

# PUERTO RICO

*A Guide  
for  
Canadian Exporters*

External Affairs and  
International Trade Canada



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(Publié également en français)

# PUERTO RICO

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## A Guide for Canadian Exporters

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# I. THE COUNTRY

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## Location and Geography

Puerto Rico is the easternmost island of the Greater Antilles and lies on the same latitude as Jamaica, Haiti and the Dominican Republic. The island is slightly smaller than Jamaica, measuring 152 km in length (east to west) by 56 km in width, with a total area of 8 897 km<sup>2</sup> (2 250 000 acres).

Like all of the larger Caribbean islands, Puerto Rico was formed volcanically, and rugged mountains, the remains of volcanoes that have been long inactive, cover the interior of the island. The highest peaks (some reaching over 1 200 m) are found in the south central area.

Fertile coastal plains provide the island with good agricultural lands, the most important of which is a 20 km wide band stretching the full length of the north coast.

## Historical Background

The island of Puerto Rico was discovered by Christopher Columbus on his second voyage to the New World in 1493, and subsequently named San Juan Bautista. The city that then served as the island's only port of entry was named Puerto Rico ("rich port"). In time, these names were reversed, the island being called Puerto Rico, and the port city San Juan. The island was first colonized in 1509 by a group of settlers under the command of Juan Ponce de Leon, a companion of Columbus and the discoverer of Florida. He settled at Caparra, across the bay from the present old San Juan. As the island's first governor, Ponce was hospitably received by the original inhabitants, the Arawaks, but the Indians quickly died off from European diseases against which they had no immunity.

Because of the island's strategic location at the gate of Spain's Latin American empire, it played a crucial role in defending that empire against competing European powers. Although military forts at San Juan were first constructed by the British, the island was never occupied by any European power except Spain. It remained a Spanish dependency until 1898, when it was ceded to the United States at the close of the Spanish-American War under the provisions of the Treaty of Paris.

On July 4, 1952, Puerto Rico entered the Commonwealth of the United States as an unincorporated territory directly under the supervision of the U.S. Congress. On that day, President Truman signed legislation giving the people the power to have their own constitution, with greater control of their own affairs. Thus, Puerto Rico is the first overseas Commonwealth territory (defined as "a free and associated state" or "*estado libre asociado*") of the United States. From 1900 through 1952, progressive changes were made in the relationship of the island to the mainland. As a result, Puerto Ricans have enjoyed a steadily rising standard of living, and U.S. citizenship without the disadvantage of liability for U.S. federal income taxes.

## System of Government

Puerto Rico's unique status within the U.S. has no direct parallel in the American system. In many respects, it resembles that of a state of the Union, although it operates under a constitution adopted by the people. Under this constitution, the Legislature and the Senate of the island control lawmaking in all matters that are normally under the authority of the individual states. Thus, the Commonwealth completely controls its schools, police, courts, public works, internal communications such as telephone and telegraph, etc. Puerto Ricans are citizens of the United States and have all rights, privileges and obligations of any other citizen, with the exception that islanders may not vote in U.S. presidential elections unless they move to the mainland.

The constitution is in complete harmony with that of the U.S., providing for the checks and balances of legislative, executive and judicial branches of the government. However, in some respects it is even broader, guaranteeing, for example, representation of minority parties in the House and Senate.

As was the case with former U.S. territories such as Alaska and Hawaii, Puerto Ricans have no vote in presidential elections. However, Puerto Rico does have a voice in the U.S. Congress through a resident Commissioner, who is elected by the people to a four-year term. The Commissioner has all the privileges of a member of the Congress except the right to vote.

In preservation of the ancient U.S. principle of "no taxation without representation," Puerto Rico is not subject to U.S. federal taxes. It enjoys fiscal autonomy within the U.S. customs union, which allows trade under the same provisions as

Many churches offer services in both Spanish and English

the U.S. with the rest of the world, and trade without payment of duty with any other part of the U.S. For trade with Canada, Puerto Rico is regarded as part of the U.S. and is subject to the provisions of the Free Trade Agreement.

The U.S. federal government, however, does retain control of all areas in which it normally exercises authority in the states, such as customs, interstate commerce, operation of the post office, coast guard, lighthouse service, licensing of radio and TV stations, and so forth. Federal courts are maintained to adjudicate civil and criminal matters that are in the province of the U.S. government.

The constitution cannot be changed without the consent of both the U.S. Congress and the people of Puerto Rico through their elected representatives.

The "commonwealth" constitution, adopted by the people and ratified by the U.S. Congress in 1952, provides for a republican form of government with executive, judicial and legislative branches. It provides for the exercise of government through a governor, elected by direct referendum for a term of four years and advised by a Council of Secretaries (or Cabinet) of 10, appointed by the Governor and ratified by the Senate. The legislature consists of a Senate comprising 32 members and a House of Representatives with 63 members, elected to represent electoral districts, and 11 "members at large," the minority representation.

The executive branch of the government operates through separate departments responsible for major activities, each headed by a Secretary who, as a group, form the Governor's Council of Secretaries or Cabinet, and who are appointed by the Governor subject to Senate approval.

## Climate

Puerto Rico enjoys a tropical climate with little seasonal and daily variations of temperature. The average temperature is 23°C between November and April, and 27°C from May to October. The temperature in the mountains can be 6 degrees lower during the summer months and even lower in "winter." In the mountains between December and February, temperatures can fall as low as 19°C late at night. During the summer months, however, even along the coastal areas, the temperature seldom climbs higher than 36°C due to the flow of the trade winds.



Climatic variation is distinguished mainly by differences in rainfall; it is generally heaviest in the high central mountains. The rainy season tends to fall between May and December, but the showers are usually brief.

## Local Time

Puerto Rico is on Atlantic Standard Time for the entire year (same time as Ontario during Eastern Daylight Saving Time).

## Population

In the 1990 census, the population of Puerto Rico was 3 314 000. In 1988, 679 489 students enrolled in the first month of school at public, primary and secondary schools. In the same year, 56 904 registered at the University of Puerto Rico; 98 809 students enrolled in other college-level schools.

## Principal Cities

San Juan, a metropolitan area located on the north coast, has a population of over 1.5 million and is the capital. It is the commercial, political and transportation centre of Puerto Rico, and boasts having the busiest ocean terminal in the Caribbean as well as a modern international airport. Ponce, an old colonial town on the south coast with a population of 200 000, is the second largest city. It is a major commercial centre, but with less tourist appeal than Arecibo on the north coast because it lacks good beaches. On the east coast, Mayaguez (population 99 800) has great potential for industrial expansion and is one of the two free trade zones (FTZs). San Juan, the other FTZ, is already a major international trading centre.

## Language

Spanish is the mother tongue of Puerto Rico and, with English, is one of the two official languages. English is widely spoken and understood, particularly among those engaged in commerce. The island is served by English-language television, radio and newspapers.

## Religion

Freedom of worship is guaranteed under the constitution and Roman Catholicism is by far the predominant religion. Many churches offer services in both Spanish and English.

## Public Holidays

The following holidays are observed:

Fixed dates

- New Year's Day** — *January 1*
- Three Kings' Day** — *January 6*
- De Hostos' Birthday** — *January 11\**
- Washington's Birthday** — *February 18\**
- Emancipation Day** — *March 22\**
- De Diego's Birthday** — *April 16\**
- Independence Day (U.S.)** — *July 4*
- Muñoz Rivera's Birthday** — *July 17\**
- Constitution Day** — *July 25*
- Barbosa's Birthday** — *July 17\**
- Discovery Day** — *November 19\**
- Christmas Day** — *December 25*

Variable dates

- Good Friday** — *March/April*
- Memorial Day (U.S.)** — *May (fourth Monday)\**
- Labour Day** — *September (first Monday)*
- Columbus Day** — *October (second Monday)\**
- Veterans' Day** — *October (fourth Monday)\**
- Thanksgiving Day** — *November (last Thursday)*

\* Normally, half holidays for banking and business operations. All government offices and schools remain closed throughout the day.

## Hours of Business

Usually, hours are between 8:30 a.m. and noon, and 1:00 p.m. and 5 p.m.

## Weights, Measures and Electricity

Puerto Rico adheres to the U.S. Standard of Weights and Measures. Although conversion toward the international metric system has been introduced (U.S. *Metric Conversion Act*, 1975), only 15 per cent of the industries are actively pursuing metric measurements. AC electric current is supplied at 60 cycles, 120/240 volts, 1-3 phase.

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## II. *ECONOMY AND FOREIGN TRADE*

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### Economy of Puerto Rico

In recent years, the economy of Puerto Rico has grown 16.5 per cent, surpassing the growth of such economies as France, Germany, England and the U.S., and approaching that of Japan. Historically, the U.S. and Puerto Rican economies have maintained a close association, both through investments and trade transactions for finished and semi-manufactured products. This relationship is expected to continue for the foreseeable future.

In fact, most of the investments that give impetus to the development of the local economy come from mainland investors, who are attracted by section 936 of the U.S. Internal Revenue Service Code and by local tax incentives. This substantial external investment, principally in the area of manufacturing, has helped to transform the island into a highly industrialized nation where the pharmaceutical and electronics industries are among the most important in terms of productivity, technology and income.

The U.S.' economic relationship with Puerto Rico as a market for its products is even more important; most of the island's trade is with the United States. The island has a common market with the U.S. which is free of import tariffs. The Canada/U.S. Free Trade Agreement also includes Puerto Rico.

Imports and exports today represent approximately 98 per cent of the Gross Internal Product. This expansion and volume of exports make Puerto Rico one of the largest exporters in Latin America. The island accounts for 12 per cent of the region's total exports, placing Puerto Rico third behind Brazil and Mexico. It also constituted a \$14 billion import market in 1988.

Puerto Rico has a high level of personal income. Income per capita climbed to US\$6 174 in 1990, one of the highest in Latin America and the Caribbean.

## **Section 936**

Under section 936 of the U.S. Internal Revenue Service Code, profits from subsidiaries of offshore companies can benefit from income tax exemption. Federal income tax exemption on profits can be obtained by U.S. subsidiaries producing in Puerto Rico, subject to the requirement that at least 80 per cent of their profits were generated from local production. This federal tax exemption is further enhanced with local income tax exemptions and government subsidies directed to training programs, physical facilities and transportation costs.

### **The Pharmaceutical Industry**

The pharmaceutical industry is well represented by subsidiaries of most U.S. and multinational companies and manufactures a great variety of items ranging from biological products (i.e., bacterial vaccines and analogous products), botanical and medicinal products, which include drugs and botanicals, to pharmaceutical products. The latter include medicaments for veterinary use.

### **The Garment Industry**

One of the most outstanding industries in Puerto Rico is the needle industry. This "native" industry specializes in the manufacture of textile products and their derivatives and employs a force of 30 000 trained workers. Being an industry that actively competes in foreign markets, the garment industry enjoys the benefits of the 1987 tax incentive laws.

### **The Electronics Industry**

Among the most important products of this industrial sector are electrical and electronic components. An important portion of this industry is related to the manufacture of computerized electronic equipment and its applications in the manufacture of home appliances and computers.

### **The Furniture Industry**

The development of the growing furniture industry in Puerto Rico began in 1958 with sales of \$12 194 000. Currently, the industry includes 120 companies. Membership in the Association of Furniture Manufacturers exceeds 600 specialized companies.

## Tourism

Since the 1970s, Puerto Rico has become a mecca for Caribbean tourism and, in turn, tourism has become one of its most valued industries. Reports indicate that during fiscal 1988 more than 3 million visitors came to the island, almost equalling Puerto Rico's 3.2 million population. These visitors yielded \$1 billion to the island's economy. This productive industry has generated 57 300 new service jobs in the last four years.

The U.S. dollar is the legal currency in Puerto Rico. North Americans have no difficulty with communication on the island because many Puerto Ricans speak English as well as Spanish.

Every hotel with more than 300 rooms can operate a casino. Casinos are controlled and supervised by the Government of Puerto Rico's Tourism Company. Earnings from the casinos are divided into three equal parts: one for the casino operator, one for the Tourism Company's coffers to promote more tourism and the third to the government treasury to be allotted for education.

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### Canadian Imports from Puerto Rico — 1989

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| Commodity                             | (C\$ 000) |
|---------------------------------------|-----------|
| Food preparations                     | 56 715    |
| Petroleum oils                        | 31 854    |
| Heterocyclic compounds with nitrogen  | 41 347    |
| Parts, auto data processing equipment | 16 905    |
| Total*                                | 340 251   |

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\* Figures do not total exactly.

Source: Statistics Canada.

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## Canadian Exports to Puerto Rico — 1989

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| Commodity        | (C\$ 000) |
|------------------|-----------|
| Newsprint        | 30 136    |
| Lumber, softwood | 14 447    |
| Salted cod       | 10 245    |
| Potatoes         | 7 245     |
| Total*           | 191 770   |

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\* Figures do not total exactly.

Source: Statistics Canada.

Note: Canadian exports to Puerto Rico are probably far greater than shown due to the large number of re-exports through U.S. mainland destinations.

### Foreign Trade

Exports to countries other than the U.S. during fiscal 1988 amounted to \$1 410 million, equivalent to 10.69 per cent of the total and an increase of \$80 million over the previous fiscal year. The principal markets for Puerto Rican exports were, in order of importance, the United States, the Dominican Republic, West Germany, Haiti, Holland, Netherlands Antilles, France, Leeward and Windward Islands, Trinidad and Tobago, and the United Kingdom. In 1988, Puerto Rico also exported its products to 25 countries in Africa and Asia, 25 European countries, 13 South American countries, 10 Caribbean islands, 7 Central American countries, Australia and Oceania, and Canada.

### Foreign Free Trade Zones

Foreign FTZs are special areas where goods can be imported without being subject to U.S. Customs laws or duty. Puerto Rico has two FTZs — one in Mayaguez and one in San Juan, which is part of the International Trade Center. The zone in Mayaguez is primarily devoted to manufacturing operations and has been in existence since 1961. The San Juan zone opened in 1986 and its focus is international distribution. Both zones offer very attractive infrastructure facilities and modern services to the foreign investor. One of the most important benefits is the elimination of all taxes and customs tariffs on both imported raw material and finished

products. If, however, products enter Puerto Rico for sale, U.S. Customs duties must be paid. U.S. companies located in the zone can take advantage of section 936 of the U.S. Internal Revenue Code which exempts repatriated earnings from federal taxes and permits immediate access to them.

## The Ports of Puerto Rico

The Puerto Rico Ports Authority controls, supervises and operates nearly all commercial marine and air facilities in the Commonwealth, operations which have grown to world prominence in recent years. In 1987, cargo movement exceeded 6.5 million gross tons. However, total cargo movement for all ports reached over 30 million tons.

## Customs

Puerto Rico falls under the U.S. Federal Customs System, which now serves approximately 300 ports of entry throughout the U.S., Puerto Rico and the Virgin Islands and keeps watch over 96 000 miles (approximately 154 493 km) of land and sea borders.

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### **III. DOING BUSINESS IN PUERTO RICO**

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#### **Canadian Government Assistance**

Canadian commercial and consular interests in Puerto Rico are the responsibility of the Canadian Consulate General in Atlanta, Georgia, and the Canadian Government Trade Office in San Juan. Business persons seeking assistance may contact either of these offices at the address, telephone and fax numbers listed in Section VI.

#### **The Banking Sector**

Puerto Rico has a highly developed banking sector that includes banks from Canada, the U.S. and Spain besides the local banks. There are 19 commercial banks on the island with 338 branches, in addition to savings banks, mortgage banks and small loan companies.

Part of the reason that Puerto Rico has such a sophisticated banking sector is the existence of section 936 deposits made by industrial firms operating on the island. These firms have deposits of approximately \$7 billion in the banking system, which accounts for its high degree of liquidity. In fact, these deposits represent about 37 per cent of the total deposits in the commercial banking system.

Two of the 19 commercial banks in Puerto Rico are the Scotiabank and the Royal Bank of Canada. Canadian banks operate local subsidiaries integrated into their operations. In 1987, commercial banks in Puerto Rico had total deposits of \$18.3 billion.

#### **Communications and Transportation**

Over 77 per cent of households in the San Juan area are telephone subscribers; island-wide level of use exceeds 60 per cent of households. The adoption of cellular telephones since 1986 has increased to over 8 700 subscribers. There are seven television stations, and cable systems have reached more than 200 000 households, representing 25 per cent of all households on the island. Top-ranked cable systems provide at least 30 channels of assorted programming.



Topographic conditions in Puerto Rico permit specialized radio and television coverage, resulting in more than 120 radio stations. The island's four main dailies, *El Nuevo Día*, *El Vocero*, *El Mundo* and *The San Juan Star*, publish over 600 000 copies daily.

Land, sea and air transportation in Puerto Rico is becoming more efficient in response to the dynamic industrialization process. The transportation system is regulated by the Department of Transportation and the Ports Authority.

With travel times of just over three hours by air from New York, three or four days by ship from any port in the Gulf of Mexico or the Atlantic, only seven days from Europe, and a distance of about 100 km from Caracas, Venezuela, Puerto Rico is a convenient place for business persons who want to reach the U.S., the Caribbean or the South American markets.

The high volume of maritime cargo and pleasure cruise ships has made San Juan the fifth busiest port in the U.S. and has placed it among the world's top 10 in the movement of cargo containers. Also, numerous cruise ships have adopted San Juan as a principal port and have made it second in importance after Miami.

The principal maritime transportation companies serving Puerto Rico are Navieras de Puerto Rico, owned and operated by the Government of Puerto Rico, TMT (Trailer Marine Transport), Sea Land, Carolina Freight Carrier Corporation and Caribe Shipping. Autoridad de las Navieras is the largest carrier between Puerto Rico and the five principal ports on the east coast of the U.S.

Luis Muñoz Marín International Airport has undergone a dramatic expansion and has become the principal air traffic port of Puerto Rico and the Caribbean. In 1988, passenger movement surpassed 7.7 million, and more than 15 000 passengers and 400 flights use this airport daily.

An excellent network of roads links commerce and industry and makes possible the prompt delivery of merchandise.

## **Brokerage Houses**

Puerto Rico has 11 brokerage houses, which are all subsidiaries of parent companies in the U.S. Their primary function is to provide financing to companies and financial institutions, and to allow access to Puerto Rico and U.S. capital markets through the issue of bonds, capital notes and commercial paper.

## Local Agents

Canadian officials in San Juan or Atlanta will be pleased to assist any Canadian firm in locating a suitable representative and will recommend whether to engage an agent or a distributor. Caution should be exercised when appointing a representative in Puerto Rico because a local law, Law 75, was enacted to protect the interest of Puerto Rican representatives. The law stipulates that an agreement cannot be terminated unless "just cause" is given for cancellation of a contract, written or verbal.

To avoid the complications associated with Law 75, several companies have chosen to set up alternative marketing arrangements. Some firms still deal with the independent distributors but tend not to enter into exclusive contracts with them. Other firms will contract with a large company to handle their warehousing, billing and shipping, and thus fall out of the purview of Law 75. A third method is for a company to establish its own marketing and sales channels. Although this approach is usually the most expensive because of overhead and personnel expenditures, an increasing number of companies are using it.

## Buying Season

The two most important buying months in Puerto Rico are February and August. Most firms do the bulk of their purchasing during these months to prepare for the Christmas and summer seasons.

## Price Quotations

Because Puerto Rico lies within the U.S. Customs area, Puerto Rican buyers evaluate Canadian prices almost exclusively against U.S. mainland competition and are not in the habit of making their own calculations on duties. Therefore, it is best when dealing with Puerto Rico to quote prices c.i.f. San Juan, duty-paid in U.S. dollars, as this produces the quickest response. However, quotations f.o.b. New York or from other major U.S. cities are also acceptable. The f.o.b. factory value should be shown for customs appraisal purposes.

## Imports

The most common payment procedure is for the purchaser to obtain a letter of credit. Upon arrival in the U.S. or Puerto Rico, the shipment may be (1) presented to U.S. Customs for "entry for consumption," (2) transported to another port of entry, (3) placed in a bonded warehouse or (4) placed in an FTZ.

## Placement in Foreign Trade Zones

FTZs are enclosed areas that are considered outside U.S. Customs territory and in which duties on merchandise are deferred, reduced or, in some cases, eliminated. Domestic and foreign merchandise can be brought into FTZs for the purpose of storage, manufacturing, assembly, salvage, repacking, repair, re-export, trans-shipping, exhibit and other operations. Customs duty on products manufactured, assembled or processed in FTZs excludes labour facility and overhead costs as well as profit.

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## **IV. YOUR BUSINESS VISIT TO PUERTO RICO**

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When planning a trip to Puerto Rico, consult with the Canadian Trade Commission in San Juan well in advance of your departure. Indicate the purpose of the visit, include several copies of product brochures and provide information on any initial contacts made with potential business partners. Based on this information the commercial staff will be pleased to arrange a tentative itinerary and make appointments on your behalf before your arrival.

### **Travel and Hotel Reservations**

Most major airlines that service the Caribbean, Central and South America, the U.S. and Europe offer direct flights to and from the Luis Muñoz Marín International Airport in San Juan. Some charter services and small planes that fly to adjacent islands leave from the Isla Grande Airport.

All cabs use meters to charge fares except for charter trips outside the usual taxi zones. Hourly rates are about US\$20 but these will change over time. You should book your hotel well ahead of your visit. This is particularly important during the height of the tourist season (November to April). A 7 per cent value-added tax is charged on hotel accommodation and restaurant meals, where tips of 15 per cent are expected.

Hotel prices vary considerably depending on the type and location of accommodation. Rates are generally much higher in the peak season, December through April, and especially so in the luxury hotels.

### **Passports**

Canadian business persons coming from Canada need only show proof of citizenship. However, for those arriving in San Juan from other areas of the Caribbean or South America, a valid passport is required.

## Clothing

Lightweight suits are worn year-round. If your visit includes a weekend stopover, take some casual attire. The Puerto Rican business community is traditional in its dress, and coat and tie are considered desirable in conducting business affairs.

## Currency

The currency is the U.S. dollar, and all major credit cards are accepted.

## Trade Fairs and Missions

It is a good idea to schedule a visit to one of the trade fairs or missions organized by the Canadian government. You should first contact the Trade Commissioner in the international trade center nearest you. They are centers in each of the 10 provinces. If you are interested in international trade, you may want to contact the Trade Commissioner in the appropriate field in the appropriate field in the appropriate field in the appropriate field. For information on a specific country or geographic region, contact the Trade Commissioner in one of the following: Geographic Trade Division in Ottawa. Address for the Trade Commissioner in Ottawa: 1000 Avenue of the Americas, Suite 1000, New York, NY 10020. In Canada, there is no national trade center. It is necessary to contact the Trade Commissioner in the appropriate field in the appropriate field in the appropriate field. You can also contact the Trade Commissioner in the appropriate field in the appropriate field in the appropriate field. 1-800-267-8376

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# V. FEDERAL EXPORT ASSISTANCE

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## Helping Canadians Win Markets

In addition to developing policies to advance Canadian export interests, the government offers Canadians a wide range of export programs and services through its well-established international network of 127 Trade Commissioner offices and 12 International Trade Centres across Canada, which combine the resources of the Trade Commissioner Service and officers of Industry, Science and Technology Canada (ISTC). Completing the network of trade expertise available to the business community are the geographic and sector experts at External Affairs and International Trade Canada (EAITC) in Ottawa.

Trade officers identify the most promising markets and sectors, assist with the preparation of visits to potential markets, arrange participation by Canadians in trade fairs abroad and involve Canadian exporters in visits to Canada by foreign buyers. They also promote investment and joint ventures and other strategic alliances between Canadian and foreign firms, and the transfer of technology to Canada.

## Getting Started

If you are new to exporting or want to find out more about trade services offered by the Canadian government, your first step is to contact the Trade Commissioner in the International Trade Centre nearest you. There are centres in each of the 10 provinces.

If you are interested in international market prospects for a specific product or service, contact the Trade Commissioner in the appropriate Sectoral Trade Division in Ottawa.

For information on a specific country or geographic region, contact the Trade Commissioner in one of EAITC's Geographic Trade Divisions in Ottawa.

Addresses for the previously mentioned contacts are listed in Chapter VII.

## The Trade Commissioner Service Abroad

After you have identified a market of interest to your company, you may wish to contact the Trade Commissioners at the Canadian Embassy in the particular country of your interest.

Trade Commissioners abroad respond annually to thousands of enquiries from Canadian business people looking for foreign markets and enquiries from foreign business people looking for products or services in Canada. The latter are directed to Canadian exporters listed with External Affairs and International Trade Canada in the World Information Network for Exports (WIN Exports) database. If your firm is not listed you should make arrangements to do so through the International Trade Centre nearest you.

## Export Insurance and Export Financing

Export Development Corporation (EDC), a Crown corporation, provides a variety of insurance against risks involved in doing business abroad. This includes general coverage on exports, bid bond insurance and foreign investment insurance. In some instances, the EDC also provides supplier credits at internationally competitive interest rates to importers of Canadian products. See Chapter VII for the EDC's address.

## Trade Fairs and Missions

EAITC assists Canadian exporters to exhibit at fairs abroad and participate in missions to and from foreign markets. In addition to these events organized directly by the department, export market development assistance (PEMD) is also available to assist exporters to visit new markets, bring buyers into Canada and attend trade fairs that have no Canadian government sponsorship. Information on the fairs and missions in markets of interest to you can be obtained from your nearest International Trade Centre.

## Publications

A biweekly publication of External Affairs and International Trade Canada called *CanadExport* is a must for all Canadian exporters. It contains current information on all federal export services, international projects and specific markets and sectors on a regular basis. You can be added to the mailing list by calling tollfree 1-800-267-8376.

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## VI. USEFUL ADDRESSES IN PUERTO RICO AND THE UNITED STATES

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Canadian Trade Commission  
Mr. James C. Bradford  
Trade Commissioner  
and Consul  
Plaza Scotiabank, 6th Floor  
273 Ponce de Leon Avenue  
Hato Rey, Puerto Rico 00917  
Tel: (809) 250-0367  
Fax: (809) 250-0369

Canadian Consulate General  
One CNN Center  
Suite 400, South Tower  
Atlanta, Georgia 30303-2705  
Tel: (404) 577-6810  
Fax: (404) 524-5046

Scotiabank de Puerto Rico  
Plaza Scotiabank  
273 Ponce de Leon Avenue  
Hato Rey, Puerto Rico 00917  
Tel: (809) 768-8989

Royal Bank de Puerto Rico  
Royal Bank Center  
255 Ponce de Leon Avenue  
P.O. Box 819  
Hato Rey, Puerto Rico 00919  
Tel: (809) 250-3900

Tourism Company  
Commonwealth of  
Puerto Rico  
P.O. Box 4435  
Old San Juan Station  
San Juan, Puerto Rico 00905  
Tel: (809) 721-2400  
Fax: (809) 725-4417

Economic Development  
Administration  
Fomento  
Commonwealth of  
Puerto Rico  
G.P.O. Box 2350  
San Juan, Puerto Rico 00936  
Tel: (809) 758-4747, 756-5585  
Fax: (809) 764-1415



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## VII. USEFUL ADDRESSES IN CANADA

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### External Affairs and International Trade Canada (EAITC)

Caribbean and Central America  
Trade Development Division (LCT)  
125 Sussex Drive  
Ottawa ON K1A 0G2  
Tel: (613) 996-5460  
Fax: (613) 996-0677

United States Trade and Tourism Development Division (UTO)  
125 Sussex Drive  
Ottawa ON K1A 0G2  
Tel: (613) 991-9477  
Fax: (613) 990-9119

Export Finance and Capital Projects Division (TCF)  
125 Sussex Drive  
Ottawa ON K1A 0G2  
Tel: (613) 996-6210

#### Sectoral Trade Development Divisions

- Agri-food, Fish and Resource Products (TAD)  
Tel: (613) 995-0990
  - Capital Projects and Secondary Industries (TCD)  
Tel: (613) 992-8785
  - Defence Programs and Advanced Technology (TDD)  
Tel: (613) 996-1745
- 125 Sussex Drive  
Ottawa ON K1A 0G2

### Canadian International Development Agency

200 Promenade du Portage  
Hull PQ K1A 0G4  
Tel: (819) 997-7901  
Telex: 053-4140 CIDA/SEL  
Fax: (819) 953-5024

## International Trade Centres

If you have never marketed abroad, please contact EAITC's International Trade Centre (ITC) in your province. ITCs are co-located with the offices of Industry, Science and Technology Canada, except in the Northwest Territories and the Yukon.

### British Columbia

International Trade Centre  
650 West Georgia Street,  
Suite 900  
P.O. Box 11610  
Vancouver BC V6B 5H8  
Tel: (604) 666-0434  
Telex: 045-1191  
Fax: (604) 666-8330

### Alberta

International Trade Centre  
Canada Place, Room 540  
9700 Jasper Avenue  
Edmonton, AB T5J 4C3  
Tel: (403) 495-2944  
Telex: 037-2762  
Fax: (403) 495-4507

International Trade Centre  
510 - 5th Street S.W.,  
Suite 1100  
Calgary AB T2P 3S2  
Tel: (403) 292-6660  
Fax: (403) 292-4578

### Saskatchewan

International Trade Centre  
105-21st Street East,  
6th Floor  
Saskatoon SK S7K 0B3  
Tel: (306) 975-5925  
Telex: 074-2742  
Fax: (306) 975-5334

International Trade Centre  
1955 Smith Street, 4th Floor  
Regina SK S4P 2N8  
Tel: (306) 780-6108  
Telex: 071-2745  
Fax: (306) 780-6679

### Manitoba

International Trade Centre  
330 Portage Avenue, 8th Floor  
P.O. Box 981  
Winnipeg MB R3C 2V2  
Tel: (204) 983-8036  
Telex: 075-7624  
Fax: (204) 983-2187

### Ontario

International Trade Centre  
Dominion Public Building,  
4th Floor  
1 Front Street West  
Toronto ON M5J 1A4  
Tel: (416) 973-5053  
Telex: 065-24378  
Fax: (416) 973-8161

### Quebec

International Trade Centre  
Stock Exchange Tower,  
Suite 3800  
800 Victoria Square  
P.O.Box 247  
Montreal PQ H4Z 1E8  
Tel: (514) 283-8185  
Telex: 055-60768  
Fax: (514) 283-8794

### New Brunswick

International Trade Centre  
770 Main Street  
P.O. Box 1210  
Moncton NB E1C 8P9  
Tel: (506) 851-6452  
Telex: 014-2200  
Fax: (506) 851-6429

**Nova Scotia**

International Trade Centre  
1801 Hollis Street  
P.O. Box 940, Station 'M'  
Halifax NS B3J 2V9  
Tel: (902) 426-7540  
Telex: 019-22525  
Fax: (902) 426-2624

**Prince Edward Island**

International Trade Centre  
Confederation Court Mall,  
Suite 400  
134 Kent Street  
P.O. Box 1115  
Charlottetown PEI C1A 7M8  
Tel: (902) 566-7400  
Telex: 014-44129  
Fax: (902) 566-7450

**Newfoundland**

International Trade Centre  
Atlantic Place, Suite 504  
215 Water Street  
P.O. Box 8950  
St John's NF A1B 3R9  
Tel: (709) 772-5511  
Telex: 016-4749  
Fax: (709) 772-2373

**Industry, Science and Technology Canada**

As noted above, the offices of Industry, Science and Technology Canada are co-located with the International Trade Centres, and are also situated in the following locations:

**Business Centre**

Industry, Science and  
Technology Canada  
235 Queen Street  
Ottawa ON K1A 0H5  
Tel: (613) 952-4782

**Northwest Territories**

Industry, Science and  
Technology Canada  
Precambrian Building  
P.O. Bag 6100  
Yellowknife NT X1A 2R3  
Tel: (403) 920-8568  
Fax: (403) 873-6228  
AES: (403) 920-2618

**Yukon**

Industry, Science and  
Technology Canada  
108 Lambert Street,  
Suite 301  
Whitehorse YT Y1A 1Z2  
Tel: (403) 668-4655  
Telex: 014-2200  
Fax: (403) 668-5003

# Export Development Corporation

## Head Office

Export Development  
Corporation  
151 O'Connor Street  
P.O. Box 655  
Ottawa ON K1P 5T9  
Tel: (613) 598-2500  
Cable: EXCREDCORP  
Telex: 053-4136  
Fax: (613) 237-2690

## Western Region

### Vancouver Office

Export Development  
Corporation  
One Bentall Centre,  
Suite 1030  
505 Burrard Street  
Vancouver BC V7X 1M5  
Tel: (604) 666-6234  
Fax: (604) 666-7550

### Calgary Office

Export Development  
Corporation  
510-5th Street S.W.,  
Suite 2140  
Calgary AB T2P 3S2  
Tel: (403) 294-0928  
Fax: (403) 294-1133

### Winnipeg Office

Export Development  
Corporation  
330 Portage Avenue,  
8th Floor  
Winnipeg MB R3C 0C4  
Tel: (204) 983-5114  
Fax: (204) 983-2187

## Ontario Region

### Toronto Office

Export Development  
Corporation  
National Bank Building,  
Suite 10  
150 York Street  
P.O. Box 810  
Toronto ON M5H 3S5  
Tel: (416) 973-6211  
Fax: (416) 862-1267

### London Office

Export Development  
Corporation  
Talbot Centre,  
Suite 1512  
148 Fullarton Street  
London ON N6A 5P3  
Tel: (519) 645-5828  
Fax: (519) 645-5580

### Ottawa Office

Export Development  
Corporation  
151 O'Connor Street  
P.O. Box 655  
Ottawa ON K1P 5T9  
Tel: (613) 598-2992  
Cable: EXCREDCORP  
Telex: 053-4136  
Fax: (613) 237-2690

## **Quebec and Atlantic Region**

Montreal Office

Export Development Corporation

800 Victoria Square,  
Suite 2724

P.O. Box 124

Tour de la Bourse

Postal Station

Montreal PQ H4Z 1C3

Tel: (514) 283-3013

Fax: (514) 878-9891

Halifax Office

Export Development Corporation

Toronto-Dominion Bank Building, Suite 1003

1791 Barrington Street

Halifax NS B3J 3L1

Tel: (902) 429-0426

Fax: (902) 423-0881

## **Other Business Addresses**

Canadian Chamber of Commerce

55 Metcalfe Street

Ottawa ON K2J 2J7

Tel: (613) 238-4000

Canadian Importers' Association

60 Harbour Street

Toronto ON M5J 1B7

Tel: (416) 862-0002

Canadian Export Association

99 Bank Street, Suite 250

Ottawa ON K1B 6B9

Tel: (613) 238-8888

Canadian Manufacturers' Association

1 Yonge Street

Toronto ON M5E 1J9

Tel: (416) 363-7261

Notes

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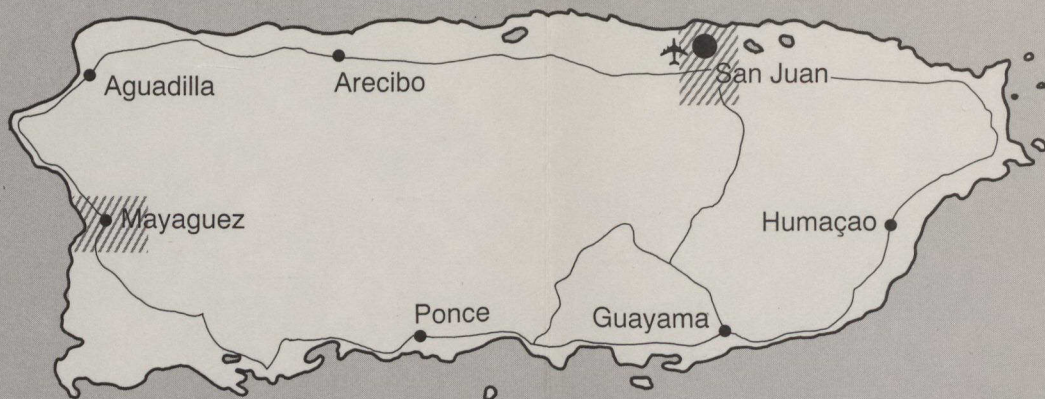
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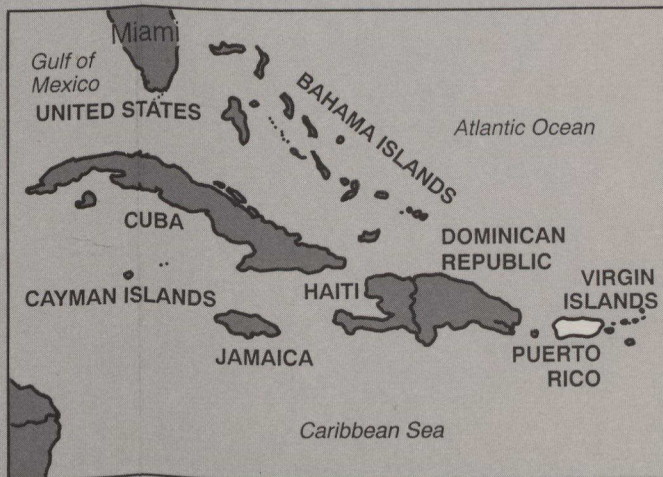
Caribbean Sea

## PUERTO RICO

### LEGEND

-  Major roads
-  Capital
-  City
-  Airport
-  Free Trade Zone

0 50  
Scale | km





External Affairs and  
International Trade Canada

Affaires extérieures et  
Commerce extérieur Canada