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The Department of Foreign Affairs and International Trade is pleased to associate with the Embassy of Chile in producing this joint publication on the Canada-Chile trade and investment relationship.

Canada and Chile are both trading nations and we share a common belief in liberalized trade and a mutual interest in export development. The markets beyond our borders sustain our development, foster our prosperity, and challenge our competitiveness. The NAFTA accession option continues to be Canada's preferred vehicle for securing free trade within the region. We strongly support Chile as the first candidate for accession to NAFTA.

Chile's economic success is attributed to the policy reforms of the 1970s and 1980s which have created a dynamic, export-led private sector. The opening of the economy to global competition has led to increased investment and trade opportunities for Canadian firms. Twenty seven Canadian mining firms are now active in Chile, some 39 Canadian companies are establishing joint ventures, and Canadian planned investment in Chile has surpassed \$4 billion. Exports have also been steadily climbing.

We can do better by working together. By strengthening contacts between our respective trade and investment communities and developing partnerships between Chilean and Canadian companies even more business opportunities can be made. Market access, investment, joint ventures and technology transfers are the formulas for success for both our countries.

The prospects and opportunities for the Canada/Chile trade and investment relationship are excellent. Our offices in Canada and our Embassy in Santiago, Chile will be pleased to assist you in identifying and developing these opportunities.

A handwritten signature in cursive script, reading "Kathryn E. McCallion".

Kathryn E. McCallion
Assistant Deputy Minister
Latin America and Caribbean Branch