

6. KEY CONTACTS

6.1 CANADIAN GOVERNMENT DEPARTMENTS AND SERVICES IN CANADA

Department of Foreign Affairs and International Trade (Ottawa)

Department of Foreign Affairs and International Trade (DFAIT) is the Canadian federal government department most directly responsible for trade development. The **InfoCentre** is the first contact point for advice on how to start exporting; it provides information on export-related programs and services; helps find fast answers to export problems; acts as the entry point to DFAIT's trade information network; and can provide interested companies with copies of specialized export publications.

InfoCentre

Tel.: 1-800-267-8376 or (613) 944-4000

Fax: (613) 996-9709

FaxLink: (613) 944-4500

Latin American and Caribbean Trade Division promotes trade with Chile. There are several trade commissioners at the Embassy of Canada in Santiago. Trade Commissioners can provide a range of services including introducing Canadian companies to potential customers in Chile, advising on marketing channels, assisting those wishing to participate in trade fairs, helping identify suitable Chilean firms to act as agents, and compiling credit and business information on 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 0G2

Tel.: (613) 996-5546

Fax: (613) 943-8806

International Trade Centres

International Trade Centres have been established across the country as a convenient point of contact to support the exporting efforts of Canadian firms. Co-located with the regional offices of Industry Canada (IC), 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 marketing research and market planning; provide access to government programs designed to promote exports; and arrange for assistance from the Trade Development Division in Ottawa and trade officers abroad. Contact the International Trade Centre nearest you:

British Columbia:

Scotia Tower

900-650 West Georgia Street

P.O. Box 11610

Vancouver, BC V6B 5H8

Tel.: (604) 666-0434

Fax: (604) 666-8330

Alberta and Northwest Territories:

Canada Place

9700 Jasper Avenue

Suite 540

Edmonton, AB T5J 4C3

Tel.: (403) 495-2944

Fax: (403) 495-4507

510-5th Street S.W.

11th Floor

Calgary, AB T5P 3S2

Tel.: (403) 292-6660

Fax: (403) 292-4578

Yukon:

300 Main Street

Room 210

Whitehorse, YT Y1A 2B5

Tel.: (403) 667-3925

Fax: (403) 668-5003