

Investment Development Program

This program helps Canadian companies find the investment they need. It actively promotes investments that take the form of new plant and equipment, joint ventures or strategic partnerships. It is especially interested in attracting investment that introduces new technology into Canada, a key to creating new jobs and economic opportunities. Investment officers make contact with foreign investors and bring them together with Canadian companies. For information, call: (613) 996-8625

Canadian International Development Agency

An important possible source of financing for Canadian ventures in Chile is the special fund available through the Canadian International Development Agency (CIDA) under the Industrial Cooperation Program or CIDA/INC. CIDA's Industrial Cooperation 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. INC supports the development of linkages with the private sector in Chile encouraging Canadian enterprises to share their skills and experiences with partners in Chile, and other countries. A series of INC mechanisms help enterprises to establish mutually beneficial collaborative arrangements for the transfer of technology and the creation of employment in Chile.

There are five INC mechanisms which help eligible Canadian firms to conduct studies and provide professional guidance and advice to potential clients. Where a project involves environmental improvement, technology transfer, development assistance to women, job training, or job creation, early contact with CIDA's Industrial Cooperation Division is suggested. An important CIDA criterion is that the project creates jobs in Chile without threatening jobs in Canada. In fact, most CIDA-assisted projects have produced net increases in Canadian jobs.

**Industrial Cooperation Division
Canadian International Development Agency**
200 Promenade du Portage
Hull, PQ K1A 0G4
Tel: (819) 997-7905/7906
Fax: (819) 953-5204

The Business Opportunities Sourcing System (BOSS)

BOSS is a computerized databank that profiles over 26,000 Canadian companies. It lists basic information on products, services and operations that is useful to potential customers. The system was established so that Trade Commissioners posted around the world by DFAIT could find Canadian companies that might be able to take advantage of foreign market opportunities. Today, more than 11,000 domestic and international subscribers use the system not only to locate Canadian suppliers but also to obtain market intelligence and identify market opportunities. The majority of subscribers are Canadian companies. For information call: (613) 954-5031

Market Intelligence Service

This market service provides Canadian business 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. The intelligence is used by Canadian business in decisions regarding manufacturing, product development, marketing, and market expansion. The information includes values, volume and unit price imports, characteristics of specific imports (e.g. material, grade, price range, etc.), names of importers, major countries of exports, and U.S. imports. Two-thirds of the clientele for this service are small businesses. For information call: (613) 954-4970

Revenue Canada

NAFTA Information Desk
Revenue Canada - Customs, Excise and Taxation
191 Laurier Avenue West
6th Floor
Ottawa, ON K1A 0L5
Tel: 1-800-661-6121
Fax: (613) 954-4494

NAFTA Spanish Help Desk
Revenue Canada - Customs provides a NAFTA Help Desk telephone line with service available in Spanish. Tel: (613) 941-0965