

figure in Chilean trade activities. However, local financing may be preferable as it is readily available and competitive.

Canadian International Development Agency's Industrial Cooperation and Services in Canada

The Canadian International Development Agency's Industrial Cooperation program is currently the most active CIDA mechanism in Chile. CIDA Inc has identified Chile as a priority market in Latin America and focuses its support on technology transfer and joint venture projects. CIDA's role in creating new joint venture projects has been very successful. Several good experiences have arisen from financing by CIDA for the education and training of personnel to work in Canadian-Chilean firms.

development. The InfoCentre is the first contact point for advice on how to export successfully. It provides information on export-related programs and services, helps find and answer export problems, and is the entry point to DFAT's trade information network, and can provide international connections with copies of specialized export publications.

InfoCentres

Tel: 1-800-267-2776 or (613) 944-4000
Fax: (613) 896-9799
FaxLine: (613) 944-4300

Latin America and Caribbean Trade Division promotes trade with Chile. There are several trade commissions at the Embassy of Canada in Santiago. Trade Commissioners can provide a range of services including manufacturing Canada, identifying potential customers in Chile, advising on marketing channels, making those willing to participate in trade fairs, helping to identify suitable Chilean firms to act as agents, and completing credit and business or potential foreign customers.

**Latin America and Caribbean Trade Division
Department of Foreign Affairs and International Trade**

Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ont. K1A 9G1
Tel: (613) 974-3346
Fax: (613) 943-8800

International Trade Centres

International Trade Centres have been established in 17 of the country's major cities as a point of contact to support the export activities of Canadian firms. Co-located with the regional offices of Industry Canada (IC), the centres provide the guidance of DFAT and its trade service Trade Commissioners. They help companies determine whether or not they are ready to export, assist firms with marketing

British Columbia
Boag Tower
300 West Georgia Street
P.O. Box 11618
Suite 2100
Vancouver, B.C. V6B 5R2
Tel: (604) 666-0434
Fax: (604) 666-0954

**Alberta and Northwest Territories
Canada Place**

9700 Jasper Avenue
Suite 510
Edmonton, AB T5J 4C3
Tel: (403) 495-2944
Fax: (403) 495-4507

510-5th Street S.W.
11th Floor
Calgary, AB T2P 3S2
Tel: (403) 292-6660
Fax: (403) 292-4378

Yukon
300 Main Street
Room 210
Whitehorse, YT Y1A 2D4
Tel: (403) 667-3925
Fax: (403) 668-2007

Saskatchewan
119-4th Avenue South
Suite 401
Saskatoon, SK S7K 1X2
Tel: (306) 975-3313
Fax: (306) 975-4724
1919 Saskatchewan Drive
6th Floor

Regina, SK S4P 3V7
Tel: (306) 780-6325
Fax: (306) 780-6579