



B O T T O M L I N E

CANADA could be your best Location Buy for the NAFTA market

Here's how to find out *more*

A growing number of U.S. companies are choosing Canadian bases and partners for the North American market. They're doing so because Canada offers competitive edges that include lower labor costs, favorable currency rates, and excellent workforce performance.

Interesting. But how do you find out how these advantages apply to your company? Start with a phone call or fax message to one of the offices listed below.

Contact with one of these offices puts you on the path to the answers you need to move from guesswork to informed investment decision-making.

For example, about :

- *Costs of doing business in Canada, province by province, city by city.*
- *Canadian regulations that apply to your industry.*
- *Federal and provincial government tax regimes including write-offs and other incentives.*
- *Names of key Canadian experts in your industry and how to contact them.*
- *Possible partners for joint ventures, strategic partnerships or licensing agreements.*

For answers to these and other critical investment questions, start with a phone call or fax message to the Canadian advisor closest to you. **We'll do the rest.** ●

U.S. Industry experts point to post-NAFTA advantages of a Canadian location

A prestigious U.S. magazine specializing in business location and facility issues, says that because of NAFTA and other competitive advantages, Canada has become a highly attractive location option for U.S. firms.

A cover story in the August 1995 issue of *Area Development: Sites and Facility Planning*, reporting on the views of several U.S. site selection experts, says "Canada can now be much more readily considered as a site option by locationally active U.S. firms. Given currency exchange rates, Canada's labor costs are highly competitive."

Other Canadian advantages cited in the article include "an ample supply of well-educated workers, lower fringe benefit costs, excellent infrastructure and good transportation linkages to the United States."

The article concludes, "these factors, combined with tariff elimination under NAFTA, should result in greater locational investment by U.S.-owned firms across Canada."

Author of the report was James Renzas, a principal of The Wadley-Donovan Group, a company that specializes in corporate site selection and relocation services. ●

For information about investment opportunities in Canada:

Here are your points of contact

Location	Officer	Phone	Fax
Atlanta	Mr. Jean-Pierre Petit	404-577-6810	404-524-5046
Boston	Ms. Alison Tait	617-262-3760	617-262-3415
Buffalo	Mr. Leo Leduc	716-858-9500	716-852-4340
Chicago	Ms. Cathy M. Patton	312-616-1860	312-616-1877
Cincinnati	Dr. Walter Staples	513-762-7655	513-762-7802
Cleveland	Mr. R.J. (Rick) Winter	216-771-0150	216-771-1688
Dallas	Mr. Marcel Saucier	214-922-9806	214-922-9815
Detroit	Ms. Margaret Baxter	313-567-2340	313-567-2164
Los Angeles	Mr. Peter McLachlan	213-346-2700	213-620-8827
Miami	Mr. Douglas J. Campbell	305-579-1600	305-374-6774
Minneapolis	Mr. Robert C. Lee	612-332-7486	612-332-4061
New York	Ms. Catherine Barclay	212-596-1600	212-596-1790
Pittsburgh	Mr. John Pearce	412-392-2308	412-392-2317
Princeton	Ms. Brigitte Léger	609-252-0777	609-252-0792
San Diego	Mr. Michael Stinson	619-597-7050	619-457-2844
San Francisco	Mr. Robert Logie	415-543-2550	415-512-7671
San Jose	Mr. Cameron Miller	408-289-1157	408-289-1168
Seattle	Mr. Robin O. MacNab	206-443-1777	206-443-9735
Washington	Mr. R.J. (Bob) Rutherford	202-682-7740	202-682-7619

For more information

Find out more about investing in Canada by contacting the Canadian embassy or the nearest consulate, or by contacting directly:

Department of Foreign Affairs
and International Trade
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
Canada K1A 0G2

INTERNET: <http://www.dfait-maeci.gc.ca>
FaxLink: (613) 944-6500

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