

Canada-Chile Rewarding Relations

Continued from page 1

agreement. These agreements will closely resemble the North American Agreements on Environmental and Labour Co-operation that were negotiated, as part of *NAFTA*.

The decision to negotiate these side agreements demonstrates the importance that Canada and Chile place on strengthening co-operation and on promoting the enforcement of domestic laws and regulations in these areas.

Bilateral Objectives, Opportunities

Canada's four objectives in pursuing a bilateral agreement are to: obtain barrier-free access to Chile's markets; protect Canadian investment; secure Canada's attractiveness as an investment site; and provide a bridge to Chile's accession to the *NAFTA*.

An interim bilateral trade agreement would likely increase the opportunities for Canadian

exporters of:

- technologically advanced telecommunications equipment and specialized consultancy services;
- wheat, oilseeds and other similar crops;
- coal, mining and energy generation and transmission equipment; and
- forestry-related and environmental products and services.

CCD Exports to Japan

Continued from page 2

member companies and other well trained CCD representatives. It travels to all the major trade shows in Japan.

The 1996 CBPE began its 12-month tour of Japan in September. It is the fourth unit that CCD has sponsored in the past four years and is the most comprehensive to date in terms of products and services displayed.

Cooperative Venture

CCD is a cooperative venture among industry, B.C. Wood Specialists Group, BC Trade & Investment, Industry Canada, and the Department of Foreign Affairs and International Trade.

The Japan External Trade

Organization (JETRO) — with offices in Vancouver and Toronto — has also provided support funding for CCD, so the initiative truly reflects a shared endeavour on both sides of the Pacific.

CCD Eligibility, Contacts

Types of Canadian companies eligible to participate in CCD include building products manufacturers, architectural designers, building products consolidators, and transportation and import service companies.

For further information on Canada Comfort Direct, contact Ken Hori, Program Manager, CCD, BC Trade and Investment Office, Vancouver, Tel.: (604) 844-1952; Fax: (604) 660-2457.

Development Co-operation

This year, the approved \$15-million, five-year *Canadian International Development Agency (CIDA)* project will transfer Canadian technological know-how in areas of mutual interest. Chile also benefits from regional projects in the areas of environmental standards for the oil and gas sector and economic policy training.

Since 1978, *CIDA's Industrial Co-operation Program* has supported 99 partnerships between Canadian and Chilean companies in 15 economic sectors. In 1995-96, the program contributed \$1.3 million to projects in the mining, communications, sanitation, and industrial sectors.

Contact

For more information on Canada-Chile trade matters, contact Charlotte Ward, Latin America and Caribbean Trade Division, DFAIT, Ottawa, Tel.: (613) 996-4199; Fax: (613) 943-8806.



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