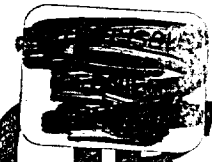


Season's Greetings!

Next issue will be January 13, 1997

CANADEXPORT



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Canada Expo '96

Canada and Chile Continue to Build on Success

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From agri-food products to engineering and telecommunications expertise, Canada and Chile are well on their way to forging a mutually beneficial, long-term trade relationship. From December 3 to 6, 1996, the quality and expertise of Canadian companies were on display at Canada Expo '96 in Santiago, Chile. International Trade Minister Art Eggleton and some 170 Canadian businesses travelled to Chile, the home of Canada's newest free trade partner, along with seven provinces and many Team Canada companies, to attend the fair.

Signing the Free Trade Agreement

While in Chile, Mr. Eggleton also signed the *Canada-Chile Free Trade Agreement*.

On November 18, 1996, Prime Minister Jean Chrétien and Chilean President Eduardo Frei signed an understanding to finalize the text and implement the agreement.

"Canada Expo '96 is the perfect event to launch a new era of partnership between Canada and

Chile," said Mr. Eggleton. "Now is the time for Canadian companies to consolidate their position in the Chilean market and to prepare for the advantages that the Free Trade Agreement will bring."

Building on a Solid Foundation

Relations between Canada and Chile have never been better. Over the past eight years, Canadian-Chilean trade has more than doubled — from \$301.5 million in 1988 to a high of \$666 million in 1995.

Canadian exports to Chile totalled \$387 million in 1995, an increase of almost 23 per cent over 1994. In the first six months of 1996, Canada exported \$147.8 million worth of goods to Chile, up 11.8 per cent from the same period the previous year.

Canadian companies are recognizing the opportunities that exist in Chile and in the rapidly expanding Latin American marketplace.

During the January 1995 Team Canada trade mission to Chile, 33 Canadian business leaders signed deals worth more

Continued on page 10 — Prospects

Cairo Conference a Success

Over 2,600 business delegates from more than 80 countries gathered in Cairo, Egypt, November 12-14, 1996 for the third Middle East and North Africa Economic Summit (MENAES), known as the Cairo Economic Conference. The Conference, hosted by President Hosni Mubarak, has been heralded a success by participating business leaders and government officials.

Canada led its largest ever private-sector delegation to a MENAES, with registered delegates representing more than 40 companies and organizations. At previous conferences in Amman (1995) and Casablanca (1994), Canada was represented by delegations of 23 and 6 respectively. Canadian business delegates appreciated the "Canada House" information and reception facilities, as well as the Team Canada approach pre-

sented jointly by the Department of Foreign Affairs and International Trade and the Canada-Arab Business Council.

FIPA/Protocol Signed

The signing of a Canada-Egypt Foreign Investment Protection Agreement (FIPA) to facilitate and protect investor interests in each country was a highlight of the Cairo Conference. The Egyptian Mi-

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