

MOU on Increased Ties Between Canada-Chile SMEs

On November 10, 1999, Canada and Chile signed a Memorandum of Understanding (MOU) on International Business Development for Small and Medium-sized Enterprises (SMEs). Paralleling the MOU signed with Argentina on May 18, 1999, this agreement is designed to promote and accelerate exports of Canadian SME technology, management knowledge and skills to customers and partners in the Free Trade Area of the Americas.

Through the MOU, signed by the Department of Foreign Affairs and International Trade (DFAIT) and the Chilean Economic Development Agency (CORFO), the two countries have agreed to work together to develop a plan of activities to achieve the following objectives:

- exchange best practices and knowledge to promote the international business activities of SMEs;
- develop good mechanisms to increase exports bilaterally;
- encourage joint ventures and strategic alliances between Canadian and Chilean SMEs;
- identify and promote trade and partnership opportunities through missions, seminars and exchanges;
- continue to promote the global business efforts of women- and aboriginal-owned SMEs;

- develop opportunities for training and technology transfer programs; and
- encourage the participation of Canadian and Chilean entrepreneurs and officials in business events in both countries.



From left to right, Canada's Ambassador to Chile, Lawrence Lederman; JoAnna Townsend, Director, Export Services for Small- and Medium-sized Enterprises, DFAIT; Francisco J. Troncoso International Relations Director, Corporación de Fomento de la Producción - Chile (CORFO); and Gonzalo Rivas Gomez, Executive Vice-President, CORFO.

The MOU has the potential of bringing exceptional benefits to both countries' SMEs, including direct links to networks of technology experts, buyers and suppliers; access to training and technology transfer programs; knowledge of business and industry sectors; and opportunities for partnerships and alliances.

For more information on the Canada-Chile MOU, check the Internet site www.dfait-maeci.gc.ca, select *The World*, then *Latin America and The Caribbean*, then *Chile*, then *Information*.

Opening of Three Facilities in Poland

This past summer, former Canadian Ambassador to Poland, Serge April had the pleasure of attending the opening of three facilities in Poland.

On June 18, Ambassador April, Commercial Counsellor Barbara Giacomini and Commercial Officer Adam Kapitan Bergman were at the opening of the Royal Europa factory in Polkowice. Royal Europa is the European arm of Royal Group Technologies of Mississauga, which has been active in Poland for several years and was the recipient of *Murator* magazine's *Best Designed*

Home in Poland contest. Also in attendance were Vic de Zen, President and CEO of Royal Group Technologies and Bogdan Fusiek, President of Royal Europa.

The Royal Europa factory represents an investment of US\$35 million, and is the most modern factory in the Royal Group family. Through this facility, the Mississauga company is introducing a new construction technology to Europe that will produce approximately 2,500 high-quality, energy-efficient, environmentally friendly and affordable homes per year.

On June 23, the Ambassador, with Barbara Giacomini and Commercial Officer Ewa Gawron-Dobroczyńska attended two opening ceremonies in the city of Zabrze — a new sorting/composting facility and the Zabrze water purification plant.

Since 1996, the International Centre for Sustainable Cities in Vancouver, with the support of the Canadian International Development Agency, has been working with a team of Canadian and Polish partners (AGRA Earth and Environmental Ltd. of

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