

*CanadExport* is available free of charge to Canadian manufacturers from:

External Affairs and International Trade Canada (BTC)  
125 Sussex Drive  
Ottawa ON  
K1A 0G2

or

InfoExport  
Tel: (toll free) 1-800-267-8376

## **Industrial Co-operation with Developing Countries**

In 1978, the Canadian International Development Agency (CIDA) established the Industrial Co-operation Program (ICP) to increase the effectiveness of its social and economic development programs in the Third World.

This program, together with other existing bilateral programs, helps Canadian companies penetrate new markets in developing countries and supports them in seeking opportunities for investment, joint ventures and transfers of technology.

ICP uses financial incentives to support Canadian private-sector initiatives in long-term business co-operation arrangements and in project definition studies in developing countries. Support is provided for making contacts and identifying opportunities through seminars, investment missions and viable business co-operation arrangements.

Most of these arrangements are defined as co-production or production-sharing agreements, assembly operations, licensing agreements and various forms of equity participation.

Detailed information and application forms for ICP are available from:

The Industrial Co-operation Division  
Canadian International Development Agency  
200 Promenade du Portage  
Hull PQ  
K1A 0G4  
Tel: (819) 997-7901  
Telex: 053-4140