973.

Economy: Its exceptionally diversified agricultural sector, its growing industrial base and its mineral wealth (particularly in petroleum) combine to give it the best prospects for sustained growth of any African country.

Rate of Growth: About 10%.

Foreign Exchange and Import Controls: Under current foreign exchange controls, goods must arrive in Nigeria and be cleared through Customs before the importer can apply to the Central Bank of Nigeria for release of foreign currency. Once the application is filed with the Central Bank, it can take up to 180 days from date of shipment before the transfer of foreign exchange to the exporter's bank is actually made. Practically all goods are subject to import duty and many can only enter the country under specific import license. Canadian exporters should make absolutely sure that their importers have obtained this license before shipping.

Total Imports: 1973 — \$1,800 million.

Chief Imports: 1972 — Machinery and transport equipment; chemicals; cereals; sugar; crude materials.

Chief Suppliers: (1972 — percent) U.K. 31; West Germany 13; U.S.A. 11; Japan 9.

Value of Imports from Canada: 1973 — Cdn.\$23 million; 1972 — Cdn.\$20.9 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Railway equip. 7.2; wheat 6.1; construction machinery 1.3; unmanufactured asbestos 1.3; copper and alloys 1.

Total Exports: 1972 — U.S.\$2,122 million.

Chief Exports: 1972 — Crude petroleum, cocoa, tin metal, palm kernels.

Chief Markets: (1972 percent) U.K. 29.5; West Germany 13.6; U.S.A. 10.4; Japan 9.9; France 5.9.

Total Canadian Purchases: 1973 — Cdn.\$82.1 million; 1972 — Cdn.\$60.8 million.

Chief Canadian Purchases: (1973 — million Cdn.\$)

Crude petroleum 68.8; cocoa beans 9.7; peanut oil 1.4; cocoa butter 1.4.

Prices: Prices should be quoted c.&f. or c.i.f. Apapa, Lagos (or an alternative port if requested) in Canadian dollars, U.S. dollars or pounds sterling.

Credit Terms: Payments for imports, except plant and machinery, are made at sight, i.e. against shipping documents. Payments for plant and machinery costing more than U.S.\$150,000 shall be made in accordance with the following schedule: (a) up to 15% payable against document or signing of contract; (b) up to 20% on delivery or completion of contract:

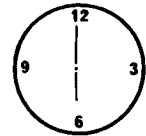
(c) balance of about 65% payable over such a period as may be agreed upon between the importer and supplier. See also Foreign Exchange and Import Controls.

Samples: If clearly of no commercial value, no duty is payable. However, many items which would appear to have no commercial value may be ruled of value by Nigerian Customs.

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.

Norway

If Noon E.S.T.



6:00 p.m. (Oslo)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Western Europe Commercial Division
Division, Canadian Embassy
European Bureau, or Postuttak
Ottawa, Ontario Oslo 1, Norway
K1A 0H5

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

Area: 125,096 square miles, incl. Svalbard and Jan Meyen.

Population: (1972 estimate) 3.9 million.

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.

Weights and Measures: Metric system.

Currency: Krone; one krone equals Cdn.\$1.835 (Nov/1974).

Capital: Oslo.

Marketing Centres and Ports: Oslo (480,000); Bergen (212,000), Trondheim (130,000), Stavanger (83,000).

Households: (1973 estimate) 1.3 million units.

Income: National income (net domestic product) (1971) Kr.80,327 million; per capita income (1971) Kr.20,660. Average hourly wage in industry (men): Kr.15.51 (1971).

Radio and Television: 1,204,343 households have radios and 894,555 households have TV receivers (625 lines per picture). Broadcasting facilities are publicly owned.

Motor Vehicles: Private cars (January 1, 1972) 805,851; commercial vehicles (exclusive tractors) 256,844; motorcycles and scooter 168,361.

Water Supply: (Oslo) Safe to drink. Average pressure is 70 pounds per square inch.

Electricity: (Oslo) 50 cycle variation plus or minus 2 percent. 230 volts variation plus or minus 5 percent. Three-phase system. Average cost: domestic Kr.0.058 per kwh. plus 19 percent V.A.T.; commercial Kr.0.2276 plus 4 percent tax plus 19 percent V.A.T.; industrial Kr.0.0702 plus 4 percent tax plus 19 percent V.A.T. A grounding connector is required in the electrical cord attached to appliances except those of Class II (extra insulation or

double insulated appliances). National capacity is 13,862 megawatts. No changes in the distribution system are proposed.

Coal: Anthracite, gas and cooking coal and steam coal are usually available. Industrial consumption (1970) of coal and coke totalled 51,800 tons of which coal was 13,100 tons. Production of coal (1970) 484,000 tons.

Gas: (Oslo) Manufactured town gas available in Oslo. (LPG is delivered in steel bottles or tank lorries). Thermal content 4,400 K cal/Nm³. Operating pressure about 100 mm water gauge. Production (Oslo) about 650,000 m³ per month. Consumption of town gas is decreasing.

Oil: All grades of oil products are available. Production and reserves figures are classified for defense purposes.

Screw Thread: Metric, Whitworth, North American SAE, UNC small head, UNF. Mostly right hand.

Economy: The most important industrial sector is the processing of raw materials. Rate of growth: real growth of approximately 4.3% in 1973.

Foreign Exchange and Import Controls: Foreign exchange is readily available; a license is required for the import of agricultural goods.

Total Exports: 1972 — U.S.\$3,252 million. Currency rates fluctuated in 1972 and therefore the Canadian \$ equivalent to N. Krone is here taken as being equal to the U.S.\$, i.e. \$ = N.Kr.6.64.

Chief Exports: (1972 — million U.S.\$) Fish and fish products 269, primary metals 730, ships 535, machinery and instruments 336, chemical products 232, woodpulp, paper and paperboard 293.

Total Imports: 1972 — U.S.\$4,335 million.

Chief Imports: (1972 — million U.S.\$) Ships over 100 tons 523, machinery and instruments 786, motor vehicles 250, petroleum, fuel, etc. 323, chemical products 366, iron and steel 229, textiles 351, ores

and scrap metal 182, foodstuffs 289, non-ferrous metal and metal manufactures 215.

Chief Suppliers: (1972 — million Cdn.\$) Sweden 812; West Germany 596; Britain 506; Denmark 298; United States 268; Japan 226 (mostly ships).

Value of Imports from Canada: 1973 — Cdn.\$180.6 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Non-ferrous metals 148.2; wheat 5; aircraft equipment 2.6; commercial trucks 1.5.

Value of Norwegian Exports to Canada: 1973 — Cdn.\$77.5 million.

Chief Exports to Canada: (1973 — million Cdn.\$) Nickel anodes and cathodes 42.7; ships and boots 3.7; non-ferrous metals 3.5; skiing equipment 1.9.

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.

Standards: Official approval is necessary for gas, electrical and other fuel appliances.

Electrical: Norges Elektriske Materiellkontroll (NEMKO), Gaustadalleen 30, Blindern, Oslo 3.

Gas and others: Sprengstoffinspeksjonen, N. Lang Gate 20, 3100 Tonsberg.

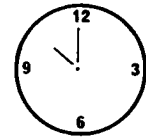
Samples: Samples with no commercial value are admitted duty free; others may be imported under an A.T.A. carnet.

Taxes: 20% added value tax.

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.

Pakistan

If Noon E.S.T.



10:00 p.m.
(Karachi)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Asia Division,
Pacific, Asia and
Africa Bureau, or Commercial Secretary
Office of the High
Commissioner for Canada
P.O. Box 1042
Hotel Shaharazad
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: 310,403 square miles.

Population: (1973 est.) 63.4 million.

Climate: Tropical for most of the year. Average temperature; Karachi — mean high 34°C; humidity varies on an average from some 90 percent in the warmer months to 60 percent in December and January. Rainfall in Pakistan averages 5 inches a year.

Language: One main language: Urdu. Virtually all business correspondence is carried on in English.

Weights and Measures: Imperial standard. Metric system came into effect on January 1, 1974; however, it is unlikely to make an impact for a while.

Currency: Rupee; one rupee equals Cdn.\$1.012 (Nov/1974).

Capital: Islamabad.

Marketing Centres: Karachi, (approximate population) 3 million, Lahore 1.8 million, Hyderabad 430,000, Lyallpur 425,000.

Chief Port: Karachi.

Income: GNP for fiscal year ended June 30, 1973 at 1959-60 prices, estimated at Rs.34.8 billion (U.S.\$5.8 billion); per capita GNP Rs.550 (U.S.\$92).

Radio and Television: 1972 — 1,339,140 radios and 200,000 television sets.

Motor Vehicles: 1972 — 249,900 (cars 153,229; buses 53,395; trucks 43,276).

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. For refrigerators and water heaters the cost per unit is Cdn.\$0.29 for the first 32 units, and Cdn.\$0.20 per unit for the remainder. For lights and fans the cost is Cdn.\$0.44 per unit for the first 50 units and Cdn.\$0.50 per unit thereafter.

Coal: Production for fiscal year ending June 30, 1972 was 1,250,000 tons.

Gas: Natural gas is available from six fields with total estimated reserves of 16.7 trillion cubic feet. Domestic and commercial consumers use a low-pressure system. Operating pressure for industrial consumers is 20 pounds per square inch. A high-pressure distribution system is used. For domestic consumers (Karachi) is on a sliding scale starting at Rs.6 per 1,000 cubic feet and falling to Rs.4. For commercial consumers the scale starts at Rs.2.25 and reaches a minimum of Rs.1.25 at 400,000 cubic feet. There are also minimum monthly charges for each class of consumer.

Oil: In 1972 production of crude oil was 2,790,000 barrels, gasoline 60,000,000 imperial gallons and kerosene 80,000,000 imperial gallons.

Screw Thread: Right hand, Whitworth.

Economy: Mainly dependent on agriculture produce, raw cotton, hides and skins, tea and rice. Cotton textiles production is the largest industry sector.

Foreign Exchange and Import Controls: Import licenses required for all items except government imports, and those basic materials appearing on the Free list.

Total Imports: 1973 — U.S.\$988.6 million; 1971-72 — U.S.\$673.9 million.

Chief Imports: Machinery and appliances, fertilizers, road motor vehicles, aircraft, petroleum, grains, vegetable oils, iron and steel products.

Chief Suppliers: (1972/73 percent) U.S.A. 24.9; West Germany 8.9; Japan 8.5; U.K. 8.1; Saudi Arabia 4.3; China (PRC) 4.2.

Value of Imports from Canada: 1973 — Cdn.\$43.1 million; 1972 — Cdn.\$39.3 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wheat 26.1; fertilizers 4; newsprint paper 2.1;

copper products 1.6; aluminum and products 1; wood pulp 0.8; zinc products 0.6; plastic fabricated materials 0.5.

Total Exports: 1972-73 — U.S. \$800 million; 1971-72 — U.S.\$652.8 million.

Chief Exports: (1971-72 percent) Raw cotton 26.3; cotton yarn 16.4; cotton fabrics 12.3; rice 8.4; leather and leather goods 5.8.

Chief Markets: (1972-73 percent) Japan 18.3; Hong Kong 11.3; Indonesia 7.7; U.K. 5.1; Italy 4; U.S.A. 3.5.

Value of Canadian Purchases: 1973 — Cdn.\$6.7 million; 1972 — Cdn.\$9.7 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Print cloth and sheeting 2.3; jute fabric 0.6; cotton duck and allied fabrics 0.4; cotton T-shirts 0.4.

Prices: Quote in U.S. dollars or pounds sterling. For government purchases, when asked for prices quote in Pakistani rupees.

Credit Terms: Sight to 180 days, depending upon various factors.

Standards: Official approval is not mandatory for gas, electrical or other fuel appliances.

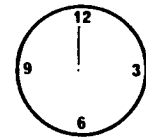
Samples: Bona fide samples of c.i.f. value below \$50 permitted, if provided free of charge and if samples from all sources for a registered importer do not exceed this amount in any one year. Samples of no commercial value admitted duty free; duty on dutiable samples is refundable under certain conditions.

Taxes: General sales tax of 20 percent on most goods, with 30 percent on luxury items; foodstuffs, clothing and utensils exempt.

Trade Agreements: Pakistan, a member of GATT, exchanges most-favoured-nation treatment with Canada.

Panama

If Noon E.S.T.



Noon (Panama City)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

or Apartado Postal 10303

San José, 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: (1970 census) 1.4 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 especially in October and November.

Language: Spanish; but English is widely understood. English or Spanish sales literature acceptable but Spanish is preferred.

Weights and Measures: Metric system.

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.

Capital: Panama City.

Marketing Centres: Panama City 469,000, Colon 115,000.

Chief Ports: Pacific coast: Balboa; Atlantic coast: Cristobal, Puerto Armuelles and Colon.

Households: 287,571 households.

Income: 1972 GPD — U.S.\$1,222 million; GPD/capita U.S.\$803.

Radio and Television: 1970: 500,000 radios; 157,000 TV.

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 cycles a.c.; industrial: 220 volt 60 cycles a.c. Plug fitting: flat 2 pin (U.S. type), lamp fitting screw type.

Coal: None is produced in the country. In 1971, U.S.\$19,421 worth of coal was imported.

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. An important source of income for Panama, tourism contributed U.S.\$46 million to the economy in 1971.

Foreign Exchange and Import Controls: Panama enjoys an open economy, with low tariffs and taxes and freedom from exchange controls.

Colon Free Trade Zone: The Panamanian Government offers concessions to firms and individuals interested in doing business in the Colon Free Zone, including exemptions from Customs, Consular and other charges in respect of goods imported into the Free Zone for the purpose of re-exportation either in their original form or after processing. A considerable number of foreign firms have already been attracted to the Free Zone by the opportunities it offers for improving trade, particularly for goods of small bulk which can easily be carried by air. The reduction of agents' stocks, the shortening of the time taken to supply goods, and the use of low-cost facilities for tasks like repacking and labeling are among the advantages offered by the Free Zone.

Total Imports: 1971 — U.S.\$355 million; 1970 — U.S.\$326 million. The Colon Free Trade Zone and the Republic of Panama are treated as separate entities in the national statistics.

Chief Imports: (1971 percent) Miscellaneous manufactured products 31.7; mineral fuels and lubricants 18.9; chemicals 8.9; road motor vehicles and parts 8.3; non-electrical machinery 6.2; food 8.7; elec-

trical machinery 4.7; textiles 3.9; clothing and footwear 3; paper and products 3.

Chief Suppliers: (1971 percent) United States 34.8; Venezuela 18; Colon Free Zone 13; Japan 7.6; U.K. 3.1; West Germany 2.4; Costa Rica 1.9.

Value of Imports from Canada: 1972 - Cdn.\$7.6 million; 1971 - Cdn.\$8 million.

Chief Imports from Canada: (1972 - thousand Cdn.\$) Corrugated container board 1,300; newsprint 622; sheet and strip steel 577; mining and quarrying machinery 410; medicinal and pharmaceutical products 309; aluminum shapes 307.

Total Exports: 1971 - U.S.\$114 million; 1970 - U.S.\$106 million.

Chief Exports: (1971 percent) Bananas 55; petroleum products 22; shrimp 10.5; sugar 5.5; meat and meat products 1.1.

Chief Markets: (1971 percent) United States 48.6; West Germany 17.7; Netherlands 5.6; Mexico 5.2; Italy 3.1; Canada 3.1.

Value of Canadian Purchases: 1972 - Cdn.\$3.7 million; 1971 - Cdn.\$5.5 million.

Chief Canadian Purchases: (1972 - thousand Cdn.\$) Bananas and plantain 2,381; fuel oil 555; orange juice concentrates 306; coffee green 210.

Prices: Quotations should be in U.S.\$ 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 duties.

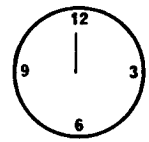
Credit Terms: Ordinary terms are sight draft or 30 days' sight draft attached to documents, but in some lines, 60, 90 or 120 days' credit is given.

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.

Trade Agreements: Exchange of most-favoured-nation treatment with Canada. Under a tripartite arrangement with Costa Rica and Nicaragua, certain goods traded between these countries enjoy free trade or preferential treatment.

Peru

If Noon E.S.T.



Noon (Lima)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Latin America Commercial Secretary
Division, Canadian Embassy
Western or Casilla 1212
Hemisphere Bureau, Lima, Peru
Ottawa, Ontario
K1A 0H5

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

Area: 506,000 square miles.

Population: 14.8 million.

Climate: Dry and moderate on coast, cool in mountains, tropical in jungle.

Language: Spanish; sales literature in Spanish important.

Weights and Measures: Metric system.

Currency: Sol; one sol equals Cdn.\$0.232 (Nov/1974).

Capital: Lima.

Marketing Centres: Lima including Callao (population '000) 3,100; Arequipa 300; Trujillo 200; Iquitos 100.

Chief Ports: Callao, Mollendo, Matarani, Salaverry, Paita, Chimbote, Iquitos (Atlantic via Amazon River).

Households: The number of private residential dwellings is approximately 2.9 million.

Income: National income is approximately U.S.\$6 billion with a per capita income of \$433.

Radio and Television: In 1972 there were 900,000 households with radios and 280,000 with television sets. Radio and television (625 lines American standard) broadcasting is controlled (51%) by the Government.

Motor Vehicles: In 1972 there were approximately 250,000 passenger vehicles, 139,000 commercial and 40,000 motorcycles and scooters.

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. The average cost to domestic consumers in 1972 is 2½ cents per kwh. National capacity in 1972 was 1.75 million kw. Changes in the distribution system are proposed.

Coal: Production in 1972 was 13,750 metric tons of clean anthracite and 174,260 metric tons of raw bituminous; 13,700 metric tons of coke and semi-coke were imported.

Gas: Production of liquefied gas in 1972 was 290,250 barrels of propane, 2,500 barrels of butane and 7,200 barrels of hexane. Natural gas is used only in the oilfields. Distribution is by ocean tanker and tank truck to main centers where it is bottled for delivery to customers. Annual consumption in Lima is 25 million pounds. The price of LPG is Cdn.\$7.00 per 100 pounds.

Oil: All refined products are available. Production of petroleum was approximately 25 million barrels in 1972. Reserves are sufficient for 60 years.

Screw Thread: North American SAE in 95% of cases, otherwise metric.

Total Imports: 1972 — U.S.\$796.6 million. 1971 — U.S.\$752.6 million.

Chief Imports: (1972 percent) Primary food products 26; machinery and domestic equipment 42; processed foods, pharmaceuticals 5.

Chief Suppliers: (1972 percent) U.S.A. 35; West Germany 15; Japan 9.6; Argentina 3.4; Britain 5.5; Italy 7.9; Canada 5.1; Netherlands 3.2.

Value of Imports from Canada: 1973 — Cdn.\$50.5 million; 1972 — Cdn.\$59.6 million.

Chief Imports from Canada: Wheat, newsprint, steel, asbestos, aluminum, aircraft.

Total Exports: 1972 — U.S.\$944.4 million, 1971 — U.S.\$892.7 million.

Chief Exports: (1972 percent) Marine products 30; copper 20; sugar 8; zinc, iron, silver 21.

Chief Markets: (1972 percent) U.S.A. 32; Japan 14; Netherlands 7; China 5.

Total Canadian Purchases: 1973 — Cdn.\$18.9 million; 1972 — Cdn.\$9.2 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Metal ores and scrap 9.9; copper 4.6; coffee 2.4.

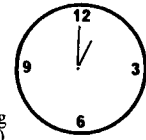
Chief Suppliers: (1972 percent) United States 35; West Germany 15; Japan 9.6; Argentina 3.4; Britain 5.5; Italy 7.9; Canada 5.1; Netherlands 3.2.

Value of Imports from Canada: 1972 – Cdn.\$9.3 million; 1971 – Cdn.\$3.5 million.

Trade Agreements: Exchange of most-favoured-nation treatment with Canada.

Philippines

If Noon E.S.T.



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

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Pacific Division,

Pacific, Asia and

Africa Bureau,

Ottawa, Ontario

K1A 0H5

Commercial Division

Canadian Embassy

or P.O. Box 971

Makati, Rizal

Philippines

Personal Requirements for Canadians: Visa: Required. Inoculation: Smallpox, cholera.

Area: 115,739 square miles, including 7,000 islands.

Population: (1970 estimate) 36.7 million increasing by about 1 million per year.

Climate: Mildly tropical, with the following mean temperatures: December to February 21.1°C; March to July 32.2°C; July to November 26.6°C.

Language: Filipino is the national language; English and Spanish are also official languages.

Weights and Measures: English and metric systems. U.S. engineering standards generally used.

Currency: Philippine peso; one peso equals Cdn.\$1.410 (Nov/1974).

Capital: Quezon City.

Marketing Centres: (1970 census) Manila and suburbs 1.3 million; Cebu City 347,000; Davao City 323,000; Iloilo City 210,000; Basilan 144,000.

Chief Ports: Manila, Cebu, Iloilo, Davao, Legaspi.

Households: 5.3 million households.

Income: GNP at current prices (1973) U.S.\$10,679 million; per capita GNP (1973) \$267.

Radio and Television: 1971 — 421,000 television sets and 1,520,000 radio receivers (TV has 525 lines per picture as in Canada). Radio and television broadcasting stations are privately owned.

Motor Vehicles: 1970 — 279,200 passenger cars and 179,400 commercial vehicles in use.

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 usually 110/220 volts, single- and three-phase. Total installed capacity in 1969 was 2.036 million kw. made up of 547 thousand kw. from hydro and balance from thermal plants. Power is produced both by private companies under the jurisdiction of the Public Service Commission and the National Power Corporation. The largest of the privately owned utilities is Meralco. It operates in an area of 915 square miles on the island of Luzon, including greater Manila.

Coal: Soft bituminous coal is mined locally. Production has been declining in recent years with production of 40,000 metric tons in 1971 (average annual production 1962-66 was 121,000 metric tons).

Gas: Manufactured gas and LPG are available. LPG is growing in popularity.

Oil: Oil is imported and refining capacity in 1970 was 9,550 thousand metric tons.

Screw Thread: Right hand, metric and North American SAE predominate.

Economy: Mainly agricultural. Considerable strength in mining, construction and output of food crops (despite some set-backs due to bad weather). Manufacturing output increased 7.3 percent in 1972 compared to 1971 with a trend to more intermediate processing, especially textiles, concrete products, glassware, electrical machinery and related products. Adopted in 1967, the Investment Incentives Law encourages investments in certain preferred and pioneering industries. Government economic program includes creation of a National Economic Development Authority.

Foreign Exchange and Import Controls: Foreign exchange is available at the prevailing rate subject to Central Bank regulations. All imports must be covered by letters of credit except transactions below U.S.\$100. Import control is exerted through the Central Bank regulating the terms and conditions under which letters of credit may be granted. Import controls, documentation, customs tariffs, marking and labelling: consult the Pacific Division, Pacific, Asia and Africa Bureau, Department of Industry, Trade and Commerce, Ottawa.

Total Imports: 1973 — U.S.\$1,596 million.

Chief Imports: (1971 — million U.S.\$) Non-electric machinery 255.1; base metals 90.7; mineral fuels and lubricants 141.2; transport equipment 122.2.

Chief Suppliers: (1971 — million U.S.\$) Japan 359.1; U.S.A. 340; German Federal Republic 87.7; Australia 47.1; United Kingdom 66.8.

Value of Imports from Canada: 1973 – Cdn.\$26 million.

Chief Imports from Canada: (1973 – million Cdn.\$)
Wheat 12.1; wood pulp 1.3; trucks and chassis 1.9;
telephone apparatus, equipment and parts 1.9.

Total Exports: 1973 – U.S.\$1,837 million.

Chief Exports: (1971 – million U.S.\$) Logs and lumber
225.9; sugar 212.3; copper concentrates 185.9;
coconut oil 103.5; copra 114; canned pineapple
19.7; plywood 16.4; desiccated coconut 20.7.

Chief Markets: (1971 – million U.S.\$) U.S.A. 452.7; Ja-
pan 391.4; Netherlands 76.9; Federal Republic of
Germany 32.2.

Value of Canadian Purchases: 1972 – Cdn.\$11.9 mil-
lion.

Chief Canadian Purchases: (1973 – million Cdn.\$)
Mahogany and plywood 2.9, canned pineapple
2.1, coconut oil 1.9, desiccated coconut 1.8, pineap-
ple juice 0.8.

Prices: Quote in U.S. dollars; c.i.f. Manila or other ports.

Credit Terms: L/c compulsory or financing approval
by central bank.

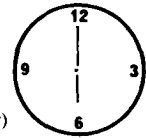
Standards: All foreign standards (such as BSA, CSA,
VL and Japan Industrial Standards Association)
for electrical appliances. Oil and gas stoves, fur-
naces and general machinery are acceptable pro-
vided they are compatible with United States stan-
dards. The radio approval organization is: Radio
Control Office, Department of Public Works and
Communications, Bureau of Posts Building,
Manila.

Samples: Unsaleable samples or those of no apprecia-
ble commercial value are exempt from import
duties.

Trade Agreements: Canada and the Philippines signed
a trade agreement in August 1972. Philippines gen-
eral customs tariff accords most-favoured-nation
treatment. A reciprocal trade agreement under
which duties on U.S. goods are 90 percent of the
MFN rate expired on July 4, 1974.

Poland

If Noon E.S.T.



6:00 p.m. (Warsaw)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Eastern Europe Division,
European Bureau, or
Ottawa, Ontario
K1A 0H5
First Secretary (Commercial)
Canadian Embassy
Ulica Matejki 1/5
Warsaw, Poland

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

Area: 120,733 square miles.

Population: 33 million.

Climate: Temperate.

Language: Polish; sales literature: Polish, English, German and Russian.

Weights and Measures: Metric system.

Currency: Zloty; 1 zloty equals Cdn.\$0.494 (Nov/1974).

Capital: Warsaw.

Marketing Centres: (population) Warsaw 1,300,000; Lodz 800,000; Krakow 600,000; Wroclaw 525,000; Poznan 470,000; Katowice 300,000.

Chief Ports: Gdansk, Dgdynia, Szczecin.

Households: 8,295,000 households (1970).

Income: (1971) GNP – U.S.\$46.7 billion; GNP/capita – U.S.\$1,427.

Radio and Television: State-owned; radios: 6 million; TV: 5 million; channels: two.

Motor Vehicles: Trucks 325 thousand; automobiles 850 thousand; buses 45 thousand; motorcycles and scooters 1.9 million.

Water Supply: Chlorinated, rather hard.

Electricity: 220 volts (ground optional); 380 volts (fourth wire ground). Production: 76.5 billion kwh. (1972).

Coal: Types available: anthracite and lignite. Production: 104 million tons (anthracite) 1973; 25 million tons (lignite) 1973; import: 1,165 thousand tons 1973; export: 35,857 thousand tons 1973.

Gas: Production: coke gas – 6,104 million cubic meters (1972); earth gas – 5,823 cubic meters (1972). Imports: 1,500 million cubic meters (1972).

Oil: Production: 347 thousand tons (1972). Imports: 9,703 thousand tons (1972).

Screw Thread: Standard metric.

Economy: Important sectors – agriculture, transport equipment, chemical, basic metals, engineering, textiles. Rate of growth: 11%.

Foreign Exchange and Import Controls: Foreign exchange allotted by Ministry of Foreign Trade and Bank Handlowy. Licenses: not applicable.

Total Imports: U.S.\$7,857 million.

Chief Imports: Rolling mill products, oil, machine tools, oil seeds, cotton.

Chief Suppliers: U.S.S.R., Czechoslovakia, East Germany, U.S.A., West Germany, France, Italy.

Value of Imports from Canada: 1973 – Cdn.\$45 million.

Chief Imports from Canada: (million Cdn.\$) Barley 16: durum wheat 17: cattle hides 5.4.

Total Exports: U.S.\$6,428 million.

Chief Exports: Coal, ships, textile products, rolling mill products.

Chief Markets: U.S.S.R., Czechoslovakia, East Germany, U.S.A., West Germany, France, Italy.

Value of Canadian Purchases: 1973 – Cdn.\$29.7 million.

Chief Canadian Purchases: Woven fabrics 2.7; clothing 2.5; bicycles 2; furskins 1.8.

Prices: Quote Canadian or U.S. dollars, f.o.b. or c.i.f.

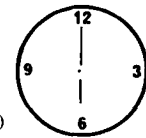
Samples: Duty free in small quantities if of no commercial value.

Taxes: Covered by importing Foreign Trade Corporation.

Trade Agreements: Under Canada-Poland Convention of Commerce (1935) both countries exchange most-favoured-nation treatment. Poland has been a member of the GATT since 1967.

Portugal

If Noon E.S.T.



6:00 p.m. (Lisbon)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce
Western Europe Commercial Counsellor
Division, Canadian Embassy
European Bureau, or Rua Rosa, Araujo 2-7°
Ottawa, Ontario Lisbon, Portugal
K1A 0H5

Personal Requirements for Canadians: Visa: Not required for Continental Portugal. Inoculation: Smallpox required.

Area: Continental Portugal 56,867 square miles (includes Madeira and the Azores).

Population: (1971) 8.6 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.

Weights and Measures: Metric system.

Currency: Escudo; one escudo equals Cdn.\$0.400 (Nov/1974).

Capital: Lisbon.

Marketing Centres: Lisbon (population) about 1 million; Porto 320,000; Coimbra 110,036; Braga 94,509; Matozinhos 90,554; Leiria 83,164.

Chief Ports: Lisbon, Leixoes/Porto, Setúbal, Funchal (Madeira), Ponta Delgada (Azores).

Households: (1971) 2.3 million families; 2.1 million private residential dwellings; 150,000 families live in multiple dwellings.

Income: (1971) National Cdn.\$5,238 million. (GNP Cdn.\$6,218 million.) Per capita Cdn.\$630; overall average hourly wage is 65 to 80 cents Cdn.

Radio and Television: (1972) Apart from the National Broadcasting System, three commercial radio stations operate from Lisbon and three from Porto. There are also small stations in a few provincial towns. The TV system is privately operated although one-third of the capital comes from the State. There are nearly 1.5 million radios and 500,000 TV receivers.

Motor Vehicles: (1971) 584,000 passenger vehicles, 159,127 commercial, 41,290 agricultural tractors, 62,981 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: (1972) Consumption was 1.1 million metric tons; production of coal was 251,704 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, byproducts of the oil refineries, are sold in bottles.

Oil: (1972) A range of petroleum products are produced including both 85 and 98 octane gasoline. A new refinery with a capacity of 6 million tons of refined products is under construction in the north, near Porto. Another is planned near Setúbal, with a capacity of ten million tons of refined products, and a petrochemical complex will be built at Sines. Present production (in thousands of metric tons): gasoline 557; fuel oil 1,905; jet fuel 119; turbo fuel 132; diesel oil 942; kerosene 154; others 552.

Screw Thread: Metric, Whitworth.

Economy: Agriculture, forestry, mining, fishing, wine, textiles, edible oils, soap, cement and building material production, timber and forest based.

Foreign Exchange and Import Controls: Exchange permits are required but these are normally granted for most products.

Total Imports: 1971 — Cdn.\$2,411 million; 1972 — Cdn.\$2,791 million.

Chief Imports: (1972 percent) Machinery and equipment, electric apparatus 20.7; textile raw materials and finished products 13.9; transport equipment 12.9; metals and metal products 8.2; mineral products 7.6; industrial chemicals and their products 7.4; vegetable products 7.1; livestock and other ani-

mal products 4.7; food products, liquor and tobacco 3.9; raw plastics, artificial resins, rubber 3.7.

Chief Suppliers: (1972 percent) EEC 31.1; EFTA countries 23.9; Portuguese Overseas Provinces 11; United States 8.7; Japan 2.9; Canada 1.8.

Value of Imports from Canada: 1973 – Cdn.\$19.3 million.

Chief Imports from Canada: (1973 million Cdn.\$) Rolling stock (railway) 6.3; copper shaper 4.7; raw hides 1.6; asbestos 0.8.

Total Exports: 1971 – Cdn.\$1,391 million; 1972 – Cdn.\$1,621 million.

Chief Exports: (1972 percent) Textile raw materials, finished products, ropes, binder twine 28; food products, wines, sardines, tomato paste 14.6; metals, metal products, machinery and electric material 10.7; lumber, cork, finished products 9; pulp and paper 6; chemical products and fertilizers 6; jewellery, precious metals 6.

Chief Markets: (1972 percent) EFTA countries 40.5; EEC countries 20.4; United States 14.6; Portuguese Overseas Provinces 14.5.

Prices: Quote preferably in Escudos c.i.f.

Credit Terms: Irrevocable letter of credit, sight; 90 days common, 180 days infrequent.

Standards: There are no official regulations for gas.

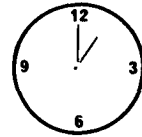
Samples: May be admitted subject to lodging of a depositor bond equal to amount of duty payable – may also be admitted under an A.T.A. carnet.

Taxes: 9.8% turnover tax.

Trade Agreements: Most-favoured-nation agreement with Canada. Portugal is a member of EFTA and GATT and has bilateral agreements with many countries; Portugal has a "Special Relations Agreement" with the EEC.

Puerto Rico

If Noon E.S.T.



1:00 p.m.
(San Juan)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Latin America Consul and Trade
Division, Commissioner
Western or Canadian Consulate
Hemisphere Bureau, 1606 Pan Am Building
Ottawa, Ontario Hato Rey,
K1A 0H5 Puerto Rico 00917

Personal Requirements for Canadians: Visa: Canadian businessmen coming from Canada need only show proof of citizenship. However, for those Canadian businessmen arriving in San Juan from other areas of the Caribbean or South America, a valid passport is required. Inoculation: An International Certificate of vaccination against smallpox is required.

Area: 3,435 square miles.

Population: Approximately 2.8 million.

Climate: Subtropical. Rainy season from June to October.

Official Language: Spanish and English. Although Spanish is the predominant language, a large part of the urban business community speak English.

Weights and Measures: As in the U.S.

Currency: U.S. dollar.

Marketing Centres: San Juan (capital) 1,000,000; Ponce 160,000; Mayaguez 92,000; Arecibo 72,000.

Chief Ports: San Juan, Ponce, Mayaguez.

Income: GNP U.S.\$5.82 billion (1972); GNP per capita U.S.\$2,080 (1972).

Motor Vehicles: Passenger cars 568,900; commercial vehicles 125,300.

Water Supply: Safe to drink.

Electricity: The prevailing electrical distribution system is 115-230 volts, 3-phase, a.c. at 60 cycles. Voltage for domestic consumers is 115 volts.

Screw Thread: Metric, Whitworth, North American SAE. Both left and right hand thread used.

Economy: Over the past ten years, Puerto Rico has progressed from a predominantly agricultural into a manufacturing country. There are now several large petrochemical complexes, and many light industries. Tourism has become a major industry. Rate of growth: in 1972-73 fiscal year, growth in national income was a current 12.5 percent.

Foreign Exchange and Import Controls: Puerto Rico is part of the customs territory of the United States. As such, the U.S. tariff schedule would apply to imports into Puerto Rico from all sources other than the U.S. Certain internal taxes apply to goods from all sources.

Total Imports: 1972 — U.S.\$3,118 million.

Chief Imports: (1970 — million U.S.\$) Intermediate goods and raw materials 1,362; consumer non-durables 622; capital goods 304; consumer durables 268.

Chief Suppliers: In 1972, 73.4% of imports came from the U.S.

Value of Imports from Canada: (1973) — Cdn.\$52.9 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Passenger automobiles and chassis 11.3; softwood lumber 10.1; fish, preserved, except canned 5.4; newsprint 5.1; trucks, truck tractors and chassis 3.9.

Total Exports: (1972 — U.S.\$) 1,965 million.

Chief Exports: Textiles, electrical equipment, plastics, chemicals, mineral products, dairy and livestock products, and sugar.

Chief Markets: In 1972, 88.6% of Puerto Rican exports went to the U.S.

Total Canadian Purchases: 1973 — Cdn.\$14.5 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Petroleum products 3.8; pants, mens and boys, cotton 2.6; medical and surgical supplies 1.7; cortical hormones 1.2.

Prices: It is imperative that Canadian firms quote on a U.S. duty paid basis. c.i.f. San Juan duty paid prices are the best method of quoting and produce the quickest response. However, an f.o.b. New York or some other U.S. city will suffice. The f.o.b. factory value should be shown for customs appraisal purposes.

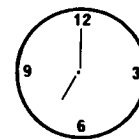
Credit Terms: The payment performance of most of the established Puerto Rican importers is good. Strong competition from U.S. suppliers makes terms of from 30 to 90 days common on good accounts.

Samples: Samples are generally liable for import duty, but may be admitted free if their value is not more than U.S.\$1.00 or if they have been marked, torn or otherwise treated so that they are unsuitable

for sale or for use other than as samples. However, there are facilities for the temporary importation of samples duty-free, either under bond or with a customs carnet.

Romania

If Noon E.S.T.



7:00 p.m.
(Bucharest)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 – 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

Luegerring 10

1010 Vienna, Austria

Personal Requirements for Canadians: Visa: Required. Inoculation: Required if arriving from infected countries.

Area: 91,671 square miles.

Climate: Continental – average summer temperature 21°C, sometimes over 32°C; average winter temperature –2°C.

Population: 1973 – 20.9 million.

Language: Romanian. Western languages French, German or English in descending order of frequency.

Weights and Measures: Metric.

Currency: Leu (plural lei) divided into 100 bani. One leu equals Cdn.\$2.014 (Nov/1974).

Capital: Bucharest.

Marketing Centres: Bucharest 1,600,000; Constanta 243,000; Ploiesti 221,000; Timisoara 210,000; Iasi 210,000; Cluj 205,000.

Chief Ports: Constanta on the Black Sea; Galati, Tulcea, and Braila on the Danube.

Income: 1973 – per capita income U.S.\$1,630; 1973 – GNP U.S.\$34.1 billion.

Water Supply: Safe to drink.

Electricity: Voltage 110-115, 50 cycles a.c. Recent tendency to standardize at 220 volts for most new buildings. Sockets are 2-pin round continental type. Production 1972: 43,439 million kwh.

Coal: Type: for 1976-80 about 82% of production will be lignite. Production: approximately 25 million tons annually.

Gas: Small quantities of natural gas are exported, and natural gas provides about one-half of energy requirements. Production: 1972 – 5,400 million cu. m.

Oil: Production: 1973 – 14.3 million metric tons; import: 4.2 million metric tons (1973).

Screw Thread: Metric.

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 and International Co-operation and the state trading organizations. Important sector: 1973 crude steel production 8.2 million metric tons. Priority sectors are chemicals, machine-building and metallurgy.

Foreign Exchange and Import Controls: All banking operations with foreign countries are 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 license which is obtained by the importer, the State foreign trade enterprise.

Total Imports: 1973 – Cdn.\$3.505 billion.

Chief Imports: (1973 – Cdn.\$ million) Machinery and equipment 1,479.1; chemicals, fertilizers and rubber 224.3; industrial consumer goods 164.7; fuels, mineral raw materials and metals 970.9; building materials and fittings 38.5; vegetable and animal raw materials 424.1; live animals 7; raw materials for foodstuff production 115.7; foodstuffs 80.6.

Chief Supplier: U.S.S.R.

Value of Imports from Canada: 1973 – Cdn.\$12.7 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Asbestos 4; rye 3.7; wood pulp 2; cattle hides 1.9; coke 0.4; textile industry machinery/parts 0.3

Total Exports: U.S.\$3,738 billion.

Chief Exports: (1973 – million U.S.\$) Machinery and equipment 912.1; chemicals, fertilizers and rubber 272.9; industrial consumer goods 702.4; fuels, mineral raw materials and metals 646.7; building materials and fittings 123.4; vegetable and animal raw materials 302.8; live animals 0.2; raw materials for foodstuff production 269.1; foodstuffs 508.4.

Chief Markets: U.S.S.R., West Germany, East Germany, Italy, Czechoslovakia.

Total Canadian Purchases: 1973 – Cdn.\$14.9 million.

Chief Canadian Purchases: (1973 — million Cdn.\$)
Clothing 4.3; boots and shoes 1.7; furniture 1.3;
tractors 1.1; towels, sheets, pillowcases 0.9; woven
fabrics 0.9; bicycles 0.3.

Prices: Preferable to quote in U.S. dollars both f.o.b.
and c.i.f. unless otherwise specified.

Credit Terms: As arranged.

Standards: The State foreign trade enterprise import-
ing 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.

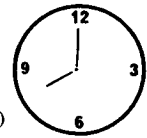
Samples: Romania is a party to the International Con-
vention on the import of publicity material and
samples, which are normally admitted free of
import duty.

Taxes: Romania provides for the establishment of joint
companies. The rate of profit tax is 30%, with provi-
sion for exemption or reduction during the first
three years.

Trade Agreements: Canada-Romania Trade Agree-
ment in effect; includes exchange of most-
favoured-nation treatment. Romania is a member
of the GATT. Canada grants Romania beneficiary
status under General Preferential Tariff in favour
of developing countries.

Saudi Arabia

If Noon E.S.T.



8:00 p.m. (Riyadh)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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 5050
Jedda, Saudi Arabia

Personal Requirements for Canadians: Visa: Entry visa (obtainable at the Saudi Arabian Embassy in Washington or at the U.N.) and exit visas are required. A visiting businessman must be invited. Inoculation: Information not available.

Area: Approximately 900,000 square miles.

Population: 5-7 million – no official census ever published. Half the population is nomadic or semi-nomadic. Of the remainder, 30% are urban dwellers and 20% settled cultivators.

Climate: The coastal areas, east and west, are humid year-round. Summer temperatures rarely exceed 38°C, with winter temperatures being somewhat cooler. Inland, the climate is continental – very dry with a wide temperature range (up to 49°C in summer and occasionally approaching freezing in winter).

Language: Arabic official language; English widely understood in main towns.

Weights and Measures: Metric system.

Currency: Saudi riyal is subdivided into 20 piastres and into 100 halalahs. One riyal equals Cdn.\$2825 (Nov/1974).

Capital: Riyadh.

Marketing Centres: Jeddah (est. population 300,000), Riyadh (350,000), Mecca (250,000), Madina (100,000), Dammam (60,000), Al Khobar (60,000).

Chief Ports: Dammam (Arabian Gulf), Rasitanura (Arabian Gulf – petroleum tankers), Jeddah (Red Sea), Yanbo (Red Sea – secondary port), Jizzan (Red Sea – secondary port).

Income: 1972 per capita GNP was approximately U.S.\$750.

Electricity: In some areas, electricity supplied at 100 or 120 volts, 60 cycles a.c., but in others the 220 volts, 50 cycle system is also used. Power generated in 1970 was 709.785 Mwh.; total capacity at year end was 244.2 mil.

Gas: 1971 estimated reserves 51 billion cubic feet of dissolved, associated and non-associated gases. LPG production for 1971 was 18 million barrels.

Oil: Estimates of reserves range from 100 to 150 billion

billion barrels. In the first six months of 1973, production was 1.357 billion barrels (16% of world production). Only a very small part of this production is refined locally. Estimated production target is 9 million barrels a day.

Economy: Based primarily on oil, which accounted for 90% of government revenues in 1972 and approximately 65% of GNP. Anticipated oil revenue in 1974 was U.S.\$21 billion. Agriculture and animal husbandry employ the bulk of the population but account for only 10% of GNP. Other than the petrochemical industry, industrial development has been very small with operations employing less than 5 workers. The 1971-75 National Development Plan has established specific priorities for the expansion of the construction, manufacturing, trade and service sectors. Expenditures of SR41.3 billion (U.S.\$11.6 billion) were anticipated in those areas for the duration of the Plan.

Foreign Exchange and Import Controls: No currency restriction and the Saudi riyal is freely convertible. Imports of products containing alcohol (even as a preservative), and licentious literature and photography are prohibited.

Total Imports: 1971 – SR3,667 million (Cdn.\$1,010 million). Estimate for 1974 – Cdn.\$3,000 million.

Chief Imports: (1971 percent) Foodstuffs 33; vehicles, machinery (all types), construction materials.

Chief Suppliers: (1971 percent) Western Europe 33.2 (U.K. 8.9; Germany 7.9); U.S.A. 16.7; Lebanon 12.9; Japan 11.3.

Value of Imports from Canada: 1973 – Cdn.\$13.1 million; 1972 – Cdn.\$6.7 million.

Chief Imports from Canada: Wheat, cars, engines, paper products, a variety of technical equipment, tools and machinery.

Total Exports: 1971 – SR17,303 million (Cdn.\$4,750 million). Estimate for 1974 (Cdn.\$15,000 million).

Chief Exports: Crude oil and petroleum products.

Chief Markets: (1971 percent) Common Market 52.8 (Netherlands 11.9; Italy 11.2; France 9.3), Japan 15.4.

Value of Canadian Purchases: 1973 – Cdn.\$60.4 million; 1972 – Cdn.\$54.6 million.

Chief Canadian Purchases: Crude oil.

Prices: Quote in U.S. dollars c.&.f. or c.i.f.

Credit Terms: Irrevocable letter of credit – 180 days.

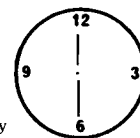
Samples: Dutiable only if of commercial value. Prior permission must be obtained from the Director-General of Customs, Jeddah. When samples are dutiable, a deposit or bank guarantee, equal to the duty at the time of import is required and a

refund is made if the goods are re-exported within 12 months. If samples are sold, neither deposit nor guarantee will be refunded.

Taxes: As of September 1973, a new Royal Decree modified the 1968 customs law to give duty free entrance to machinery and equipment for agriculture. Also exempted are road, port and airport construction materials, medicines, hygiene equipment, books and audiovisual aids. The duty on spare parts for vehicles, tires and automotive repair equipment was reduced to 5%. A standard ad valorem tariff (based on the Brussels Nomenclature) of 10% applies to all other goods not produced in Saudi Arabia and 20% if competing with locally produced goods.

Singapore

If Noon E.S.T.



12:30 a.m. next day
(Singapore)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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 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: 225 square miles.

Population: 2.19 million (1973), growing at an annual rate of 1.8 percent.

Climate: Equatorial; uniformly high average daily temperatures and relatively high humidity; majority of precipitation November to January. Annual rainfall is about 95 inches.

Language: English, Malay, Chinese and Tamil; English most widely used and common in government and business circles.

Weights and Measures: Imperial standard and metric system. Singapore's public sector to be metric by 1975. Import documentation to be denoted in metric units.

Currency: Singapore dollar; Singapore dollar equals Cdn.\$4182 (Nov/1974).

Capital and Chief Port: Singapore.

Income: GNP for 1973, at market prices, was U.S.\$4,071 million; per capita GNP was U.S.\$1,863, the second highest in Asia next to Japan.

Radio and Television: In 1972, there were 251,035 radio receivers and 168,833 television receivers. The televisions operate on the 625 line system.

Motor Vehicles: 176,423 motor cars; 2,936 buses; 41,805 trucks and vans (1972).

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. 1972 production of 3,143.6 million kwh. Capacity at end of 1972 was 704 Mw.

Coal: Reserves and production of coal are nil.

Gas: Gas produced by 7 catalytic reformers. Some bottling for domestic use. 1972 output of 320.9 million kwh.

Oil: Reserves and production of crude oil are nil. Refinery industry and domestic energy consumption

depends exclusively on imported oil. Domestic refining capacity of 0.118 million tons per day.

Screw Thread: Metric and right hand Whitworth.

Economy: Singapore is a free port, with the economy largely based on entrepôt trade. The government is currently drawing up a 10 year plan aimed at sustaining economic growth at 15 percent per year. Emphasis is being placed on export-oriented, high technology, enterprises. Foreign investment is being actively sought.

Foreign Exchange and Import Controls: Exchange control is nominal and does not affect payment for imports. Import of most goods are free under an open general licensing system. Special licensing required for certain goods for security and health reasons depending on the commodity and country of origin.

Total Imports: 1973 — Singapore \$12,513 million; 1972 — Singapore \$9,538 million.

Chief Imports: Crude rubber, petroleum products, machinery, transport vehicles, foodstuffs. Entrepôt commodities: crude rubber, timber, spices, coffee, vegetable oils, petroleum, textiles, machinery, chemicals.

Chief Suppliers: (1973 percent) Japan 18.3; Malaysia 16.3; U.S.A. 15.1; United Kingdom 5.5; China (PRC) 4.6.

Value of Imports from Canada: 1973 — Cdn.\$16.1 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Newsprint paper 2; potassium chloride 1.9; zinc products 1.8.

Total Exports: 1973 — Singapore \$8,907 million; 1972 — Singapore \$6,149 million.

Chief Exports: (Domestic products) Mineral fuels, office machines, electric machinery and apparatus, clothing, telecom apparatus, wood products, chemicals, rubber.

Chief Markets: (1973 percent) Malaysia 18.1; U.S.A. 17; Japan 8; United Kingdom 6.2; Hong Kong 5.5.

Value of Canadian Purchases: 1973 – Cdn.\$41.1 million; 1972 – Cdn.\$25.6 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Rubber 18.3; civil aircraft 4.1; transistor receiving sets 1.9; mahogany plywood 1.9.

Prices: Quote Singapore or Canadian dollars, preferably c.i.f.

Credit Terms: Varies according to commodity and status of business partner.

Standards: Imported radio receiving and transmitting equipment and other communications equipment require endorsement of the Telecommunication

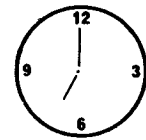
Authority. Electrical imports must be examined by the Public Utilities Board (PUB) engineers before such items can be installed in government houses.

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.

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).

South Africa

If Noon E.S.T.



7:00 p.m.
(Cape Town)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Africa and Middle

East Division,

Pacific, Asia and or

Africa Bureau,

Ottawa, Ontario

K1A 0H5

Canadian Government

Trade Commissioner

P.O. Box 61619

Marshalltown

Johannesburg

2107 South Africa

or

Canadian Government

Trade Commissioner

P.O. Box 683

8001 Cape Town

South Africa

Personal Requirements for Canadians: Visa: Not required.

Inoculations: Smallpox; yellow fever

(if you stop in yellow fever zone).

Area: 471,445 square miles.

Population: 1973 — 23 million.

Climate: Varies from temperate to subtropical, some areas are semi-arid.

Language: English and Afrikaans.

Weights and Measures: Metric system being implemented. Approximately 95% consumer goods and public authorities changed by end of 1973 and 75% of industry sector by end of 1975.

Currency: Rand. 1 rand equals Cdn.\$1.4126 (Nov/1974).

Capital: Pretoria (administrative); Cape Town (legislative); Bloemfontein (judicial).

Marketing Centres: Johannesburg (metropolitan population) 1.5 million; Cape Town 1.1 million; Durban 850,000; Pretoria 600,000.

Chief Ports: Durban, Cape Town, Port Elizabeth, East London; Lourenco Marques in Mozambique acts as a port of entry and exit for much of the heavy traffic to and from the industrial area and the northern section of the Transvaal province.

Income: Disposable Personal Income — U.S.\$18,127 million (1973). GNP: U.S.\$27,013 million. GNP/capita: U.S.\$1,106.

Radio and Television: 1967 — 1,588,739 radios. The Government owns all broadcasting facilities. TV service will begin in 1976.

Motor Vehicles: 1970 — 1,653,000 automobiles; 34,000 buses; 428,000 commercial vehicles; 132,000 motorcycles.

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.

Coal: 1972 Production: Bituminous coal — 55.4 million metric tons, 545,000 tons exported. Anthracite coal — 1.3 million metric tons, 698,000 tons exported.

Gas: 1972 Production: Gasoline — 5 million kiloliters (inland price R8.56 per BBL). LPG — 213,846 kiloliters (inland price R8.61 per BBL). 1972 production figures equal consumption.

Economy: GNP is made up mainly by manufacturing 29%, services 26%, mining 12%, and agriculture 10%. The major primary products are sugar, fruit, wool, wheat, peanuts, wattle, maize, hides and skins, timber and fish. Major mining output includes gold, diamonds, platinum and uranium.

Foreign Exchange and Import Controls: There is no restriction on payments and transfers for current international transactions. However, loan transfers require specific exchange control approval. Outside transfers of capital by residents to destinations outside the Rand area are not usually permitted. There are four broad categories of imports: goods which may be imported without an import permit; goods which may be imported only under permit but subject to automatic licensing; goods which may be imported only under permit and for which global quotas are determined; goods which may be imported only under permit and for which specific permits are issued. Changes to the listings are made periodically.

Total Imports: 1973 — R4,220 million (Cdn.\$2,992 million).

Chief Imports: (1973 — millions of rands) Capital goods 1,333, intermediate goods 968, consumer goods 493.

Chief Suppliers: (1972 percent) U.K. 21, U.S.A. 17, Japan 9, other EEC 25, Africa 5.

Value of Imports from Canada: 1973 – Cdn.\$59.2 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Motor vehicles and parts 8.4; non-metallic basic products 5.9; wood pulp 2.9; crude non-metallic minerals 2.7; lumber (softwood) 2.7.

Total Exports: 1973 – R5,000 million (Cdn.\$3,546 million).

Chief Exports: (1972 – millions of rands) Agricultural products (crude or semi-manufactured) 791; mining products (crude or semi-manufactured) 671; fabricated goods 401.

Chief Markets: (1972 percent) U.K. 26, Japan 13, other EEC 19, Africa 15, U.S.A. 7.

Total Canadian Purchases: 1973 – Cdn.\$86.8 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Raw sugar 52.5; ferrochrome 5.4.

Prices: Use of confirming houses in London done frequently. Prices should be quoted f.o.b. in rands, sterling or U.S. dollars.

Credit Terms: 90 days credit is the most usual term.

Standards: Approval of electrical appliances must be obtained from the South African Bureau of Standards, 377 Andries Street, Pretoria.

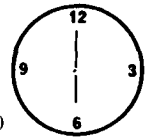
Samples: Entry on payment of a deposit equivalent to the duty. This deposit is refundable on export.

Taxes: Principal sources of taxes are income tax collections from the gold mining companies and receipts from services. Also revenues from customs, excise and sales duties and loan account receipts. Normal tax on companies is 40% of taxable income.

Trade Agreements: Canada-South Africa Preferential Agreement 1932 provides for preferences on a few items entering South Africa from Canada. Canada receives most-favoured-nation treatment on all other items. South Africa is a contracting party to GATT.

Spain

If Noon E.S.T.



6:00 p.m. (Madrid)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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
Apartado 117
Madrid, Spain

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

Area: 195,000 square miles.

Population: (1971) 34.1 million.

Climate: Cool and wet in north; dry in large central plateau surrounding Madrid; subtropical on Mediterranean.

Language: Spanish; sales literature in Spanish.

Weights and Measures: Metric system.

Currency: Peseta; one peseta equals Cdn.\$0.1738 (Nov/1974).

Capital: Madrid.

Marketing Centres: (population) Madrid 3.1 million; Barcelona 1.7 million; Valencia 650,000; Sevilla 550,000; Zaragoza 480,000; Bilbao 410,000; Malaga 370,000.

Chief Ports: On Mediterranean: Barcelona, Tarragona, Valencia, Castellon de la Plana, Alicante and Malaga. On Atlantic: Bilbao, Santander, La Coruña, Vigo, Cadiz and Huelva.

Households: (1971) There were over 8 million households with an average of 4 persons. Of this number 2.7% were in high income bracket, 13.4% in upper middle class, 40.6% lower middle class and 43.3% in low income bracket. Approximately 58% of the population is urban. In 1971, 317,894 housing units were completed.

Income: Per capita income at end of 1972 was Cdn. \$1,225. (1975: Cdn.\$2,000); GNP in 1971 was Cdn.\$35.2 billion. National minimum daily wage was established at 186 pesetas for 1973.

Radio and Television: In 1971, there were 780 radios and 300 TV receivers per 1,000 householders. Production of TV sets in 1972 totalled 787,707 units. There is a state-owned non-commercial radio network and several private stations. The Government owns TV broadcasting facilities (625 lines per picture). TV broadcasting in colour is expected to commence within the next 3 or 4 years.

Motor Vehicles: In 1971, there were 4.8 million motor vehicles registered of which 2.9 million were automobiles, 0.7 million commercial vehicles and 1.24

million motorcycles. (77 automobiles per 1,000 persons.)

Water Supply: Safe to drink in major cities. Hardness varies from place to place.

Electricity: 50 cycle a.c. 110 and 220 volts (depending on location, both available in Madrid) three-phase. No grounding cord required in electrical appliances. Power production in 1972 was 68,628 million kwh. (4,611 million was nuclear power). By 1980 production is expected to reach 172,300 million kwh. of which 20.6% will be hydraulic, 51.4% thermal and 28% nuclear. Per capita consumption in 1970 was 1,620 kwh. By 1980, this will rise to 4,130 kwh. One shift working gives average cost of kwh. (including taxes) for 1,900 hours a year; two-shift working kwh. (including taxes) for 4,300 hours a year; and three-shift working kwh. (including taxes) for 6,600 hours a year.

Coal: Bituminous anthracite and lignite available. Production of coal in 1972 was 14.12 million tons. Imports in 1972 totalled 3.04 million tons of coking coal. (Breakdown of coal production in 1972 was: coal 8.04 million tons; anthracite 3.02; and lignite 3.06.)

Gas: Manufactured natural gas and butane available. Liquid gas production in 1972 was 1.28 million tons. Over 10 million householders use butane gas in Spain.

Screw Thread: Metric right hand.

Oil: Gasoline consumption in 1972 was 116 liters per head. Gasoline production was of three types (1972): 65-85 octane 978,663 metric tons; 86-96 octane 2,522,180 metric tons; 97 and over 328,416 metric tons; total 3,829,259 metric tons.

Economy: Though still eminently an agricultural economy, Spain is fast becoming industrialized, particularly in steel, chemicals, plastics, electricity gas, refining, and shipbuilding sectors. Tourism is an important sector with over 34 million visitors in 1972.

Total Imports: 1972 — Cdn.\$6,607 million; 1971 — Cdn.\$4,970 million.

Chief Imports: (1972 percent) Manufactured products 56.1; raw materials 16.5; fuels 14.3; foodstuffs, beverages, tobacco 12.6; gold and coinage 0.5.

Chief Suppliers: (1972 percent) Whole W. Europe 51.9; Common Market 43.2; U.S.A. 16.2; LAFTA 6.5; E. Europe 2.3.

Value of Imports from Canada: 1973 — Cdn.\$64.5 million; 1972 — Cdn.\$55.1 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Asbestos 10.1; pulp 6.7; iron ore 6.4; raw hides 3.2; dairy cattle 2.2.

Total Exports: 1972 — Cdn.\$3,381 million; 1971 — Cdn.\$3,213 million.

Chief Exports: (1972 percent) Manufactured goods 65.6; foodstuffs, beverages, tobacco 27.5; fuels 3.5; raw materials and oils 3.4.

Chief Markets: (1972 percent) W. Europe 58.8; Common Market 35.4; S. America 27.5; U.S.A. 16.3.

Value of Canadian Purchases: 1973 — Cdn.\$61.5 million; 1972 — Cdn.\$50.7 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Footwear 5; olives 4.5; fabrics 4.2; tires 3.9; wines 3.7; apparel 2.7.

Prices: Quotations can be submitted in either U.S. or Canadian dollars but should be c.i.f. Spanish port.

Credit Terms: Sight, 30, 60, or 90 days. If at sight, the drawee must pay the bill on presentation or make a guarantee deposit with a bank to cover the necessary foreign currency.

Standards: Gas and electric appliances must meet local bylaws.

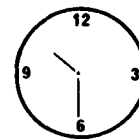
Samples: Samples of "no commercial value" are admitted duty-free, others are admitted under an A.T.A. carnet.

Taxes: "Home Compensation Tax" ranges from 5% to 15% depending on the product.

Trade Agreements: Exchange of most-favoured-nation treatment with Canada; bilateral agreements with many European countries; Spain has a "Preferential Tariff Agreement" with EEC.

Sri Lanka

If Noon E.S.T.



10:30 p.m.
(Colombo)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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 Division
Canadian High Commission
P.O. Box 1006
6 Gregory's Road
Cinnomon 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 and Asia.

Area: 25,332 square miles.

Population: 13.24 million (mid-1973) with annual growth rate of 2 percent. About 19% 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.

Weights and Measures: Imperial standard. Sri Lanka, however, is in process of switching over to the metric system.

Currency: Rupee; 1 rupee equals Cdn.\$1.497 (Nov/1974).

Capital: Colombo.

Marketing Centres: (Population 1971, '000) Colombo 564; Jaffna 107; Kandy 92; Galle 71; Negombo 56; Trincomalee 40.

Chief Ports: Colombo, Trincomalee, Galle.

Income: 1972 GNP was U.S.\$2,127 million, with per capita GNP of U.S.\$129.

Radio and Television: 400,000 radio sets.

Motor Vehicles: In 1971, there were 88,250 passenger vehicles and 33,700 commercial vehicles.

Water Supply: Water should be boiled and/or filtered before drinking.

Electricity: 230/240 volts, 50 cycles a.c. 1971 capacity of 233 Mw., with production of 849 million kwh.

Economy: Predominantly agricultural economy; however, 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.

Foreign Exchange and 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.

Total Imports: 1972 – U.S.\$381 million; 1971 – U.S.\$334 million.

Chief Imports: (1972 percent) Flour 10.9; machinery and equipment 9.7; sugar 9.1; transportation equipment 9; petroleum 9.

Chief Suppliers: (1972 percent) United Kingdom 17.1; U.S.A. 9.8; Japan 7.6; China (PRC) 6.4.

Value of Imports from Canada: 1973 – Cdn.\$4.4 million; 1972 – Cdn.\$6.7 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Wheat flour 2.986; asbestos .659.

Total Exports: 1972 – U.S.\$326 million; 1971 – U.S.\$327 million.

Chief Exports: (1972 percent) Tea 51.8; rubber 15.8; coconut products 14.3.

Chief Markets: (1972 percent) United Kingdom 13.2; China (PRC) 9.8; U.S.A. 7.9.

Value of Canadian Purchases: 1973 – Cdn.\$7.6 million; 1972 – Cdn.\$9.5 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Tea 5.9.

Prices: Quotes in pounds sterling c.i.f., Colombo, are preferable.

Credit Terms: Irrevocable letter of credit.

Samples: Customs duties on any samples may be waived or refunded on re-export.

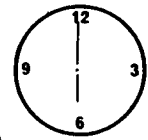
Taxes: Sales taxes are levied on tobacco, beer, gin, brandy and other country spirits; tea auctioned at Colombo. A license tax is levied on motor vehicles, firearms and on arrack and toddy taverns.

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



Sweden

If Noon E.S.T.



6:00 p.m.
(Stockholm)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 1st Street S.W.
Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce
Western Europe Commercial Counsellor
Division, Canadian Embassy
European Bureau, or P.O. Box 14042
Ottawa, Ontario 5-104 40 Stockholm
K1A 0H5 Sweden

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 175,000 square miles.

Population: (1972) 8.1 million.

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.

Weights and Measures: Metric system.

Currency: Krona; one krona equals Cdn.\$2307 (Nov/1974).

Capital: Stockholm.

Marketing Centres: Greater Stockholm (population) 1,351,000; Greater Goteborg 688,000; Greater Malmo 452,000; Uppsala 133,000; Vasteras 118,000; Orebro 116,000; Norrkoping 116,000; Jonkoping 108,000; Linkoping 107,000; Halsing-borg 101,000; Eskilstuna 93,000; Gavle 85,000.

Households: About 3 million family groups; 3.2 million residential dwellings, of which about 60 percent are apartments.

Income: In 1972, the gross national product (at factor cost) was Skr.172,439 million; per capita net income Skr.14,233; average hourly wage (1973) Skr.17.91 for men and Skr.14.57 for women.

Radio and Television: In 1971, there were 322 radio and television licenses per 1,000 persons. TV (625 lines) and broadcasting facilities are managed by a board consisting of 11 members, six appointed by the Government including the chairman, and five representing the shareholders.

Motor Vehicles: 2.4 million passenger vehicles, 156,508 commercial and 40,132 motorcycles, or 310 motor vehicles per 1,000 persons.

Water Supply: Safe to drink and generally soft. Pressure in Stockholm varies from 25 to 55 psi.

Electricity: 50 cycle a.c. three-phase 380/220 volts. The distribution system has a ground wire which is required for certain appliances. As of June 30, 1971, six 400 kv lines were in operation having a total length of about 6,200 kms. The length of

the 220 kv lines is more than 5,000 kms. Rates are low; domestic power costs are Skr.09 per kwh. and industrial rates are considerably lower. National hydroelectric installed capacity is about 54,000 million kwh. per year of a potential 176,000 million kwh. Production in 1972 was 71,682 Gwh., 75 percent of which was hydroelectric. About 60 percent is used by industry and transport.

Coal: Little coal production.

Gas: Limited use of town gas. Conversion from coal-based production to virgin naphtha-based completed. LPG, however, widely used in weekend and summer cottages and for camping.

Oil: In 1972 the value of imported petroleum products amounted to Skr.3,488 million comprising 11 million tons of crude petroleum, 18.6 million tons of refined petroleum and 164,765 tons of lubricants. Regular gasoline is 94 octane and premium is 97 and 100 octane.

Screw thread: All in use, but metric most common.

Economy: Sweden's industry was built up on its extensive resources of timber, ores and waterpower but engineering and steel are today more important than pulp and paper. Dependence on imports is heavy, particularly in textiles, chemicals and oil products. The most important sector is agriculture (farming). In 1973, the rate of growth was 4.5%.

Foreign Exchange and Import Controls: Import licenses are required for certain agricultural products.

Total Imports: 1972 — Skr.38,390 million; 1971 — Skr.36,192 million.

Chief Imports: (1972 — million Skr.) Machinery and instruments 8,610; fuels 4,009; iron, steel and other metals 3,469; chemical products 3,455; foodstuffs 3,278; motor vehicles 1,584; ships 552.

Chief Suppliers: (1972 percent) Federal Republic of Germany 18.8; United Kingdom 13; Denmark 8.1; United States 7.2; Norway 6.5; Finland 5.8; France 4.4; Netherlands 4.1; Eastern Europe 4.5; Canada .64.

Value of Imports from Canada: 1973 — Cdn.\$58 million.

Chief Imports from Canada: (1973 — million Cdn.\$)

Non-ferrous metals 12; automobile parts 5; salmon 4; fabrics 2.6; trucks 1.8; glass products 1.5.

Total Exports: 1972 — Skr.41,652 million; 1971 — Skr.38,224 million (f.o.b.).

Chief Exports: (1972 — million Skr.) Machinery and instruments 10,747; pulp and paper 6,420; iron, steel and other metals 3,979; motor vehicles 3,268; timber 2,453; ships 2,090; chemical products 1,758; ores 1,620; foodstuffs 1,096.

Chief Markets: (1972 percent) U.K. 14.7; Federal Republic of Germany 10.7; Norway 9.5; Denmark 9.2; U.S.A. 7.1; Finland 6.3; France 5; Netherlands 4; Eastern Europe 3.8; Canada 1.5.

Value of Canadian Purchases: 1973 — Cdn.\$166.1 million.

Chief Canadian Purchases: (1973 — million Cdn.\$)

Auto parts 22.9; transformers 6.9; automobiles 5.2; telephone apparatus 4.4; steel pipes 4.2.

Prices: Quotations c.i.f.; krona or U.S. dollars preferred.

Credit Terms: Normal terms are 2½ or 3%, 30 days or 3 months net.

Standards: Approval is mandatory for electrical, gas and other fuel appliances. Approval organizations are:

Electrical: Senko, Box 30049, 104 25 Stockholm 30.

Gas: Svenska Gasforeningen, Torsgaton 24, 113 21 Stockholm.

Oil: Statens Proviningsanstalt, Drottning Kristinas, Vag 31, 114 28 Stockholm.

It is often wise to obtain at the design stage the approval of the Workers Protection Board, Kgl. Arbetrarskyddsstyrelsen, Fack, 100 26 Stockholm 34. Testing of non-electrical equipment is carried out for a fee by Statens Institut for Hantuerk och Industri, Box 4012, 102 62 Stockholm 4.

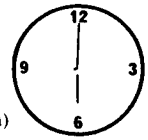
Samples: Samples of no commercial value are duty-free; others subject to duty or may be admitted under an A.T.A. carnet.

Taxes: 17.65% Value Added Tax.

Trade Agreements: Exchange of most-favoured-nation treatment with Canada. Sweden is a member of the European Free Trade Association and has negotiated a Preferential Trade Agreement with the EEC on industrial products.

Switzerland

If Noon E.S.T.



6:00 p.m. (Geneva)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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
Kirchenfeldstrass 88
3000 Berne, Switzerland

Personal Requirements for Canadians: Visa: Not required. Inoculation: None.

Area: 15,944 square miles.

Population: (1970 census) 6.3 million.

Climate: Temperate, except southern portion of the Canton of Ticino, which is Mediterranean.

Languages: German, French, Italian, Romansh; first two most important; latter two used only in one small region.

Weights and Measures: Metric system.

Currency: Swiss franc; one Swiss franc equals Cdn.\$3.630 (Nov/1974).

Capital: Berne.

Marketing Centres: (population middle of 1970) Zürich 422,640; Basel 212,857; Geneva 173,618; Berne 162,405; Lausanne 137,383; Winterthur 92,722; St. Gallen 80,852; Lucerne 69,879; Lugano 23,118.

Chief Ports: Basel, at the head of the Rhine navigation system.

Households: There are 2,051,592 family groups.

Income: Gross national product in 1972 was 115.2 billion Swiss francs; per capita 18,400 Swiss francs. Average hourly wage for skilled labour was 8.80 Swiss francs in 1972 and for unskilled labour 7.60 Swiss francs (6.91 in 1971). For women the average hourly wage was 5.51 Swiss francs (5.01 in 1971).

Radio and Television: 1,899,775 radios and 1,402,570 TV sets (1971). Radio and television broadcasting facilities (625 lines per picture) are government owned.

Motor Vehicles: Registrations in 1971 were 1,309,940 passenger vehicles, 309,550 commercial and 136,662 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 1972 were 219,694 metric tons (1971: 375,270 metric tons).

Gas: Manufactured gas and LPG are available and natural gas is imported from Holland and West Germany. Production in 1972 was 61 million cubic meters of gas produced from coal, 287 million from petroleum and 11 million LPG. Imports of natural gas amounted to 178 million cubic meters. Manufactured gas has a thermal content of 4,200 kilocalories per cubic meter and LPG 6,500 kilocalories. There is a 1,042-kilometer high-pressure grid operating at six to eight ats. and a 7,100-kilometer low-pressure grid. Basel, Berne and Neuchâtel are linked by gas pipeline. Gas pipelines also extend from Zürich to towns in the Eastern part of Switzerland.

Oil: All petroleum products are available. In 1972, imports were 4.8 million tons of crude, 1.76 million tons of gasoline, 0.42 million tons of diesel oil and 5.39 million tons of fuel oil. There is no local production of crude.

Screw Thread: Metric (international system).

Economy: Highly industrialized and heavily dependent on export of certain goods. Agriculture is important as are banking, insurance, commerce, the tourist trade, transportation and communications. The economy is based on private enterprise with a minimum of government controls. In 1972, the rate of growth was 4.7%.

Foreign Exchange and Import Controls: No restrictions on Foreign Exchange — licenses required for some agricultural products.

Total Imports: 1972 — SFr.32,372 million; 1971 — SFr.29,642 million.

Chief Imports: (1972 — million SFr.) Machinery 3,821; vehicles 3,006; iron and steel 2,128; electrical machines and apparatus 1,828; fuel and mineral oil 1,761; chemical products 1,402; precious metals and jewellery 1,117; plastics 931; optical and medical instruments 805.

Chief Suppliers: (1972 percent) West Germany 29.9; France 13.5; Italy 9.7; Great Britain 7.3; U.S.A. 6.9.

Value of Imports from Canada: 1973 – Cdn.\$63.5 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Furs and fur apparel 21; wheat resins and rubber 1.4; pharmaceutical products 1.4.

Total Exports: 1972 – SFr.26,188 million; 1971 – SFr.23,617 million.

Chief Exports: (1972 – million SFr.) Machines and apparatus 5,878; watches 2,820; chemical products 2,223; electrical machines and apparatus 1,784; colors, putty and ink, 1,315; optical and medical instruments 1,170; pharmaceuticals 1,043; precious metals, jewellery pearls 997; iron and steel 563; yarns 543.

Chief Markets: (1972 percent) West Germany 15; France 8.9; U.S.A. 8.6; Italy 8.3; Great Britain 7.8; Austria 5.9.

Value of Canadian Purchases: 1973 – Cdn.\$117.7 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Watches and parts 14.9; chemicals 12.2; cheese 4.6; textile machinery 3.3; vitamins 3.

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.

Standards: Official approval is mandatory for gas, electrical and other appliances.

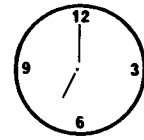
Samples: Samples of no commercial value are admitted duty-free; others may be brought under an A.T.A. carnet.

Taxes: Turnover tax 6.6%.

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 EEC.

Syria

If Noon E.S.T.



7:00 p.m.
(Damascus)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

P.O. Box 2300

Beirut, Lebanon

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: 72,332 square miles.

Population: (1972) 6.66 million.

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° - 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 is both the official and operative language. French and English are also spoken.

Weights and Measures: Metric system.

Currency: Syrian pound (S£). 1 S£ equals Cdn.\$2713 (Nov/1974).

Capital: Damascus.

Marketing Centers: Damascus 1,000,000 (1973); Aleppo 639,000 (1972); Homs 216,000 (1972); Hama 137,000 (1972).

Chief Ports: Latakia (Mediterranean).

Income: 1972 — GDP U.S.\$1,748 million; GDP/capita U.S.\$263.

Oil: 15 million tons/year is the 1975 production target, but 1973 production was only about 8 million tons. In 1972, crude petroleum at \$50,000,000 was second only to cotton in percentage of total exports.

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 while the agricultural sector has been stagnating. Latterly, the strict controls that highlighted the 1960's have been eased so that private enterprise is gaining confidence and momentum and trade restrictions are softening. Agriculture is by far the most important single sec-

tor, contributing 22% of GDP in 1972, employing more than half the labour force and bringing in about 70% of the 1972 export receipts. However, the contribution by industry to GDP is growing rapidly and stood at 21% in 1972. The average growth rate over the decade 1963-1972 was 6.4% but this masks variations due to the volatility of agricultural production. The inflation rate in 1973 was between 15% and 20%, up sharply from previous years. The agriculture sector is principally privately owned while all major industrial plants are publically owned.

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. Import regulations: 1972 about two-thirds of all imports were made through state trading companies:

Licensing: 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 license but must have one before taking delivery.

Payment: 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 license and the "pro forma" invoice to the Commercial Bank of Syria at which time the LOC is opened or the bills are accepted for collection.

Sundry Import Charges: 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% of 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 two-tenths of one percent of the value of imports for all goods transferred by ship in any harbour including those of neighbouring countries.

Total Imports: 1972 – U.S.\$520 million; 1971 – U.S. \$426 million.

Chief Imports: (1972 – million Cdn.\$) Foodstuffs 131; machinery and equipment 115.

Chief Suppliers: (1972 percent) Eastern Europe and China 21.

Value of Imports from Canada: 1973 – Cdn.\$2,015,000.

Chief Imports from Canada: (1973 – million Cdn.\$) Wheat 1.; canned fish 0.2.

Total Exports: 1972 – U.S.\$285 million.

Chief Exports: (1972 – million U.S.\$) Crude petroleum 50; raw cotton 93; textiles 32.

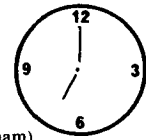
Chief Markets: (1972 percent) Eastern Europe and China 38; EEC 20; Arab countries 25.

Value of Canadian Purchases: 1973 – \$21,000.

Chief Canadian Purchases: 1973 – Dried vegetables (Cdn.\$8,000).

Tanzania

If Noon E.S.T.



7:00 p.m.
(Dar-Es-Salaam)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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 from persons travelling from India and Pakistan.

Area: 363,000 square miles.

Population: (1973 estimate) 14 million.

Climate: Usually hot and humid for most of the year.

Language: Swahili; English widely used in business circles.

Weights and Measures: Conversion to metric system now completed.

Currency: Tanzanian shilling divided into 100 cents. One Shilling equals Cdn.\$1.383 (Nov/1974).

Capital: Dar-Es-Salaam (population 300,000).

Chief Ports: Dar-Es-Salaam, Zanzibar, Tanga (population 62,000).

Income: GDP \$1,379 million; GDP/capita U.S. \$100 approximately.

Radio and Television: Radio widely used. No TV in Tanzania except Zanzibar. 31,700 telephone subscribers (1970).

Motor Vehicles: 1972 — 93,013 of which 33,141 motor cars.

Water Supply: Safe if boiled.

Electricity: Domestic 230 volts, 50 cycle a.c.; industrial 400 volts, 50 cycle.

Oil: Estimated 1974 total oil imports 1,071 million Tanzanian shillings.

Economy: Agriculture accounts for 40% of GDP.

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. License required in most cases. Issuer Controller of Imports (Governor of the Bank of Tanzania).

Total Imports: 1972 — \$410 million.

Chief Imports: (1972 percent) Intermediate goods 45; consumer goods 30; capital goods 24.9.

Chief Suppliers: (1972 percent) China 17.3; U.K. 15.7; West Germany 7.

Value of Imports from Canada: 1973 — Cdn.\$4.6 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Industrial machinery 1.

Total Exports: 1972 — \$318.7 million.

Chief Exports: 1972 — Coffee 30%, cotton 26.3%.

Chief Markets: (1972 percent) U.K. 16; Zambia 9; India 8.4; U.S.A. 6.7; China 6.7.

Total Canadian Purchases: 1973 — Cdn.\$4,615,000.

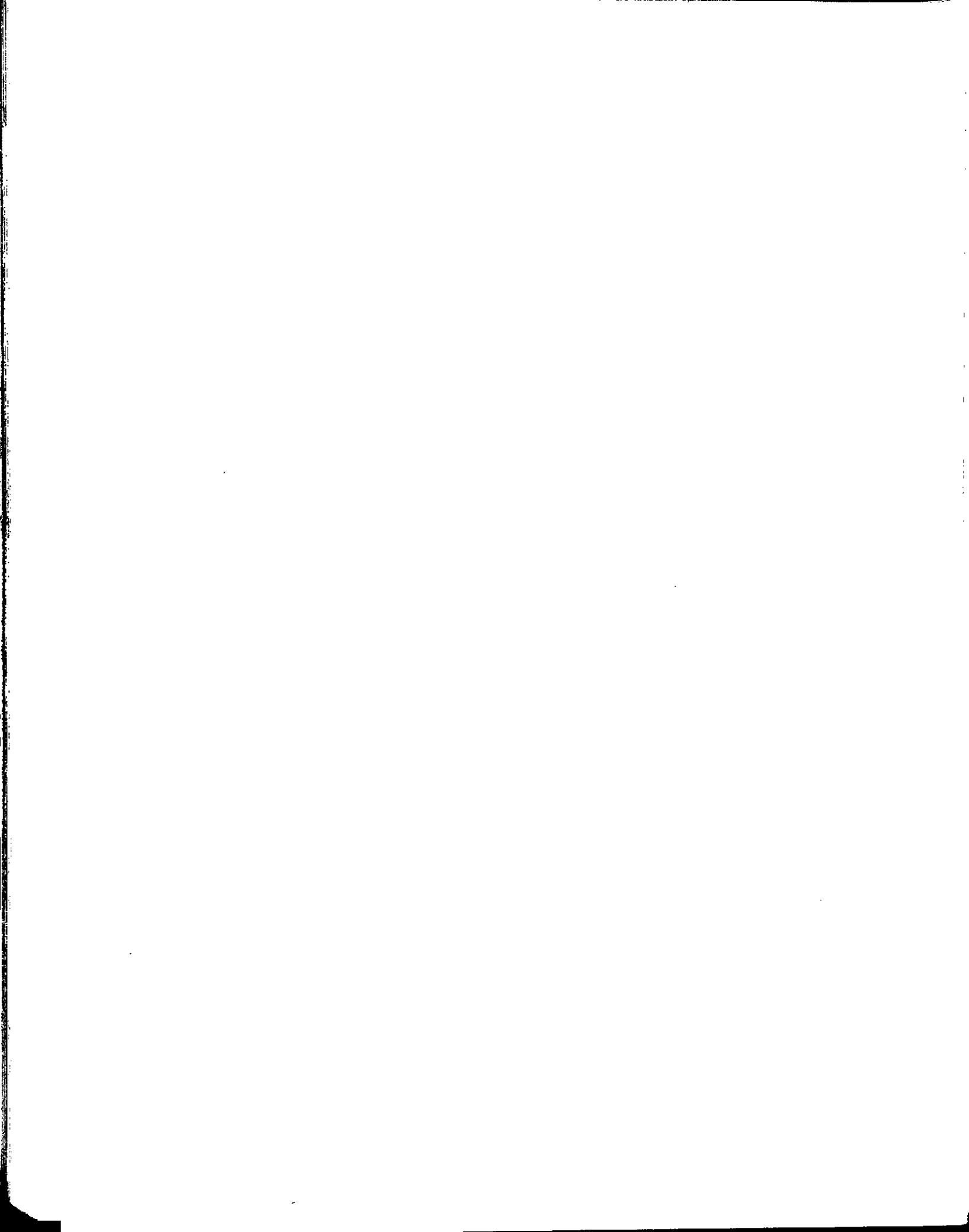
Chief Canadian Purchases: (1973 — million Cdn.\$) Coffee (green) 1.7, baler twine 1.6.

Prices: Prices should be quoted in Tanzanian shillings c.i.f. Dar-Es-Salaam and Tanga.

Terms of Payment: Irrevocable letter of credit highly desirable.

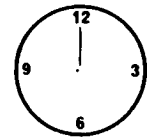
Samples: Commercial samples may be imported but subject to the appropriate amount of customs duty and sales tax being deposited. Twelve months are allowed for the re-export of samples.

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. Income Tax, as distinct from Personal Tax, is collected by the East African Income Tax Department on a payee basis.



Thailand

If Noon E.S.T.



Midnight
(Bangkok)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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

or P.O. Box 2090

Bangkok, Thailand

Personal Requirements for Canadians: Visa: Variety of visas required, depending on length of stay. Inoculation: Smallpox and cholera required. Yellow fever recommended.

Area: 198,250 square miles.

Population: 1973 (est.) 40.5 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 28°C.

Language: National language is Thai, but English widely understood in business and by senior government officials.

Weights and Measures: Metric system.

Currency: Baht; one baht equals Canadian \$.0487 (Nov/1974).

Capital: Bangkok.

Marketing Centres: (Population, millions) Bangkok-Thonburi 3; Chiangmai, n.a.; Haadyai 0.15; Korat 0.10.

Chief Ports: Bangkok, Songkhla, Pattani, Kantang, Phuket.

Income: 1972 — GNP was U.S.\$7.4 billion. Per capita GNP about U.S.\$190.

Radio and Television: There are 130 radio broadcasting stations and 5 television channels, including 3 colour. In 1971, there were 2.8 million radios and 230,000 television sets.

Motor Vehicles: In 1970, there were 359,000 motor vehicles registered (all types).

Water Supply: It is advisable to boil drinking water.

Electric Power: Domestic: 220 volts, 50 cycles a.c.; industrial: 220/380 volts, 50 cycles a.c., three-phase. Generated energy 1971 was 5,083 million kwh.

Coal: Lignite deposits, with production of 345,500 metric tons in 1972.

Gas: Bottled butane is available. There is also manufactured gas.

Oil: Small amounts are produced in the north. Exploration is being carried out in the Gulf of Siam.

Screw Thread: Various threads are used.

Economy: Agricultural, dominated by rice; also rubber, maize, tin, timber and kenaf. Growing industrial and mining sector.

Foreign Exchange and Import Controls: Imports freely permitted except for some items under specific license. Advance exchange control approval required but normally granted freely.

Total Imports: 1973 — U.S.\$2,006.8 million (c.i.f.); 1972 — U.S.\$1,484.4 million.

Chief Imports: Non-electrical machinery and parts, chemicals, crude oil, iron and steel, electrical machinery and parts, motor vehicles.

Chief Suppliers: (1972 percent) Japan 37, U.S.A. 16, West Germany 7, United Kingdom 5.

Value of Imports from Canada: 1973 — Cdn.\$14.9 million; 1972 — Cdn.\$11.4 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Aluminum products 2.3; asbestos products 1.8; wood pulp 1.6; zinc products 1.3; newsprint paper 1.2.

Total Exports: 1973 — U.S.\$1,548 million (32,277 million baht); 1972 — U.S.\$1,083 million (22,491 million baht).

Chief Exports: (1972) Rice, rubber, maize, tin, tapioca products, sugar, jute and kenaf.

Chief Markets: (1972 percent) Japan 21, U.S.A. 13, Netherlands 8, Singapore 8, Hong Kong 7, Malaysia 5.

Value of Canadian Purchases: 1973 — Cdn.\$4.1 million; 1972 — Cdn.\$3 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Exotic lumber species 1.4; food preparations .6; pants .4; gems and ornamental stones 0.3.

Prices: Quote c.i.f. Bangkok in U.S. dollars.

Credit Terms: Confirmed irrevocable letter of credit.

Samples: Free, if of no commercial value. Dutiable

samples are liable to payment of duty, refundable on re-export.

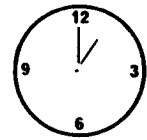
Taxes: A business tax is imposed on most goods and services, including imports. In addition, a municipal tax of 10% of the business tax is payable. A profits tax is also payable by agents of foreign firms

on profit made by his principals on transactions in Thailand.

Trade Agreements: Thailand is not a member of GATT, but exchanges most-favoured-nation treatment with Canada (MFN for entry to Canada).

Trinidad and Tobago

If Noon E.S.T.



1:00 p.m. (Port of Spain)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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: Travellers should contact the embassy or consulate of the country they plan to visit in order to obtain information on visa and inoculation requirements as these change from time to time.

Area: 1,980 square miles: Trinidad 1,864; Tobago 116.

Population: (1972 est.) 1,043,900.

Climate: Tropical, humid (11 degrees north of the equator); nights are cooler; rainy season July to December.

Language: English.

Weights and Measures: Imperial standard currently in use but will be phased out by 1981 and replaced by metric standard.

Currency: TT dollars; one TT dollar equals Cdn.\$4787 (Nov/1974).

Capital: Port of Spain.

Marketing Centre: (population) Port of Spain 174,000.

Chief Port: Port of Spain.

Households: (1972 est.) 209,000.

Income: 1971 GDP at factor costs TT\$1,757M; per capita income approximately TT\$1,900.

Radio and Television: In 1972, there were 60,000 radios and 25,000 television sets. Television, radio 610 (National Broadcasting Service) are Government owned. Radio Trinidad, which also has a closed-circuit network, is owned privately.

Motor Vehicles: About 104,000, of which some 70,000 are private cars and 15,000 commercial.

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-wire 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 is available. A specially constructed 40-mile gas line carries natural gas from the fields to the Electricity Commission; only one other customer for gas from this line. Natural gas is not distributed to domestic customers. LPG is distributed in cylinders to domestic and commercial customers at a cost of 100 lb — TT\$20.00; 20 lb — TT\$4.60.

Oil: 1971 — 47,148,000 barrels were produced and 109,682,000 were imported. Refinery capacity totalled 430,000 barrels per day. All types available.

Screw Thread: SAE is widely used in the automobile industry.

Economy: Based mainly on refining of crude petroleum, processing and export of sugar and byproducts, exports of cocoa, coffee, bananas and citrus products.

Foreign Exchange 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.

Total Imports: 1972 — TT\$1,448,107,000.

Chief Imports: (million TT\$) Mineral fuels etc. 702.3; machinery and equipment 252; manufactured commodities by materials 195.5; food 127.3.

Chief Suppliers: (1971 — million TT\$) U.S.A. 227.9; Saudi Arabia 197; Libya 176.4; United Kingdom 171.1; Venezuela 133.7.

Value of Imports from Canada: 1973 — Cdn.\$26,921,000.

Chief Imports from Canada: (1973 – million Cdn.\$) Vegetables and vegetable preparations 1.6; other paper 1.5; wheat flour 1.2; wheat 1.2; other textile fabricated materials 1.1; newsprint paper 1.1.

Total Exports: 1972 – TT\$1,069,182,000.

Chief Exports: (1971 – million TT\$) Petroleum products 726.3; petroleum crude 78.1; sugar and sugar preparations 47.8.

Chief Markets: (1971 – million TT\$) U.S.A. 421.6; Sweden 101.2; United Kingdom 92.9.

Value of Canadian Purchases: 1973 – Cdn.\$3,158,000.

Chief Canadian Purchases: (1973 – million Cdn.\$) Fuel oil, heavy fuel oil 3.2; fuel oil No.2 and No.3 2.5; rum 2.4.

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.

Standards: No local standards yet, but the Standards Bureau is expected to become effective shortly.

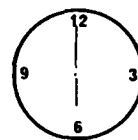
Samples: Samples of no commercial value may be imported free of duty; samples subject to duty can be brought into the country without payment of duty under bond, or if duty is paid, it will be refunded on re-export.

Taxes: The majority of commodities imported into Trinidad and Tobago are dutiable in accordance with the Caribbean Common Market external tariff.

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.

Tunisia

If Noon E.S.T.



6:00 p.m. (Tunis)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 — 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
Boîte Postale 225
Grande Poste
Alger, Algeria

Personal Requirements for Canadians: No visa required.

Area: 63,380 square miles.

Population: (1973) 5.4 million.

Climate: In the north, including the city of Tunis, the climate is Mediterranean. From May to mid-October, temperatures average 28°C to 38°C. In April and early May and from mid-October to mid-November, the weather is warm but unreliable. Rain is fairly frequent during the winter months from December to the end of March. The average temperature during the day is 12.5°C, but the evenings and nights are rather cool.

Language: Arabic is the official language, but for all commercial and technical needs, French is equally or more useful. English is only very rarely understood and visitors not speaking French will almost certainly encounter difficulties.

Weights and Measures: The metric system is used for all purposes.

Currency: The official unit of currency is the Tunisian dinar (D) divided into 1,000 millimes (M). One D equals Cdn.\$2.4705 (Nov/1974).

Capital: Tunis (pop. 800,000).

Chief Ports: Tunis and La Goulette.

Income: GDP (1973 forecast) 128.6 million dinars.
National income per capita (1973) 130.6 dinars.
GNP (1972) U.S.\$2.4 billion or U.S.\$430 per capita.

Economy: The economy is based on agriculture which supports about 65% of the population. Mining is the main industry, and mineral deposits include rock phosphate, iron, lead and zinc. Oil is found in commercial quantities and production of crude oil was expected to rise to about 6 million tons in 1973. Measures have been introduced to encourage the flow of foreign private investment. The 1973-76 plan is a major instrument for obtaining these objectives. The country still has a considerable trade deficit.

Foreign Exchange and Import Controls: All foreign exchange transactions are subject to control, including the authorization of payments covering

imports and invisibles. This control is under the administration of the Tunisian Central Bank. Certain authorized banks are permitted to act as agents of the Central Bank. The Trade Division of the Ministry of Economic Affairs establishes import quotas and issues import licenses. Suppliers' credits are screened by the Directorate General of External Finance in the Ministry of Finance. Import licenses are required for all imports into Tunisia. All import applications must be submitted for the approval of the competent ministry or government agency.

Total Imports: 1972 — U.S.\$437 million; 1971 — U.S.\$344 million.

Chief Imports: Machinery, wheat, vegetable oils, iron and steel products, pharmaceuticals.

Chief Suppliers: (1972 percent) EEC 63, France 36, Italy 10, U.S.A. 10.

Value of Imports from Canada: 1973 — Cdn.\$13.53 million; 1972 — Cdn.\$7.50 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Railway and street railway rolling stock 7.76; wheat 2; softwood lumber, 1.62.

Total Exports: 1972 — U.S.\$320 million; 1971 — U.S.\$216 million.

Chief Exports: Olive oil, petroleum, phosphate rock, super phosphates, iron and steel bars, wine.

Chief Markets: (1972 percent) EEC 62; Italy 30; France 21; West Germany 8.

Value of Canadian Purchases: 1973 — Cdn.\$50,000; 1972 — Cdn.\$18,000.

Chief Canadian Purchases: None of any consequence. Largest single item in 1973 was knitted blouses (Cdn.\$14,000).

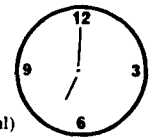
Prices: Prices should be quoted in dollars c.i.f.

Samples: Samples of no commercial value are admitted free of duty while those of commercial value are granted temporary duty-free admission on payment of a refundable deposit.



Turkey

If Noon E.S.T.



7:00 p.m. (Istanbul)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 – 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

Nenehatun Caddesi 75

Gaziosmanpasa, Ankara

Turkey

Personal Requirements for Canadians: Visa: Not required.

Area: 296,500 square miles, 9,000 square miles of which are in Europe; the rest is in Asia. Over 4,000 miles of coastline.

Population: Latest figures (mid-1973) give a population of 38.2 million, of which 31.9% is urban.

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.

Weights and Measures: The metric system is in use.

Currency: Turkish lira (TL) divided into 100 kurus. TL1.00 equals Cdn.\$0.07275 (Nov/74).

Capital: Ankara (pop. 1.5 million).

Marketing Centres and Chief Ports: Istanbul (pop. 2.3 million); Izmir (pop. 0.8 million); Mersin and Iskenderun are the two chief ports in southern Turkey.

Radio and Television: TV and radio facilities are owned and operated by the state.

Water Supply: Not safe to drink in most districts.

Electricity: 50 cycles a.c. 220 volts in most parts. Some 60% of population still have no electricity supply. Costs vary widely. Single- and three-phase current is available for all purposes. Actual voltage seldom exceeds 85 percent of nominal. Grounding conductor is in cord; not legally required but there is a tendency towards its adoption. Distribution system uses a ground wire. Changes in distribution system are expected with wide-scale expansion due over next few years.

Coal: Both hard coal and lignite are available.

Gas: Both manufactured gas and LPG are available.

Oil: All lubricating oils are imported but gasoline, gas oil, diesel oil and kerosene are produced locally.

Screw Thread: Not standardized. Right hand thread is most common.

Economy: The Third Plan (1973-1977) target growth rate for GDP averages 8% per year. The total volume of investment is projected at TL291 billion at 1971 prices of which 54% by the public sector. The major goals of Turkey's third Five Year Plan are to achieve a high rate of growth, reduce the dependency on foreign resources, increase employment and establish a viable industrial structure. The desired rate of growth is broadly defined as that which results in a gradual closing of the gap in per capita income between Turkey and Western Europe.

Foreign Exchange and Import Controls: The issue of an import license guarantees that the necessary foreign exchange will be made available. The import licensing and quota system severely restricts the range and quantity of goods that may be imported. Permissible imports are listed under three headings: 1) Liberalization List I; 2) Liberalization List II; 3) Allocation list subdivided into Industrial Quotas and Importers' Quotas. The customs tariff is based on the Brussels Nomenclature. Most duties are ad valorem on the c.i.f. value of the goods. In addition to customs duty, the following additional charges are made: municipal tax; wharf dues; stamp duty; expenditure tax.

Total Imports: 1973 – U.S.\$2,098.8 million; 1972 – U.S.\$1,562.6 million.

Chief Imports: Machinery and equipment; transport equipment; iron and steel products; mineral fuels and oils and products of their distillation.

Chief Suppliers: (1973 per cent) Germany 20.8; U.K. 10.7; U.S.A. 8.8; Italy 8.1.

Value of Imports from Canada: 1973 – Cdn.\$25.9 million; 1972 – Cdn.\$13.2 million.

Chief Imports from Canada: Wheat, telephone appa-

tus equipment and parts, aluminum, ingots and slabs.

Total Exports: 1973 – U.S.\$1,317 million; 1972 – U.S.\$885 million.

Chief Exports: (1973 percent) Cotton 23.2, tobacco 10.1, edible fruits and nuts.

Chief Markets: (1973 percent) Fed. Rep. of Germany 16.8; U.S.A. 9.9; Switzerland 8.8; U.K. 7.6; France 5.5.

Value of Canadian Purchases: 1973 – Cdn.\$3.8 million; 1972 – Cdn.\$2.8 million.

Main Canadian Purchases: Filberts and nuts; concentrated unfrozen fruit juice.

Prices: Prices should be quoted in sterling or U.S. dollars f.o.b. or c.i.f. port of discharge.

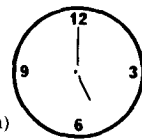
Credit Terms: Goods included in the Allocation list can be paid for by letter of credit or on cash against documents. Goods included in the Liberalization Lists I and II must be paid for on a letter of credit basis. Credit terms are not normally permitted beyond the period of 30 days allowed under cash against document terms.

Samples: Samples of no commercial value are admitted free of customs duty.

Trade Agreements: Canada and Turkey accord each other most-favoured-nation treatment under GATT, to which both countries are signatories.

United Kingdom

If Noon E.S.T.



5:00 p.m. (London)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Britain Division,

European Bureau,

Ottawa, Ontario

K1A 0H5

Minister (Commercial)

Office of the High

Commissioner for Canada

One Grosvenor Square

London W1X 0AB

England

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

Area: 94,214 square miles (England 50,327, Wales 8,017, Scotland 30,411, Northern Ireland 5,459).

Population: (1971) 55.5 million.

Climate: Temperate — average temperature 10.3°C.

Language: English.

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. The changeover is expected to be completed by 1975.

Currency: Pound sterling, one Pound equals Cdn.\$2.2976 (Nov/1974).

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.

Households: In 1971, there were 18.6 million households.

Income: Total personal income was £47.3 million. Per capita income was £852.9. Average weekly earnings for males over 21 was £33.85.

Radio and Television: Virtually every household has a radio and 94 percent of households have a television set. Radio is publicly and privately owned, as well as television (405 and 620 lines).

Motor Vehicles: In 1971, there were over 12 million passenger cars, 1.6 million commercial vehicles and 1.1 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: Fifty cycle a.c. 220/460 volts, two-phase for domestic and commercial use, three-phase for industrial use. Frequency stability plus or minus .01 percent. A grounding conductor for appliances is not mandatory but it is safer. The distribution system has a ground wire. National capacity is 236,417 Gwh.

Coal: All types are available. For complete details write to the National Coal Board, Hobart House, Grosvenor Place, London S.W.1, England. In 1971, production was 145 million tons (not metric). Based on present technology and known deposits, present coal deposits are sufficient for 100 years.

Gas: Natural gas, butane and propane coal gas are available.

Oil: All grades are available.

Screw Thread: Metric, Whitworth, North American S.A.E., left or right hand are all used. However, everything will be metric over the next few years.

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 efforts are now taking place to develop the North Sea oil deposits which are expected to come on stream in the next decade.

Foreign Exchange and Import Controls: For details, consult Department of Industry, Trade and Commerce.

Total Imports: 1973 — £15,845.4 million; 1972 — £11,115.4 million.

Chief Imports: (million £) Manufactured goods classified by material 3,383; food and food preparations 2,634; machinery and transport equipment 3,293; mineral fuels, lubricants, etc. 1,727; crude materials inedible 1,835; chemicals 897; miscellaneous manufactured articles 892.

Chief Suppliers: (1973 – million £) United States 1,610.3; West Germany 1,351.2; France 979.2; Netherlands 911.7; Sweden 739.9; Canada 735.6; Ireland 526.6; Italy 504.4.

Total Imports from Canada: 1973 – £735.6 million; 1972 – £605.2 million.

Chief Imports from Canada: (1973 – million £) Food and food preparations 141; manufactured goods classified by material 240; crude materials inedible 209; machinery and transport equipment 55; chemicals 35; beverages and tobacco 20; miscellaneous manufactured articles 19.

Total Exports: 1973 – £12,455.1 million; 1972 – £9,745.7 million.

Chief Exports: (1973 – million £) Machinery and transport equipment 4,775; manufactured goods classified by material 3,258; chemicals 1,272; miscellaneous manufactured articles 1,149; food and food preparations 512; crude materials inedible 416; minerals, fuels, lubricants 370; beverages and tobacco 363.

Chief Markets: (1973 – million £) United States 1,512; West Germany 785; France 678; Belgium 612; Switzerland 520; Sweden 514; Canada 414; Australia 404; Italy 386; Denmark 329.

Total Canadian Purchases: 1973 – £413.8 million; 1972 – £379.9 million.

Chief Canadian Purchases: (1973 – million £) Machinery and transport equipment 175.8; manufactured goods classified by material 101.5; miscellaneous manufactured articles 54.2; chemicals 25.9; food and food preparations 16.2; beverages and tobacco 10.9.

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.

Standards: Official approval for all appliances is vital for marketing purposes, although it is not mandatory.

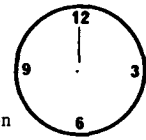
Samples: All samples are subject to import duty and value added tax where applicable. A cash deposit or bond may be given in lieu of import charges and is refundable when goods are re-exported. Alternatively, samples may be temporarily imported without payment of duty or taxes on authority of an ATA carnet.

Taxes: Value added tax (VAT) is chargeable on the importation of all goods, except foodstuffs, at the rate of 8% which is levied on the c.i.f. duty paid value of the goods. The VAT rate on foodstuffs is zero.

Trade Agreements: Member of GATT. Britain became a member of the Common Market effective January 1, 1973. Under the terms of the agreement reached between Britain and the EEC there will be a transitional period during which Britain will adapt its import regulations to those of the Common Market. During this period Britain will be required to progressively eliminate barriers to trade with the Common Market and at the same time to phase out tariff preferences to Canada and other Commonwealth countries.

United States

If Noon E.S.T.



Noon (Washington
D.C.)

NOTE: TRADE WITH THE UNITED STATES IS SUCH A PREDOMINATING FACTOR IN THE ENTIRE CANADIAN EXPORT PICTURE AND INCLUDES SUCH A WIDE VARIETY OF PRODUCTS THAT IT IS DIFFICULT TO DO MORE THAN COVER THE BARE ESSENTIALS RELATIVE TO THE PURPOSE OF THIS BOOKLET. IN ORDER TO BE OF PRACTICAL SERVICE TO READERS, THE FOLLOWING IS A SUMMARY OF CURRENT CUSTOMS PRACTICE IN THE REALIZATION THAT ONE OF THE MAIN DIFFICULTIES EXPERIENCED BY CANADIAN EXPORTERS HAS BEEN IN THIS RESPECT.

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

United States Division

Western Hemisphere Bureau

Ottawa, Ontario

K1A 0H5

Personal Requirements for Canadians: Visa: Visitors visa (B₁) requires no certification and no documentation.

Area: 3,554,634 square miles (including Hawaii and Alaska).

Population: (1974) 212 million.

Weights and Measures: American system: dry and liquid corresponding measures of the imperial system; the imperial gallon equals 1.2010 U.S. gallons; the American pound is for practical purposes equal to the imperial pound.

Currency: Dollar U.S. One U.S.\$ equals Cdn.\$9878 (Nov/1974).

Capital: Washington, D.C.

Income: 1974 — GNP\$1,388 billion.

Motor Vehicles: 1972 — greater than 96 million passenger vehicles; greater than 22 million trucks and buses.

Electricity: 60 cycle; 110 volts.

Coal: (1972) Production: bituminous and lignite 595 million short tons valued at \$4,561,983,000; anthracite 7 million short tons valued at \$85,251,000.

Natural Gas: (1972) Production: 22,531,698 million cubic feet.

Oil: (1972) Production: 3,455,368,000 barrels.

Economy: GNP (in constant \$ — 1958) Growth 1973/72 5.9%; implicit price deflator 1973/72 5.4%; unemployment rate 1973 5.2%.

Foreign Exchange and Import Controls: The United States maintains import controls on a number of items. Many of these are on agricultural products, in particular dairy products. For further information contact U.S. Division of the Western Hemisphere Bureau.

Total Imports: 1973 — U.S.\$69,121.2 million.

Chief Imports: (1973 percent) Machinery and transport equipment 30.3; manufactured goods classed by material 19.1; misc. manufactured goods 11.8; mineral fuels, lubricants and related materials 11.7; food and live animals 11.6.

Chief Suppliers: (1973 percent) Canada 25.2; EEC 16.2; Japan 14.

Value of Imports from Canada: 1973 — U.S.\$17,430 million.

Chief Imports from Canada: (1973 percent) Machinery and transport equipment 40.2; manufactured goods classed by material 17.8; mineral, fuels, lubricants and related materials 10.5; crude materials except fuels 16.5.

Total Exports: U.S.\$70,223 million.

Chief Exports: (1973 percent) Machinery and transport equipment 39.6; manufactured goods classed by material 10.2; misc. manufactured goods 19.5; crude material except fuels 11.9; food and live animals 17.

Chief Markets: (1973 percent) Canada 21.5; EEC 23.9; Japan 11.9.

Value of Canadian Purchases: 1973 — U.S.\$15.1 million.

Chief Canadian Purchases: (1973 percent) Machinery and transport equipment 58.7; manufactured goods classed by material 13.9; misc. manufactured goods 6.

U.S. Customs Procedures:

The customs regulations of the United States apply to all shipments to any of the fifty states, the District of Columbia, and Puerto Rico. The usual practice of

United States buyers is to purchase on a delivered price basis, with customs and other charges for the account of the seller. The Canadian exporter should, however, also give the United States importer an opportunity to purchase at f.o.b. factory price and should quote both f.o.b. and delivered prices. Advisory information on United States tariff classification and duty may be obtained either by consulting officials in the U.S. Division of the Western Hemisphere Bureau or from the District Directors of U.S. Customs (see section on U.S. Customs Advisory Service). If a binding decision on the rate of duty is required, the Department will forward the request for this to Washington and the final answer should be received within a few months. When requesting information on duties, whether binding or advisory, the following data should be provided:

- (1) Full description of each article to be exported to United States.
- (2) Component materials of the article listed in the order of chief value.
- (3) Analysis and other information necessary to a determination.
- (4) Blueprints, descriptive brochure or specifications if pertinent.
- (5) Samples of the article if feasible.

There are two U.S. value laws which set forth procedures to determine value for duty. Only one of these laws applies to any given product imported into the United States. Under the new law, which applies to all products other than a few which are specially listed, the value for duty is generally the freely offered selling price for export to the United States. Where sales are to selected purchasers, such as exclusive distributors, or are exclusively between related companies, each case is treated by the United States appraising officer on its merits. The old value law applies to a specified list of products; the normal procedure of the U.S. Customs under this law is to ascertain value for duty on the basis of the freely offered selling price for export to the United States, whichever is higher.

U.S. Customs Advisory Service Available:

A U.S. Customs Advisory Service to assist Canadian exporters in determining U.S. tariff requirements for particular products in advance of shipment was established several years ago. This is known as the C.Q. (Canadian Query) Program. The District Directors of U.S. Customs handle requests for advice on particular cases. Recent budgetary measures have, until further notice, restricted travel outside the United States by U.S. Customs officers. Exporters should therefore expect any meeting to be at U.S. Customs offices. The opinions and guidance they provide are initially advisory,

but may be confirmed on request. Binding rulings are circulated by the U.S. Bureau of Customs to promote the uniform application of the U.S. Tariff.

List of District Directors

District Director	Area for Which Responsible	Area Code and Telephone
W. Richard Nystrom District Director of Customs 127 N. Water Street Ogdensburg, New York 13669	Portion of Canada lying east of 77° longitude (Napanee and east of Napanee)	Area code 315 393-0661
John F. Chilton District Director of Customs Federal Building Buffalo, New York 14203	Portion of Canada lying between 77° and 81° longitude (west of Napanee to east of London)	Area code 716 842-5900
Louis A. Mezzano District Director of Customs 243 West Congress Detroit, Michigan 48226	Portion of Canada lying between 81° and 88° longitude (London and west of London to east of Thunder Bay)	Area code 313 226-6000
Corwin S. Snyder District Director of Customs Federal Building Stutzman and Cavalier Streets Pembina, North Dakota 58271	Portion of Canada lying between 88° and 110° longitude (Province of Ontario west of and including Thunder Bay, and the provinces of Manitoba and Saskatchewan)	Area code 701 825-6201
Donald Leide District Director of Customs 211 Federal Building 909 First Avenue Seattle, Washington 98104	Portion of Canada lying west of 110° (provinces of Alberta and British Columbia)	Area code 206 583-5491

Licensed Customhouse Brokers:

Licensed customhouse brokers provide a useful service to Canadian exporters who want to ship goods to the United States on a duty-paid basis and who do not have an agent resident in the United States to clear the goods through Customs for them. These licensed customhouse brokers may act as agents in transacting customs formalities. When an entry is made by an agent (customhouse broker) a customs power of attorney, given by the person or firm for whom the agent is acting, must be filed with the Collector of Customs unless the entry is made in the name of the agent as consignee. However, an individual who is not a resident of the United States may make entry of his own goods, as may a non-resident partnership or foreign corporation. All non-residents making entry into the United States are required to file bond with a resident corporate surety against any additional duties. When merchandise enters the United States in the name of a foreign corporation, the corporation must have, in the state where the port of entry is located, a resident agent authorized to accept service of process on his behalf.

Documentary Shipments to the United States:

In general, the only documents required when shipping to the United States are a bill of lading and an invoice. The United States Customs, however, requires a completed Customs Invoice Form 5515 for

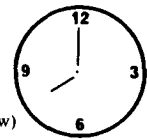
any shipment of goods valued in excess of \$500.00 and subject to a rate of duty in any manner dependent on value. Supplies of Form 5515 are readily available from all U.S. Consular Offices in Canada free of charge or from commercial stationers at nominal cost. Although only the copy of the Customs Invoice (Form 5515) is required by the U.S. Customs, it is usually advantageous to prepare three copies: one for the use of the U.S. Customs when the goods are examined, one to accompany the entry papers, and one copy for the customs broker's files. For shipments valued at less than \$500.00 or on duty-free shipments, or on shipments of articles subject to specific rates of duty only, copies of the commercial invoice are sufficient. For certain goods, additional information must be shown when either the special customs invoice or a commercial

invoice is used. These further details are, in general, required only when the ordinary description of such products does not give sufficient information to classify and appraise them properly. If the required special Customs Invoice (Form 5515) or the commercial invoice is not available at the time of entry into the United States, a statement in the form of an invoice must be filed. The consignee prepares this pro forma invoice and in addition gives a bond undertaking to file the required invoice with the Collector of Customs within six months of the date of entry. Any exporter who wants more complete information is invited to ask for the leaflet Customs Information for Canadian Exporters to the United States issued by the United States Division of the Western Hemisphere, Department of Industry, Trade and Commerce, Ottawa.



U.S.S.R.

If Noon E.S.T.



8:00 p.m. (Moscow)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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 Counsellor

(Economic)

Canadian Embassy

23 Starokonyushenny

Peurelok

Moscow, U.S.S.R.

Personal Requirements for Canadians: Visa: Must be issued by a Soviet consulate and cannot be obtained on arrival in Moscow.

Area: 8.65 million square miles.

Population: 250.9 million.

Climate: Moscow: winter lows of -28°C , summer ranges of $18-30^{\circ}$ - colder in Siberia; warmer in southern Russia, the Ukraine and the Transcaucasian Republics.

Language: Russian and a number of regional languages and dialects.

Weights and Measures: Metric system.

Currency: Rouble; one rouble equals Cdn.\$1.3026 (Nov/1974).

Capital: Moscow (pop. 7.3 million).

Marketing Centres: (population) Moscow 7.3 million; Leningrad 4 million; Kiev 1.8 million.

Chief Ports: Odessa — Black Sea; Mirmansk — Barents Sea; Vladivostok — Sea of Japan; Archangel — White Sea; Leningrad — Gulf of Finland.

Motor Vehicles: (January-June 1974): 540,000 private cars produced; up 24% over same period in 1973.

Electricity: a.c. 50 cycles, 120 and 220 volts.

Coal: Production: 668 million tons (1973), up from 487 million tons (1971); import: 8.4 million tons (1971); export: 24.9 million tons (1971).

Gas: Production: 236 billion cubic meters (1973).

Oil: Production: 421 million tons (1973); export: 107 million tons (1972); import: 8 million tons (1972).

Foreign Exchange and Import Controls: The rouble is not convertible and all foreign business is conducted in foreign currency provided by the U.S.S.R. Bank of Foreign Trade. Import duties and licenses are taken care of by the Foreign Trade Organizations being dealt with.

Total Imports: 1973 — roubles 15.5 billion (approx. Cdn.\$21.7 billion).

Chief Imports: Construction and mining machinery

and equipment; consumer goods; metals; foodstuffs; chemicals; hides and skins; pulp and waste paper.

Chief Western Suppliers: (1973 — million roubles) U.S.A. 1,023; FRG 756.4; France 449.4; Japan 372.4.

Value of Imports from Canada: (1973 — Cdn.\$) 290.6 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Wheat 235.4, barley 49.4, sheet steel 1.7, textile machinery 0.9.

Total Exports: 1973 — roubles 15.8 billion (approx. Cdn.\$22.1 billion).

Chief Exports: Machinery and equipment; crude oil and petroleum products; wood and wood products; platinum; nickel; foodstuffs; chrome and other metallic ores; gem diamonds; fur skins.

Chief Markets: (1973 — billion roubles) GDR 3.9; Poland 3; Czechoslovakia 2.7; Bulgaria 2.5; Hungary 2.1; FRG 1.2; U.S.A. 1.1.

Value of Canadian Purchases: 1973 — Cdn.\$22.8 million.

Chief Canadian Purchases: (1973 — million Cdn.\$) Radioactive isotopes 4.7; woven fabrics 2.9; nickel anodes, cathodes 4.2; plywood, hardboard 1.7.

Credit Terms: Negotiated on an individual project basis.

Standards: Information can be obtained from the State Committee on Standards, Measures and Measuring Equipment.

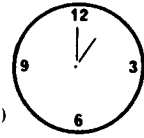
Samples: May be temporarily imported duty free under customs supervision on a written undertaking that they will be re-exported at the time specified.

Trade Agreements: Signed in 1956 and extended by means of periodic protocols; the current protocol expires in 1976.



Venezuela

If Noon E.S.T.



1:00 p.m. (Caracas)

For detailed information contact:

Bank of Montreal

Manager — International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 — 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 62302

Avenida La Estancia No. 10

Ciudad Commercial

Tamanaco

Caracas 106, Venezuela

Personal Requirements for Canadians: Visa: Required. Inoculation: Smallpox; cholera recommended.

Area: 352,150 square miles.

Population: (1973) 11.5 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.

Weights and Measures: Metric system.

Currency: Bolivar (official free); one bolivar equals Cdn.\$2311 (Nov/1974).

Capital: Caracas, altitude 3,000 feet.

Marketing Centres: Caracas (population) 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, Guanto-Puerto, La Cruz, Ciudad Bolivar, Puerto Ordaz.

Motor Vehicles: In 1971, there were 1,618,574 cars, trucks and buses and 50,000 motorcycles.

Radio and Television: (1971) 1,750,000 radio receivers and 720,000 television receivers. Radio and television broadcasting are both publicly and privately owned.

Water Supply: Not usually safe to drink. Bottled water is available.

Electric Power: 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. The capacity of private companies is 907,800 kw, industry's own plants 548,000 kw, and government plants 1,035,000 kw.

Coal: Available locally except coking varieties.

Gas: Natural gas and LPG are available. In 1966, production was 22.8 billion cubic meters and reserves 882 billion. 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. There are approximately half a million customers for LPG, of which some 10 percent are commercial. Consumption is rising in line with the increase in population. LPG costs 8.50 bolivares for five cubic meters.

Oil: Crude oil production (1973) 3.3 million b/d; refining capacity — 12 refineries — 1.5 million b/d.

Screw Thread: Metric right hand and SAE.

Economy: 1972 — Crude petroleum and gas 18.6%; manufacturing 12.1%; transport and communications 10.4%; agriculture 6.4%; services (including gov't.) 41.3%. Rate of growth of GDP (1973) 9%; (1972) 3.5%.

Foreign Exchange: Available for imports at official exchange rate.

Total Imports: 1972 — \$2,342.4 million; 1971 — \$1,920 million.

Chief Imports: (1972 percent) Machinery and transport equipment 46; manufactures 17; chemicals 10; foodstuffs 7.

Chief Suppliers: (1972 percent) U.S.A. 44; West Germany 1; Japan 9; U.K. 5; Italy 6; Canada 3.

Value of Imports from Canada: 1973 — Cdn.\$102 million.

Chief Imports from Canada: (1973 — million Cdn.\$) Motor vehicles and parts 43.9; pulp and paper 14.3; steel 3.9; milk powder 3.4.

Total Exports: 1972 — U.S.\$2,987.5 million; 1971 — U.S.\$3,153.5 million.

Chief Exports: Petroleum, petroleum derivatives and iron ore.

Chief Markets: U.S.A., Netherlands, Antilles, Canada, U.K.

Total Canadian Purchases: 1973 — Cdn.\$522.3 million; 1972 — Cdn.\$410.5 million.

Chief Canadian Purchases: (1973) Petroleum and

petroleum products \$519.5; coffee \$9.

Prices: It is preferable to quote in U.S. dollars. The new tariff requires prices to be quoted c.i.f. Venezuela port.

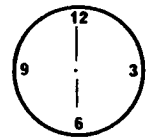
Credit Terms: The usual method of payment is by clean sight draft which is regarded in Venezuela as payable on arrival of the merchandise.

Samples: Samples having no commercial value enter duty-free.

Trade Agreements: Most-favoured-nation agreement with Canada; preferential treatment to LAFTA countries and to Andean Pact countries.

Yugoslavia

If Noon E.S.T.



6:00 p.m.
(Belgrade)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance

Montreal: 129 St. James Street West

Toronto: First Canadian Place (P.O. Box 5)

Calgary: 804 – 1st Street S.W.

Vancouver: 595 Burrard Street

Department of Industry, Trade and Commerce

Eastern Europe

Division,

European Bureau, or

Ottawa, Ontario

K1A 0H5

Counsellor (Commercial)

Canadian Embassy

Proleterskin Brigada 69

Belgrade, Yugoslavia

Personal Requirements for Canadians: Visa: All visitors to Yugoslavia require a valid passport and visa. Visa may be obtained at entry port.

Area: 99,000 square miles.

Population: 20,956,000.

Climate: Moderate continental. Average temperature in Belgrade and Zagreb 10-12°C; humidity 70-73%.

Language: Official: Serbo-croatian. Sales literature: English, German or French.

Weights and Measures: Metric system.

Currency: Dinar.

Capital: Belgrade.

Marketing Centres: (Population, thousands) Belgrade 1,209, Zagreb 566, Skopje 313, Sarajevo 224, Ljubljana 174.

Chief Ports: Rijeka, Split, Bar.

Households: (1971) 5,375,384. Dwellings: (1971) 3,490,000.

Income: (1973) GNP U.S.\$20 billion. GNP/capita U.S.\$974.

Motor Vehicles: (1974) Passenger cars 1,140,532; buses 170,838; motorcycles/scooters 322,008; trucks 125,853; towing vehicles 55,440; trailers 58,459; special vehicles 14,334.

Radio and Television: State-owned; radios 3,685,269; televisions 2,544,487 (625 lines).

Water Supply: Different in each town.

Electricity: Voltage: 220 and 380 volts; one- and three-phase; ground is required.

Coal: Types available: pit, brown, lignite. Production: 31,123,000 tons (1973).

Gas: Type available: natural. Production: 320 million cubic meters (1973). Thermal content: 4-7,000 K cal/cubic meter. Distribution system: pipes.

Screw Thread: Metric right hand.

Total Imports: 1973 – U.S.\$4.5 billion; 1972 – U.S.\$3.2 billion.

Chief Suppliers: (1972 – million U.S.\$) Germany (FGR) 604.2; Italy 400; U.S.S.R. 283; U.S.A. 198.5; United Kingdom 164; France 150.4; Czechoslovakia 150.4; Austria 143.7; Switzerland 130.5; Poland 100.4; Germany (GDR) 100.2.

Value of Imports from Canada: 1973 – Cdn.\$36.7 million.

Chief Imports from Canada: (1973 – million Cdn.\$) Locomotives, tender engines and parts 24.5; wood-pulp 3.7; trucks and chassis, comm. 1.4; asbestos 1.3.

Total Exports: 1973 – U.S.\$2.8 billion; 1972 – U.S.\$2.2 billion.

Chief Exports: (1972 – million U.S.\$) Food and live animals 338.9; crude materials excl. fuels 184.4; chemicals 142.9; basic manufactures 603.4; machines, transport equip. 546.6.

Chief Markets: (1972 – million U.S.\$) U.S.S.R. 329.4; Italy 308; Germany (FGR) 263.8; France 150.4; U.S.A. 150.3; United Kingdom 107; Poland 100.4.

Value of Canadian Purchases: 1973 – Cdn.\$12.3 million.

Chief Canadian Purchases: (1973 – million Cdn.\$) Furniture 1.7; gloves and garments, leather 1.5; ferrosilicon 1.4; boots and shoes 1.1; metal working machinery 0.9.

Prices: Quote Cdn. or U.S. dollars, c.i.f. or f.o.b.

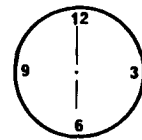
Samples: Duty free in small quantities if of no commercial value.

Trade Agreements: Under 1973 Canada-Yugoslavia Trade Agreement, both nations exchange most-favoured-nation treatment. Yugoslavia has been a member of GATT since 1966.



Zaire

If Noon E.S.T.



6:00 p.m.
(Kinshasa)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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
The Canadian Embassy
P.O. Box 8341
Kinshasa
Zaire

Personal Requirements for Canadians: Visa: Required before departure. Inoculation: Smallpox, cholera and yellow fever.

Area: 906,000 square miles.

Population: 21.6 million.

Climate: Tropical.

Languages: French; English rarely spoken even in the business community.

Weights and Measures: Metric system.

Currency: Zaire; one zaire equals Cdn.\$1.5339 (Nov/1974).

Capital: Kinshasa.

Marketing Centres: (population) Kinshasa 1.3 million; Lubumbashi 348,000; Mbuji-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.

Income: GDP per capita (1972) about U.S.\$110. GDP (1972) U.S.\$2.3 billion.

Radio and Television: Television system in Kinshasa only. Radio available domestically.

Electricity: Annual gross production 3,540 million kwh. Internal consumption 3,010 million kwh. 50 cycle/220 volts in Kinshasa.

Economy: Dependent to a large extent upon extensive mineral resources, particularly copper, cobalt, industrial diamonds.

Foreign Exchange and Import Controls: With few exceptions, import licenses are not required. Importers have to submit in advance an Import Declaration for all products for which an import license is not required. Most import duties based on the Brussels Nomenclature system are ad valorem based on c.i.f. value.

Total Imports: 1972 – U.S.\$638 million.

Chief Imports: (1972) Food products, textiles, chemicals, machinery and transportation equipment.

Chief Suppliers: (1972 percent) Benelux 23; France 12; Italy 11; West Germany 11.

Value of Imports from Canada: 1973 – Cdn.\$3.4 million; 1972 – Cdn.\$1.6 million.

Chief Imports from Canada: (1973) Construction machinery and equipment \$1,207,000; aircraft \$900,000; drilling, excavation, mining machinery \$259,000.

Total Exports: 1972 – \$692 million.

Chief Exports: (1972) Copper, palm oil, rubber, coffee and diamonds.

Chief Markets: (1972 percent) Belgium 44; Italy 13; France 9; Germany 7; U.S.A. 7; U.K. 7.

Total Canadian Purchases: 1973 – Cdn.\$6.5 million; 1972 – Cdn.\$3.1 million.

Chief Canadian Purchases: (1973) Coffee \$5,527,000; manganese ore \$611,000; tea \$389,000.

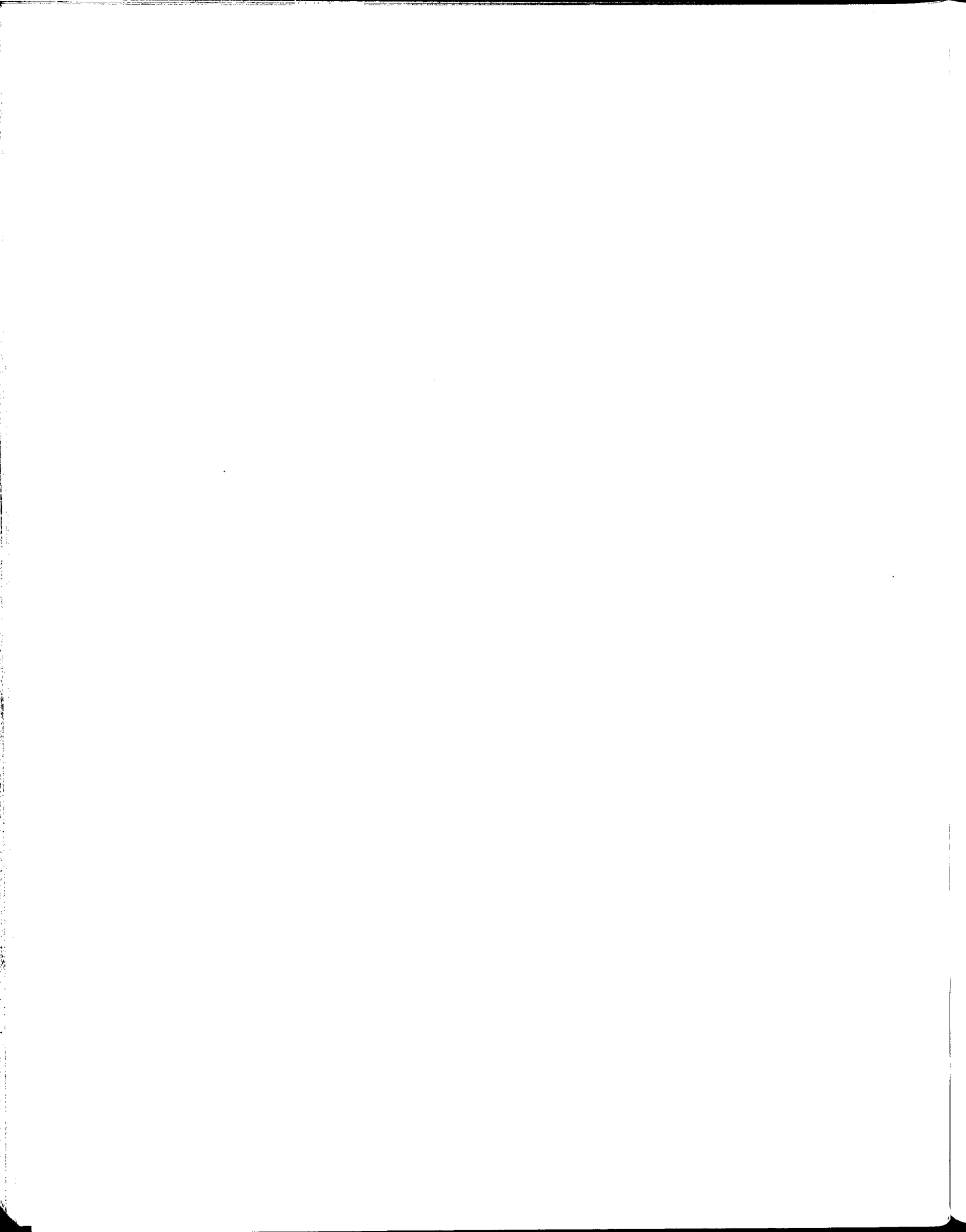
Prices: Prices should be quoted in U.S. dollars c.i.f. Matadi for goods intended for Kinshasa and c.i.f. Lobito for goods intended for Lubumbashi.

Credit Terms: Credit terms of between 60 and 180 days are usually sought.

Samples: Usually samples of no commercial value imported without difficulty. Samples of commercial value require most of the time cash deposit for amount of duty increased by 25 percent at entry. Difficulties and delays may be experienced in claiming.

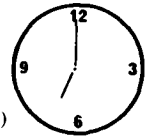
Taxes: Turnover tax 8.75%; statistical tax 3%; economic tax 5 to 20%; consumption tax.

Trade Agreements: No trade agreement between Canada and Zaire.



Zambia

If Noon E.S.T.



7:00 p.m. (Lusaka)

For detailed information contact:

Bank of Montreal

Manager – International Trade and Finance
Montreal: 129 St. James Street West
Toronto: First Canadian Place (P.O. Box 5)
Calgary: 804 – 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 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: (1972) 4,515,000.

Climate: Hot (especially in the Copperbelt) and sunny during summer. Cooler in evenings. Warm and pleasant balance of year.

Language: English is the official language and is spoken by the business community.

Weights and Measures: Metric system being implemented.

Currency: Kwacha; one K equals Cdn.\$1.5339 (Nov/1974).

Capital: Lusaka.

Marketing Centres: (population) Lusaka (350,000); Kitwe (290,000); Ndola (201,000).

Chief Ports: Lobito, Beira and Dar Es Salaam all used.

Income: (1971) GNP U.S.\$1.66 billion; per capita GNP U.S.\$386.

Motor Vehicles: (1971) Passenger cars: 68,000; commercial vehicles: 31,000.

Electricity: 220 volts single-phase; 380 volts three-phase; 50 cycles a.c.

Water Supply: Safe to drink in towns.

Economy: 70% of the population is engaged in agriculture on a small scale. Zambia is second largest exporter of copper in the world. Copper is 90% of the country's total exports.

Foreign Exchange and Import Controls: Generally foreign exchange is granted automatically for payments in respect of imports for which an import license has been granted. 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.

Total Imports: 1972 – K403,892,000.

Chief Imports: (1972 – million K) Machinery and transport equipment 169; manufactured goods 87.8; food 37.1; chemicals 33; fuels 26.5.

Chief Suppliers: (1972 percent) U.K. 23.7; South Africa 14.6; Japan 9.6; U.S.A. 8.6; West Germany 5.3.

Value of Imports from Canada: 1973 – Cdn.\$6.6 million.

Chief Imports from Canada: Wheat, railway rolling stock and parts.

Total Exports: 1972 – K541,749,000.

Chief Exports: (1972 – million K) Copper 490.9; zinc 16.3.

Chief Markets: (1972 percent) Japan 20; U.K. 19.8; West Germany 8.4; South Africa 2.

Total Canadian Purchases: 1973 – \$359,000.

Chief Canadian Purchases: 1973 – Peanuts Cdn. \$321,000.

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 license to be granted for the goods. Every import license is endorsed with instructions stating by which route the goods are to be imported.

Samples: Free entry if not for sale. Deposit for value of duty may be requested but refunded within twelve months.

Trade Agreements: There is no trade agreement between Canada and Zambia.

Credit Terms: Average credit period is 90 days.

HEAD OFFICE
129 St. James Street West
Montreal, Quebec
Canada H2Y 1L6

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Deputy Chairman and
Chief Executive Officer
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Senior Vice-President
R. R. Curtis

British Columbia Division
First Bank Tower
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Vancouver, B.C. V7X 1L5

Senior Vice-President
R. J. Kayser

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North and Latin America

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Senior Manager
W. M. Mader

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Toronto, Ontario
M5X 1A5

Senior Manager
J. N. Baillie

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and Saskatchewan)
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595 Burrard Street
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Senior Manager
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International Trade and Finance

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Suite 910
804 - 1st Street S.W.
Calgary, Alberta T2P 2K 1

Manager
R. J. Feys

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New York, N.Y.

Agency, Bank of Montreal
Two Wall Street
New York, 10005

Senior Vice-President and
Chief Agent

D. R. McCallum

Chicago, Ill.

2 First National Plaza
Chicago, Illinois 60603

Senior Representative
C. B. Henley

Houston, Texas

Suite 1000
1021 Main Street
Houston 77002

Senior Representative
W. H. Moise

Cayman Islands

Cayman Branch

Bank of Montreal Building
P.O. Box 905
George Town, Grand Cayman
Cayman Islands, B.W.I.

Manager
P. J. Carr

Mexico and Central America

Paseo de la Reforma 300
Piso 16
Mexico 6, D.F.

Representative
C. A. Garin

South America

Argentina

Palacio de las Sociedades
Anónimas
Florida 1, Buenos Aires

Representative
A. A. G. Racedo

Brazil

Alameda Santos 1800
9th Floor
Conz 9-A
São Paulo, S.P.-01418
Brazil

Representative
P. J. Cotter

Europe, Middle East and Africa

United Kingdom

Divisional Office Europe Middle East and Africa

47 Threadneedle Street
London E.C. 2R 8AN

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Vice-President, U.K.
and Ireland and
Manager, London Branch
W. H. Hill

West End Branch

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London S.W. 1Y 4AP

Manager
W. D. James

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Amsterdam, The Netherlands

Vice-President, Benelux
and Manager, Amsterdam
Branch

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France

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Paris, France

Representative
A. Gibeault

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Torre de Valencia
O'Donnell 4
Madrid 9, Spain

Vice-President and
Representative
M. Simon

Italy

7 Via San Paolo
Milan 20121, Italy

Representative
A. L. Luce

Federal Republic of Germany

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Ulmenstrasse 37-39
Postfach 17-4075
Frankfurt

Branch Manager
F. Schmall

Representative
G. A. Fischer

Middle East

Lebanon

Sabbagh Centre
Suite 1502
P.O. Box 155-537
Beirut

Representative
J. P. Szalay

Asia/Pacific

Australia

Macquarie House
7th Floor
167 Macquarie Street
Sydney, N.S.W. 2,000

Representative
M. S. Price

Japan

Tokyo—New Tokyo Building
Room 419
3-1 Marunouchi, 3-Chome
Chiyoda-Ku
Tokyo 100

Second Vice-President and
Senior Representative
H. C. Hartmann

India

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Los Angeles Branch
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Resident in Montreal:
B. C. Marshall
F. H. McNeil
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Managing Director
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Nassau Branch
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Sir Guy W. Henderson, Q.C.
Hon. K. G. L. Isaacs
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