



**Canadian Consulate**  
 Hotel Fiesta Americana  
 Local 30-A  
 Aurelio Aceves No. 225  
 Col. Vallarta Poniente  
 Guadalajara, Jalisco  
 México  
 Tel.: 15-8665  
 Fax: 15-8665

**International Trade Centres** have been established across the country as a convenient point of contact to support the exporting efforts of Canadian firms. The centres operate under the guidance of DFAIT and all have resident trade commissioners. They help companies determine whether or not they are ready to export, assist firms with market research and planning, provide access to government programs designed to promote exports, and arrange for assistance from the trade commissioners in Ottawa and trade officers abroad. Contact the International Trade Centre nearest you.

**World Information Network for Exports (WIN Exports)** is a computer-based information system designed by DFAIT to help Canada's trade development officers abroad match foreign needs to Canadian capabilities. It provides users with information on the capabilities, experience and interests of more than 23,000 Canadian exporters. To register on WIN Exports, call (613) 996-5701, or fax 1-800-667-3802 or (613) 944-1078.

**International financing institutions**, including the World Bank and the Inter-American Development Bank, provide funds to Mexico for a wide variety of specific projects. DFAIT helps Canadian exporters interested in pursuing multilateral business opportunities that are financed by international financing institutions. For further information, call (613) 995-7251, or fax (613) 943-1100.

**Market Intelligence Service (MIS)** provides Canadian businesses with detailed market information on a product-specific basis. The service assists Canadian companies in the exploitation of domestic, export, technology transfer and new manufacturing investment opportunities. MIS is offered free of charge by fax, letter or telephone. For more information, call (613) 954-5031, or fax (613) 954-2340.

#### ***Canadian International Development Agency (CIDA)***

CIDA is an important possible source of financing for Canadian ventures in Mexico. A special fund is available through the CIDA under the Industrial Cooperation Program (CIDA/INC). This program provides financial contributions to stimulate Canadian private-sector involvement in developing countries by supporting long-term business relationships such as joint ventures and licensing arrangements. For more information, call (819) 997-7905/7906, or fax (819) 953-5024.

#### ***Export Development Corporation (EDC)***

EDC is a customer-driven, financial services corporation dedicated to helping Canadian businesses succeed in the global marketplace. EDC provides a wide range of risk management services, including insurance, financing and guarantees to Canadian exporters and their customers around the world.

EDC has established relationships with leading commercial and public sector institutions in Mexico and Latin America. Exporters can call (613) 598-2860 for more information. Smaller exporters, with annual export sales under C \$1 million, should call the Emerging Exporter Team at 1-800-850-9626. Exporters in the information technology industry can call EDC's Information Technologies

Team at (613) 598-6891. For information on the full range of EDC services, call (613) 598-2500, or fax (613) 237-2690.

#### ***Natural Resources Canada***

**Canadian Forest Service**  
 Industry, Trade and Technology  
 Directorate  
 Natural Resources Canada  
 580 Booth Street  
 Ottawa, ON K1A 0E4  
 Tel.: (613) 947-7375  
 Fax: (613) 947-7399

#### ***Department of Industry***

**Forest Industries and Building Products Branch**  
 Department of Industry  
 235 Queen Street  
 Ninth Floor, East Tower  
 Ottawa, ON K1A 0H5  
 Tel.: (613) 954-3037  
 Fax: (613) 952-8988

#### ***Revenue Canada***

Revenue Canada, Customs Program Branch provides a NAFTA Help Desk telephone line with service available in Spanish. For information, call (613) 941-0965.

#### ***Sponsoring Organizations***

**Baker & McKenzie**  
**Barristers & Solicitors**  
 BCE Place  
 181 Bay Street  
 Suite 2100  
 Toronto, ON M5J 2T3  
 Tel.: (416) 865-6910/6903  
 Fax: (416) 863-6275

#### ***Business and Professional Associations***

**Canadian Wood Council**  
 1730 St. Laurent Boulevard  
 Suite 350  
 Ottawa, ON K1G 5L1  
 Tel.: (613) 247-7077  
 Fax: (613) 247-7856