

living in three major cities, Vancouver, Toronto and Montreal, the structure of the market is convenient for businesses. Canada's 95,000 km of railway tracks, 271,000 km of inter-city highways, 25 deepwater ports and 1,600 airports make it possible for goods to be moved efficiently and competitively within the country and to any market in the world.

Canada is also strategically located next to the huge United States market. Proximity, similar business practices, common language and shared time zones have contributed to the creation of the world's largest bilateral trading relationship, valued at \$166-billion per year. More than 80 per cent of that trade is duty-free.

Cheaper energy

Canada's reputation as a reliable source of energy and raw materials is well-established. The 1985 European Management Forum Report ranked Canada number one in the world for secure, cheap energy and raw materials. Canada's supplies of oil, natural gas, coal and hydroelectricity all exceed demands. Furthermore, industrial energy rates in Canada's leading cities were 75 per cent lower than in New York and 50 per cent lower than in Chicago, Houston and San Francisco in 1985.

Canada has a highly-skilled and competitive workforce. It has over half-a-million scientists, engineers and technologists. More than 50 per cent of Canada's workers have high school diplomas and more than 20 per cent, college or university degrees. Canada's labour costs compare favourably. For example, in August 1985 the average hourly wage in Ontario was \$11.59 and \$10.90 in Quebec, whereas it was \$17.04 in Michigan and \$15.28 in Ohio.

Tradition of innovation

Canada also offers investors a sophisticated technological infrastructure. Universities work closely with industry in fields such as biotechnology, communications and electronics and the results of that research are put back into industry for implementation. Canada has a tradition of innovation: It was the first country to orbit a commercial communications satellite; it has the longest commercial fibre-optic system in the world; it developed the space shuttle arm for the American space program and it offers businesses high-speed, high-quality digital data transmission.

In addition to all the economic advantages listed above, Canada now offers investors a very attractive package of policies and programs. In July 1985 the Government of Canada replaced its foreign investment screening agency, the Foreign Investment Review Agency, by Investment Canada, an agency whose



primary mandate is to encourage and facilitate investment in Canada.

This new agency provides useful information and other services to help investors take advantage of investment opportunities in Canada. There is now no screening for most investments by non-Canadians in Canada. The sole requirement is to notify Investment Canada of the investment within 30 days of its inception.

The Government of Canada has also introduced a policy designed to attract successful non-Canadian business immigrants, called the Business Immigrant Program. The new policy applies to three categories of business person: the entrepreneur, the investor and the self-employed. The term of conditional admission for entrepreneurs is now two years and, in exceptional cases, a conditional admission for up to three years will apply. A special business visa is

available to those who enter the country from time to time to oversee their investments, but who do not wish to emigrate to Canada. This visa allows multiple entries and is valid for one year.

For those who decide to invest in Canada, the Canadian Government offers incentive programs for establishing or expanding businesses. The programs are varied and highly competitive with other jurisdictions. They include grants and tax advantages, loan guarantees and insurance. Canada's provincial governments offer their own incentive programs which are often complementary to those of the Government of Canada.

For more details on Canada's policies or on the advantages of investing in Canada, readers can consult the nearest Canadian embassy or high commission, or write to: Investment Canada, P.O. Box 2800, Station "D", Ottawa, Ontario, K1P 6A5, Canada.