

## C.I.D.A. INDUSTRIAL CO-OPERATION PROGRAM

### The Need

Strengthened economic ties between Canada and rapidly industrializing nations of the Third World.

Development assistance tailored to the changing needs and priorities of developing countries.

### The Response

Mutually profitable business relationships between Canadian companies and their developing country counterparts, e.g.:

- . joint ventures
- . direct investments
- . management contracts
- . licencing agreements
- . co-production arrangements
- . technical co-operation
- . technology transfer
- . project preparation studies
- . information development and dissemination

### The Program

For Canadian Companies wishing to investigate industrial co-operation opportunities in developing countries:

- . funding for travel, profitability and risk analyses, product/technology testing;
- . funding for project preparation studies as a lead-in to large capital projects;
- . funding for demonstration/test projects as a lead-in to technology transfer;
- . leads and information on opportunities, and on local conditions and business practice;
- . assistance in locating qualified Canadians to work abroad;
- . specialized training of local employees;
- . professional services to cope with special situations, such as complex tax or legal problems;
- . investment missions to developing countries.

For developing countries seeking Canadian private sector participation in their economic development:

- . investment-seeking missions to Canada;
- . information on Canadian technology and expertise;
- . trade facilitation;
- . business training in Canada and in home country;
- . linkages between Canadian and local business and manufacturing organizations;
- . public sector institution building in co-operation with Canadian counterpart institutions;
- . technical assistance to businesses requiring short-term experts;
- . assistance for the use of Canadian consultants or experts to assist in delineating industrial development priorities, promoting and managing exports, and providing direct, continuing expert advice to all segments of the economy, private and public.

### The Recipients

- . Canadian business and industry, defined as business men and women, proprietorships and limited companies subject to Canadian law.