

URUGUAY

*A Guide
for
Canadian Exporters*

External Affairs and
International Trade Canada

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(Publié également en français)

URUGUAY

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A Guide for Canadian Exporters

TRADE OFFICE RESPONSIBLE

Commercial Division
Canadian Embassy
Suipacha 1111, P.25
(1368) Buenos Aires
Argentina

Mailing address:
Casilla de Correo 3898
(1000) Buenos Aires
Argentina

Tel: (011-54-1) 312-9081/88
Telex: (Destination code 033) 21383 (CANAD AR)
Cable: DOMCAN BUENOS AIRES
Fax: (011-54-1) 312-9775

South America and Mexico Trade Division
Latin America and Caribbean Branch
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa ON
K1A 0G2

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CONTENTS

	Page
I. THE COUNTRY	4
II. DOING BUSINESS IN URUGUAY	8
III. YOUR BUSINESS VISIT TO URUGUAY	15
IV. FEDERAL EXPORT ASSISTANCE	17
V. USEFUL ADDRESSES	22

I. THE COUNTRY

General

Uruguay, which occupies an area of 186 926 km², is one of the smallest nations in South America. Bounded by Brazil on the north, Argentina on the west and the Atlantic Ocean on the southwest, the country enjoys a temperate climate. Most of its 3 million or so inhabitants are descendants of European immigrants who arrived in the nineteenth and twentieth centuries. The capital, Montevideo, has a population of 1.5 million. Salto, Paysandu and Punta del Este, a holiday resort, are the region's main centres. To a certain extent, Uruguay's distinctiveness on the Latin American continent stems from its economic prosperity during the first half of this century, which enabled it to establish modern social structures as early as 1914. This prosperity also encouraged the immigration of Europeans with new social ideas and socialist concerns that shaped today's Uruguay.

History

The inhabitants of what is today Uruguay were the Charrua Indians. They were generally hostile to the first explorers of the region, and their numbers were quickly diminished through skirmishes with the European settlers.

In Uruguay's early history, Spain, Portugal and later Brazil and Argentina struggled for control of the area. In 1825, Uruguay claimed independence, and its first constitution was adopted on July 18, 1830. Civil war and foreign intervention plagued Uruguay throughout the remainder of the nineteenth century. During this period Uruguay's two traditional political parties, the Colorados and the Blancos, were formed. The Colorado party subsequently controlled the government from 1865 to 1958. Today, Uruguay embodies one of the most stable democratic traditions in Latin America, with the exception of the 10 years of military rule between 1974 and 1984.

Stability brought economic growth which, in turn, attracted immigrants, mostly from Spain and Italy. The Colorado government of the early 1900s implemented broad political and social reforms, which made Uruguay the first Latin American country with a social welfare system. Economic prosperity continued until the 1950s, when the country entered a period

of economic decline. This decline continued until the early 1970s when the military took over for 10 years. In 1984, power was turned over to a democratically elected civilian government.

Constitution

Uruguay is a republic with an elected president and a Council of Ministers appointed by the president. The constitution provides for a General Assembly responsible for enacting laws and regulating the administration of justice. The General Assembly consists of the Senate, with 30 members over whom the vice president presides, and a 99-member Chamber of Deputies. Uruguay's 19 administrative departments or provinces are organized similarly to the central government. The country is also divided into four military regions.

Population and Principal Cities

Uruguay's 3 million citizens live mostly in the urban areas (83 per cent). Demographic growth is the lowest in Latin America at 0.5 per cent per year.

Metropolitan Areas	Estimated Population
Montevideo	1 450 000
Paysandú	75 000
Salto	75 000
Mercedes	53 000

Climate

Uruguay enjoys a mild climate year round, with average temperatures of 24°C in summer and 13°C in winter. Rainfall occurs in all seasons, but is generally heavier during the winter months. As Uruguay is located in the southern hemisphere, its seasons are the reverse of Canada's.

Language

Spanish is Uruguay's official language and, although French and English are sometimes used, is the preferred language of business.

The Canadian Embassy in Buenos Aires, Argentina, can advise business visitors about the interpretation and translation services that are available in major cities.

Religion

There is no official religion in Uruguay, although Roman Catholicism is the most popular of the largest Christian group.

Education

Uruguay has the highest literacy rate in Latin America at 94 per cent. Education is free from the primary level, which is compulsory, through secondary school and university. Several private schools at the primary and secondary levels emphasize foreign languages (English in particular), as does the private university. The academic year begins in March and ends in mid-December for the summer break.

Currency

On July 1, 1975, a new Uruguay peso was issued, equivalent to 1 000 old pesos. Designated by N\$ within Uruguay, the new peso has been allowed to float since 1982.

Banknotes are in denominations of 50, 100, 500, 1 000, 5 000 and 10 000. Coins are available in 1, 2, 5 or 10 new pesos and 10, 20 and 50 centésimos. One N\$ = 100 centésimos.

Local Time

Uruguay official time is three hours behind Greenwich Mean Time (GMT) and two hours ahead of Eastern Standard Time (EST).

Clocks move forward one hour on the second Sunday in November and back one hour on the second Sunday in March.

Business Hours

Offices are generally open from 8:30 a.m. to 12:00 p.m. and 2:30 p.m. to 7:00 p.m., Monday through Friday. Banks in Montevideo are open between 1:00 p.m. and 5:00 p.m. during the winter months, and 1:30 p.m. and 5:30 p.m. in the summer. In the interior of the country, the banking hours are between 7:30 a.m. and 11:30 a.m. In Punta del Este, the tourist area, the hours are from 4:00 p.m. to 8:00 p.m.

Public Holidays

New Year's Day — *January 1*

Epiphany — *January 6*

Carnival Week — *Two days before Ash Wednesday*¹

Holy Week and La Semana Criolla — *Variable*²

Landing Day of the 33 Patriots — *April 19*

Labour Day — *May 1*

Battle of Las Piedras — *May 18*

Birthday of General Artigas — *June 19*

Constitution Day — *July 18*

Independence Day — *August 25*

Discovery of America — *October 12*

All Souls' Day — *November 2*

Blessing of the Waters — *December 8*

Christmas — *December 25*

¹Many businesses close for entire week.

²Banks close for week, stores close on Good Friday.

Weights and Measures

The metric system is used throughout Uruguay.

Electricity

Uruguay uses a 220 V/50 cycle system.

II. *DOING BUSINESS IN URUGUAY*

The Market

The market in Uruguay can be described as open and competitive. Several years of market development, investment or technology transfer by the exporter and a local partner are usually necessary before results can be expected.

The Uruguayan economic policy is based on an export-oriented strategy, and is committed to world trade liberalization and Latin American integration. Non-discrimination and freedom from quantitative restrictions characterize the import policy. The tariff structure ranges from 10 per cent for raw materials and capital goods not produced in the country to 45 per cent for finished goods. Quotas and non-tariff barriers do not exist, with the exception of provisions against unfair trade practices. The import licence plan is automatic and operates solely to record statistics.

Before entering the Uruguay market, Canadian firms should consider the export credit insurance available through the Export Development Corporation (see Chapter IV). Canadian companies may also consider projects financed by institutions such as the World Bank or the Inter-American Development Bank. Project summaries are available from the headquarters of these institutions in Washington, D.C.

Merchandise and Distribution

Some foreign firms in Uruguay use trading houses to market products or operate subsidiaries, but the majority do business through a local representative. Canadian exporters should visit Uruguay and observe the local market and consult with the Commercial Division of the Canadian Embassy in Buenos Aires, Argentina before selecting a representative. The ideal candidate should have considerable sales experience and a technical background. If your agent will not represent you exclusively, he/she should at least sell products that complement rather than compete with your product. Maintaining close contact with your agent and clients is very important when doing business in any foreign country.

Advertising and Promotion

In Uruguay, advertising and promotion are key to marketing success. Fourteen daily newspapers, three with readerships of over 100 000, and 18 periodicals, including trade magazines, are available.

There are 40 radio stations in Montevideo alone; 65 more broadcast outside the capital region. Twenty television stations operate throughout the country.

An estimated 1.8 million radio receivers and 500 000 television sets are in use in Uruguay.

Promotion varies according to the segment of the market identified and, as in Canada, market analyses are useful tools. The Commercial Division of the Canadian Embassy in Buenos Aires, Argentina can offer advice on local marketing consultants.

Price Quotations

Quotations should be c.i.f. in U.S. dollars and the f.o.b. value should be clearly shown on invoices. Some importers, especially in the public sector, may request f.o.b. quotations and an estimate of insurance and freight costs, with the intention of contracting these services locally.

Banking and Local Financing

Uruguay has several private commercial banks and banking houses, both foreign and locally owned. The Banco Central del Uruguay (central bank) is the monetary and supervisory authority. There are two other public sector institutions, Banco de la Republica (the state commercial bank) and the Banco Hipotecario (the state mortgage bank).

Most private banks are branches of leading international institutions, some long established in Uruguay. Full-service banking is the norm for commercial banks, while banking houses are restricted to taking deposits from non-residents.

Uruguay has built a strong reputation as a regional financial centre, in view of its liberal regulations concerning foreign exchange and capital transactions. The U.S. dollar circulates freely in Uruguay; about 75 per cent of deposits are made in U.S. dollars.

The state has a monopoly on the insurance market. The Banco de Seguros del Estado offers all types of risk insurance.

The Montevideo stock exchange (the Bolsa de Valores de Montevideo) has 70 members. For more information, contact:

Mr. Carlos J. Cabral
Bolsa de Valores de Montevideo
Edif. de la Bolsa de Comercio
Misiones 1400
Montevideo, Uruguay
Telex: 914

Import Registration

The Banco de la Republica Oriental del Uruguay (BROU) will issue import registrations on receipt of import declarations no more than 180 days before goods are shipped. The registration is valid for 180 days, during which the goods must clear customs. The registration may be extended twice, each time for 90 days. Payment will be handled by the importer's bank, which requires both a pro forma invoice and an approved registration.

Customs, Duties, Surcharges and Taxes

Uruguay's Customs Co-operation Council Nomenclature (CCCN) classifies import goods into categories that are subject to global tariff rates, made up of four separate elements, of between 15 and 40 per cent. The four elements are a BROU surcharge; a unified customs tariff (the IMADUNI); a tax or service charge; and a consular fee. Percentages vary depending on the goods or services.

The Uruguay government occasionally reduces or eliminates duties on imported goods that could increase the country's export capabilities.

Preferential duties apply to goods brought in from members of the Latin American Integration Association (ALADI). Under the agreement, tariffs and taxes may be reduced or eliminated according to the category of goods and their origin.

With few exceptions, a value added tax that varies between 12 and 18 per cent is also levied against all goods and most services. The Canadian Embassy in Buenos Aires, Argentina or your local representative can provide you with all necessary information.

Customs charges must be paid within five days of the inspection date. The agent then has two days to remove the goods from the customs yard or, if stored elsewhere, 15 days.

Uruguay has two duty-free zones, at Nueva Palmira and at Colonia. Certain goods from any origin can be brought into these zones, processed and then reexported without the application of import taxes and custom duties.

For further information, contact the Uruguay Embassy in Ottawa or the Consulate in Vancouver (see Chapter V), or write directly to:

Dirección de Zonas Francas
Acevedo Díaz 996
Montevideo, Uruguay

Documentation

Uruguay law calls for import licences; however, they are issued automatically. In addition, all imports must be registered before shipment (see "Import Registration" above). In some cases the importer requires a pro forma invoice.

A commercial invoice in Spanish, legalized by Uruguay consular officials, plus four copies, must accompany each shipment. It should include the name and flag of the shipping vessel or the name of the carrier, the number of the bill of lading, the f.o.b. value as well as the description of all costs up to the c.i.f. value, and details on packaging, measurements and gross weight. Consular fees are not included in the commercial invoice, and will be collected in Uruguay. The fees applicable to consular legalizations can change without notice.

One original of the bill of lading in English must be legalized by Uruguay consular officials, together with two Spanish translations. If the goods are to be shipped from a port without a consular office, you should contact a Uruguay official in Canada (see Chapter V) who will advise you accordingly.

Uruguay authorities may request additional documents such as packing lists, insurance certificates and certificates of origin. In some cases, sanitary, veterinary or free sale certificates may be required.

Usual Terms and Methods of Payment

Credit terms for most imports can be made up to 180 days from the date of the bill of lading, although those for imports of capital goods are usually up to 10 years, with payments every three or six months.

Product Standards

Canadian exporters must follow the standards and specifications provided by the importer which, in most cases, conform to international norms.

Patents and Trademarks

Patents are registered for 15 years, and must be published within 36 months. The opposition period is 20 days. Trademarks registered in Uruguay can be renewed every 10 years and are fully protected by current Uruguay laws.

If you are considering patents, trademarks, or both, you should contact the Commercial Division of the Canadian Embassy in Buenos Aires, Argentina for names and addresses of commercial lawyers in Uruguay who will provide appropriate advice.

Membership in International Organizations

Uruguay is a member of numerous international organizations, including:

- Economic Commission for Latin America and the Caribbean (ECLAC)
- Food and Agriculture Organization (FAO)
- General Agreement on Tariffs and Trade (GATT)
- Inter-American Development Bank (IADB)
- International Bank for Reconstruction and Development (World Bank)
- International Labour Organization (ILO)
- International Monetary Fund (IMF)
- Latin American Economic System (SELA)
- Latin American Integration Association (ALADI)
- United Nations Development Program (UNDP)

Foreign Investment

Uruguay strongly encourages industrial development using both foreign and domestic capital. The *Industrial Promotion Act* promotes investment that will increase Uruguay's export capability and revenue, or increase tourism. Depending on the type of business, industries may be exempt from taxes or granted credit assistance. Foreign investment is prohibited only in activities considered vital to the national interest. Contact the Commercial Division of the Canadian Embassy in Buenos Aires, Argentina for further information.

The remittance of profits is guaranteed by the *Foreign Investment Law* which also regulates tax over profits. Some restrictions apply but, in general, the laws offer favourable terms to foreign capital. It would be prudent to engage the services of a lawyer to advise you. The Canadian Embassy in Buenos Aires, Argentina can provide a list of legal offices in Uruguay.

For further information on both the *Foreign Investment Law* and the *Industrial Promotion Act*, contact the Consulting Unit on Industry and Energy at:

Unidad Asesoría de Promoción Industrial
Rincon 723, P.2
Montevideo, Uruguay

Countertrade

Uruguay's debt burden and the pressure to improve vital infrastructures have led the government to make countertrade agreements for the acquisition of foreign goods or services more accessible. Publicly controlled organizations must give priority to foreign procurement bids that include countertrade options.

In Uruguay, the Office of International Trade in the Ministry of Economics and Finance will promptly approve countertrade transactions that involve private companies when they increase the export of Uruguay manufactured goods. In Ottawa, the Latin America Trade Development Division (LST) of External Affairs and International Trade Canada will answer questions on countertrade and provide you with information and contacts.

Transport and Communications

Uruguay has one of the best transportation networks in Latin America with approximately 52 000 km of roads, 3 000 km of railway tracks and 1 250 km of inland waterways. With 40 000 km of all-weather roads and 12 000 km of freeways, trucking is the most important means of freight transportation. Regular and reliable service is maintained between Montevideo and the borders with Brazil and Argentina. The rail system is less expensive, but slower. The government is concentrating resources on profitable rail routes and reducing or eliminating service in other parts of the system.

The extensive inland waterways network links Montevideo with the towns and villages along the Uruguay River.

The principal port of Montevideo has a lift capacity of about 72 tonnes. The duty-free zone ports of Nueva Palmira and Colonia are also well equipped and handle an increasing volume of goods. These ports have a lift capacity of 54 tonnes.

All imports must be shipped on national-flag carriers if they are to be delivered within 10 days (before or after) of the date registered on the bill of lading.

The main airport, Carrasco, adjacent to Montevideo, is well equipped to handle air cargo. It is linked to major Canadian centres by a number of international carriers.

Shipment Identification

All goods entering Uruguay must have the following information clearly displayed in Spanish:

- an identification number corresponding to that of the bill of lading;
- the port and country of origin;
- the destination in Uruguay;
- a description of the contents;
- the total weight and volume in metric; and
- the trademark (if applicable).

A penalty fee of 10 per cent of the total value of the goods is charged to the importer for incomplete or incorrect shipping information.

III. YOUR BUSINESS VISIT TO URUGUAY

Consult the Canadian Embassy

When planning your visit to Uruguay, you are advised to inform the Commercial Division of the Canadian Embassy in Buenos Aires, Argentina of the purpose of your visit, and to forward several copies of product brochures. C.i.f. prices for your product range, and a list of contacts you may already have in the Uruguay business community would also be helpful. With this information, a trade commissioner will be able to arrange a tentative itinerary, make hotel reservations if necessary and set up appointments on your behalf that can be confirmed on your arrival.

Travel Documents

Canadians must hold a valid passport to enter Uruguay (no visa is necessary). Travellers must also have a return ticket in their name. Business visitors are considered to be tourists, and are, accordingly, issued a tourist card valid for three months, which is renewable for a similar period for a nominal fee of US\$3.

Hotels

Hotels in Uruguay range from moderate to deluxe. Your travel agent or the Canadian Embassy in Buenos Aires, Argentina can provide further advice.

Transportation

Canadian Airlines International, Aerolinas Argentinas, Cruzeiro do Sul, and Varig fly to Uruguay via Brazil or Argentina departing from Toronto and Montreal. Lan Chile has a direct flight from Montreal to Montevideo. Contact your travel agent for more details.

Tarma, Uruguay's domestic air carrier, has regular flights between Montevideo and other principal cities. The passenger rail system is not very reliable for inter-urban transit. Major car rental companies have offices in Montevideo or, if you prefer buses, Onda offers the most reliable service.

Customs Regulations

You may bring in, duty-free, three bottles of perfume and one of alcohol; three packets of tobacco or 50 cigars or 200 cigarettes; and gifts up to the value of US\$5.

Health and Personal Security

Uruguay has the highest health standards in Latin America, easily comparable to those in Canada. You can safely eat raw vegetables and fruit, and drink milk and tap water throughout the country. Some visitors, however, may find the water purifying chemicals cause initial upset.

Medical services are very good but expensive. Travellers are advised to arrange adequate health coverage before leaving Canada.

Uruguay is generally a safe and pleasant place to visit. However, as elsewhere, personal safety is a matter of common sense and precaution.

Communications

Communication, both voice and data, between Canada and Uruguay is easy as the system is now automatic throughout the country. Mail delivery, however, is slow; international air courier services are recommended.

Business Calls and Entertainment

A visitor can probably achieve three or four business calls plus a working lunch during a working day. One unscheduled day at the end of a visit would allow for any new leads that might arise during discussions. Business entertainment usually means lunch, cocktails or dinner. Appointments should be made in advance through your local representative or the Embassy and, as in Canada, should be confirmed and respected.

IV. FEDERAL EXPORT ASSISTANCE

Market Advisory Services

As a service to Canadian business, the federal government maintains trade commissioners in 67 countries around the world to help both Canadian exporters and foreign buyers. In addition to providing the link between buyer and seller, trade commissioners advise Canadian exporters on all phases of marketing, including identifying export opportunities, assessing market competition, introducing foreign business people and government officials, screening and recommending agents, offering information on terms of payment and helping with tariff or access problems. Trade commissioners also seek out market opportunities and encourage promotional efforts.

The South America Trade Development Division of EAITC in Ottawa also provides trade assistance. It is the central link to Canada for the trade commissioners abroad. Trade commissioners in Buenos Aires, Argentina handle Uruguay and are in constant contact with their counterparts in Ottawa:

South America Trade Development Division
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa ON
K1A 0G2
Tel: (613) 996-5546
Telex: 053-3745

This office can provide:

- market information, including economic forecasts for individual countries and information on the market for particular products;
- market access information on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents, etc.; and
- copies of *A Guide for Canadian Exporters* for relevant countries, plus country briefs on small markets.

The geographic trade divisions also assist and advise exporters on marketing their goods and services. They inform the business community about export services provided by the Canadian government and export opportunities as they arise.

International Trade Centres (ITCs)

EAITC's ITCs across Canada provide a full range of trade services for Canadian exporters. They are staffed by experienced trade commissioners under the direction of a senior trade commissioner.

Services include export counselling, the provision of market opportunity information and assistance in the development of individual marketing plans. ITCs also act as focal points for export awareness programs such as seminars and workshops. In addition, each ITC will be linked with the World Information Network (WIN) Exports system operated by EAITC.

ITCs are co-located with the regional offices of Industry, Science and Technology Canada (ISTC), except in the Northwest Territories and the Yukon. They are often the first point of contact for potential exporters (see Chapter V). ITCs are planned for London and Quebec City.

Export Development Corporation (EDC)

EDC is a Canadian Crown Corporation whose purpose is to facilitate and develop Canada's export trade.

EDC provides insurance, export financing and guarantees which, combined with financial advice and the organization of financial packages, facilitate the sale of Canadian goods and services abroad.

EDC offers the following services:

a) Export Insurance and Related Guarantees

- global comprehensive insurance
- global political insurance
- selective political insurance
- specific transaction insurance
- specific transaction guarantees
- loan pre-disbursement insurance

- foreign investment insurance
- performance security insurance
- performance security guarantees
- consortium insurance
- surety bond insurance
- bid security guarantees

b) Export Financing and Related Guarantees

- loans
- multiple disbursement agreements
- line of credit allocations
- note purchases
- forfeiting
- loan guarantees

For further information on EDC services, contact:

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

General enquiries regarding other EDC services may be channelled through the regional offices in Montreal, Toronto, London, Calgary, Winnipeg, Vancouver and Halifax. Export services are handled only by the head office. Enquiries about export financing for a specific geographic area should be addressed to the manager of the appropriate department in the Export Financing Group of the EDC in Ottawa.

Program for Export Market Development (PEMD)

PEMD is a trade promotion program of External Affairs and International Trade Canada. PEMD assists Canadian businesses to participate in or undertake various types of export promotion activities. PEMD covers projects initiated by both industry and government and is designed to assist companies regardless of their size.

Program Objective: The program's main objective is to stimulate economic growth in Canada by increasing export sales. PEMD accomplishes this by sharing with Canadian businesses the costs, and therefore the risk, of export marketing activities that a business would not, or could not, normally undertake on its own. PEMD encourages Canadian businesses that have not previously exported to become involved. It also encourages existing Canadian exporters to enter new geographic and product markets.

Assistance Available: PEMD focuses on certain types of trade promotion and export-marketing activities. Specifically, it aims to facilitate export sales through visits, trade missions and trade fairs, bidding on specific foreign projects, and establishing export consortia and permanent sales offices in existing export markets. PEMD offers assistance for both government- and industry-initiated activities. PEMD assistance depends on the availability of funds.

All PEMD activities must be commercially oriented — focusing on generating sales. For those activities that are initiated by industry, as opposed to government, the assistance provided is repayable if export sales result.

PEMD offers applicants the flexibility to enter into agreements with the Canadian government to undertake marketing programs made up of a combination of activities eligible under the regular program for a period of up to two years. It is aimed at medium-sized manufacturers with some experience in exporting.

More information on PEMD is available from InfoExport or the regional offices of ISTC (see Chapter V).

Publicity

CanadExport, a bi-weekly newsletter published in English and French, promotes Canadian exports abroad. It features a variety of articles and reports on export opportunities, trade successes, government services to industry, international market conditions and tenders, industrial development and joint industry-government trade promotion activities. Articles also appear regularly on fairs and missions organized abroad by EAITC under its Fairs and Missions Program, major fairs worldwide and on multilaterally funded capital projects overseas that offer export opportunities for Canadian suppliers of goods and services.

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

V. USEFUL ADDRESSES

In Argentina

Commercial Division
Canadian Embassy
Suipacha 1111, P.25
(1368) Buenos Aires
Argentina

Mailing address:

Casilla de Correo 3898
(1000) Buenos Aires
Argentina

Tel: (011-54-1) 312-9081/88

Telex: (Destination code 033) 21383 (CANAD AR)

Cable: DOMCAN BUENOS AIRES

Fax: (011-54-1) 312-9775

In Canada

Uruguay Offices

Embassy of the Eastern Republic of Uruguay
130 Albert Street, Suite 1905
Ottawa ON
K1P 5G4

Tel: (613) 234-2727

Telex: 053-3602

Fax: (613) 233-4670

Honorary Consulate of the Eastern Republic of Uruguay
1810-800 West Pender Street
Vancouver BC
V6C 2V6

Tel: (604) 681-1377

Fax: (604) 685-7100

Canadian Offices

South America and Mexico Trade Division
Latin America and Caribbean Branch
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa ON
K1A 0G2
Tel: (613) 996-5546
Telex: 053-3745
Fax: (613) 952-3904/952-3907

Manager, InfoExport (BPTE)
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa ON
K1A 0G2
Tel: (toll free) 1-800 267-8376
(613) 993-6435
Telex: 053-3745
Fax: (613) 996-9288

Canadian International Development Agency
200 Promenade du Portage
Hull PQ
K1A 0G4
Tel: (819) 997-5456
Telex: 053-4140

International Trade Centres

If you have never marketed abroad, please contact External Affairs and International Trade Canada'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
Scotia Tower
900-650 West Georgia Street
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
Suite 540
9700 Jasper Avenue
Edmonton AB
T5J 4C3
Tel: (403) 495-2944
Telex: 037-2762
Fax: (403) 495-4507

International Trade Centre
11th Floor
510-5th Street Southwest
Calgary AB
T2P 3S2
Tel: (403) 292-6660
Fax: (403) 292-4578

Saskatchewan

International Trade Centre
6th Floor
105-21st Street East
Saskatoon SK
S7K 0B3
Tel: (306) 975-5315
Telex: 074-2742
Fax: (306) 975-5334

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

Manitoba

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

Ontario

International Trade Centre
4th Floor
Dominion Public Building
1 Front Street West
Toronto ON
M5J 1A4
Tel: (416) 973-5053
Telex: 0652-4378
Fax: (416) 973-8161

Quebec

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

New Brunswick

International Trade Centre
Assumption Place
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
Central Guaranty Trust
Building
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
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown PE
C1A 7M8
Tel: (902) 566-7400
Telex: 014-44129
Fax: (902) 566-7450

**Newfoundland and
Labrador**

International Trade Centre
Suite 504, Atlantic Place
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) 995-5771

Northwest Territories

Industry, Science and
Technology Canada
Precambrian Building
10th Floor
P.O. Bag 6100
Yellowknife NT
X1A 2R3
Tel: (403) 920-8568
Fax: (403) 873-6228

Yukon

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

Export Development Corporation

Head Office

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

British Columbia and Yukon Region

General Manager
British Columbia and
Yukon Region
Export Development
Corporation
One Bentall Centre
Suite 1030
505 Burrard Street
Vancouver BC
V7X 1M5
Tel: (604) 688-8658
Fax: (604) 688-3710

Prairie and Northern Region

General Manager
Prairie and
Northern Region
Export Development
Corporation
Bow Valley Square III
Suite 2140
255-5th Avenue S.W.
Calgary AB
T2P 3G6
Tel: (403) 294-0928
Fax: (403) 294-1133

Manitoba/Saskatchewan District Office

District Manager
Manitoba and
Saskatchewan Region
Export Development
Corporation
330 Portage Avenue
Suite 707
Winnipeg MB
R3C 0C4
Tel: (toll free) 1-800-665-7871
(204) 942-0226
Fax: (204) 983-2187

Ontario Region

General Manager
Ontario Region
Export Development
Corporation
National Bank Building
Suite 810
P.O. Box 810
150 York Street
Toronto ON
M5H 3S5
Tel: (416) 364-0135
Fax: (416) 862-1267

Ottawa District Office

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

London District Office

District Manager
Export Development
Corporation
451 Talbot Street
Suite 303
London ON
N6A 5C9
Tel: (519) 645-5828
Fax: (519) 645-4483

Quebec Region

General Manager
Quebec Region
Export Development
Corporation
Suite 2724
800 Victoria Square
P.O. Box 124
Tour de la Bourse
Postal Station
Montreal PQ
H4Z 1C3
Tel: (514) 878-1881
Fax: (514) 878-9891

Atlantic Region

General Manager
Atlantic Region
Export Development
Corporation
Toronto-Dominion Bank
Building
Suite 1003
1791 Barrington Street
Halifax NS
B3J 3L1
Tel: (902) 429-0426
Fax: (902) 423-0881

Note

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Uruguay, a guide for Canadian
exporters 15242899

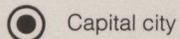
Storage

HF 1010 .G85U8 1991 STORAGE

Uruguay, a guide for Canadian
exporters. --

15242899

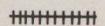
URUGUAY LEGEND



Capital city



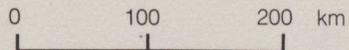
Major cities



Railways



International boundaries



Argentina

Brazil

Buenos Aires

Colonia

Mercedes

Paysandu

Salto

Montevideo

Yi River

Durazno

Rio Negro Lake

Negro River

Uruguay River

Rio de la Plata

Minas

Rocha

Punta del Este

Treinta y Tres

Atlantic Ocean



External Affairs and
International Trade Canada

Affaires extérieures et
Commerce extérieur Canada