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Department of Foreign Affairs
and International Trade

Ministère des Affaires étrangères
et du Commerce international

A GUIDE TO BUSINESS IN PERU

1996

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I. THE COUNTRY

Area and Geography

Peru covers an area of 1,285,276 square kilometres (496,235 square miles). To the west the country extends along the Pacific Ocean, to the north it is bounded by Ecuador and Colombia, to the east by Brazil and Bolivia, and Chile is on its south.

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The temperature varies according to region, it is temperate on the coast, between 15°C and 20°C (60°F and 68°F). During August, the coldest month, the temperature varies between 13°C and 18°C (55°F to 65°F). Rain, as it is known in Canada, never falls on the coast of Peru—the coastal precipitation is a form of thick mist known as garúa. There is a rainy season in the Sierra, Moriches and Selva regions from October through April.

History and Government

Historians are unable to pin down exactly when Peru was first inhabited, however it is believed that the first settlers arrived about approximately 18,000 B.C., either from the continent of Asia or by crossing on a natural land bridge from northeast Siberia to Alaska and proceeding south. Archeological sources indicate that the first highly cultured Andean civilization existed around the ninth century B.C.

Inca Civilization The Inca civilization (1400-1532 A.D.) was one of the most organized and prestigious of the pre-Columbian era. Inca rule extended to Colombia in the north, including present day Ecuador, to Bolivia, northern Argentina and as far south as central Chile. Cuzco, located in the southern Sierra, was the capital of this vast realm. The Incas are known for their handicrafts and magnificent architectural works, e.g. Machu Picchu, Sacsayhuaman. They also had highly developed skills in agriculture, metallurgy, mining, and in the construction of roads and bridges.

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I. THE COUNTRY

Area and Geography

Peru covers an area of 1,285,215 square kilometres (496 225 square miles). To the west the country extends along the Pacific Ocean; on the north it is bound by Ecuador and Colombia, to the east by Brazil and Bolivia, and Chile is on its southern tip. Moving from west to east, there are four natural zones running roughly north and south--Costa, Sierra, Montaña and Selva.

Lima has a population of 6.4 million (source:INEI 1993)and is situated in the Costa region, a narrow coastal plain consisting of large tracts of desert and fertile valleys. The Sierra, or mountainous region, contains the Andes, which rise to more than 6,100 meters (20,000 feet). The Montaña is a subtropical fertile area, largely underdeveloped, lying between the Andes and the jungles of eastern Peru. The Selva is the Amazonian jungle region of eastern Peru.

Climate

The temperature in Peru varies according to region; it is temperate on the coast, tropical in the jungle and cool in the highlands. In Lima, the average daily minimum and maximum temperatures during February, the hottest month, range between 19°C and 28°C (66°F and 83°F). During August, the coldest month, the temperature varies between 13°C and 19°C (56°F to 66°F). Rain, as it is known in Canada, never falls on the coast of Peru--the coastal precipitation is a form of thick mist known as *garúa*. There is a rainy season in the Sierra, Montaña and Selva regions from October through April.

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Spanish Conquest Following the discovery of the Pacific Ocean by Vasco Núñez de Balboa in 1513, the Spanish, who were attracted by stories of great wealth, began the conquest of Peru. Their forces, led by Francisco Pizarro, rapidly subdued the Inca empire and on January 18, 1535, the city of Lima was founded.

Colonial Period Peru became the richest and most powerful colony of Spain in South America. Class divisions were very important during this period. The "Criollos" (Spaniards born in America) were excluded from all official positions of influence. The "Mestizos" (mixed races) occupied social positions lower than the Criollos and the Indian population was reduced to slavery in the mines. Immense pieces of land originally held by the Indians became the property of the Spanish aristocracy.

The resentment of the Criollos and Mestizos grew during the next 300 years, giving birth to a revolutionary movement for independence.

Independence In 1780, the first major revolt against Spanish rule was headed by an Indian chief, José Gabriel Condorcanqui (known as Tupac Amaru). On July 28, 1821, San Martín made a declaration of Independence from the Spaniards and on December 9, 1824, with the victory of Bolívar's army at Ayacucho, Peruvian independence was finally established. In 1866, Spain made an unsuccessful attempt to re-conquer Peru and it was not until a peace treaty was signed in 1879 in Paris that Spain officially recognized Peru's independence.

Republican Era Peru was very poorly prepared for independence. Various factions within the government struggled for power, causing political instability and wars with neighbouring countries. The War of the Pacific between Peru and its neighbours, Chile and Bolivia, was fought from 1879 to 1883, in which Peru lost the provinces of Tarapacá and Arica to Chile, and Bolivia lost Antofagasta province and its access to the sea. The most famous and progressive president of this period was Ramón Castilla, who held the presidency from the mid-1840's until the early 1860's.

Twentieth Century Through much of this century, Peru has had a succession of civilian and military governments. In October 1968, General Velasco Alvarado assumed control in a coup d'état, deposing the democratically elected government of Fernando Belaunde Terry and remained in power from 1968 to 1975. During this period, the military government nationalized most of the major resource-based companies of the country and launched extensive agrarian reforms, which resulted in a rapid deterioration of the economy.

In 1975, General Morales Bermúdez gained control of the government, introduced more moderate economic policies and subsequently turned power over to a civilian government. Democratic elections were held in May 1980, and Fernando

Belaunde Terry was re-elected president in 1980. The first turnover of a democratically elected government in over 40 years took place in the 1985 elections when Alan García Pérez assumed the presidency.

In 1990, Alan Garcia was succeeded by Alberto Fujimori in a democratic election. A sweeping program of reforms introduced by President Fujimori has involved most areas of the economy and resulted in significant changes. The cornerstone has been a comprehensive program of privatization of state enterprises, effectively ending the governments' involvement in the economy as a business operator. Further reforms have lifted all foreign exchange controls, liberalized prices and salaries, decreed equal treatment for foreign and local investors, opened all sectors of the economy to private investment, liberalized trade and capital flows, and streamlined the tax system. In 1995, President Fujimori was re-elected, and his party gained an absolute majority in Congress.

Peru is a republic, with the central government located in Lima. The Constitution stipulates that the executive power is held by the president, while legislative power is vested in the Congress and judicial power is exercised by the Supreme Court. A new Constitution, approved in October 1993, allows re-election of the President for one further term. Elections in Peru are held every five years. Administratively, Peru is divided into 24 departments and the special Constitutional Province of Callao.

Economy

The Peruvian economy has undergone significant changes since 1993, showing substantial increases in overall GDP, major decreases in inflation and higher rates of foreign investment. In 1994 and 1995, GDP growth figures were 12.7% (one of the world's highest) and 7.2% respectively, an overall growth rate second only to Chile in Latin America. The forecast for the next five years is for a continued rate of 5-6%. Inflation has also been reduced significantly from 57% in 1993 to 10.2% in 1995. Peru has received over \$1 billion in new foreign loans for infrastructure rehabilitation and development, principally from the Inter-American Development Bank and the World Bank.

In 1994, two-way trade between Canada and Peru was valued at \$161.4 million, increasing in 1995 to \$241 million. Canadian exports to Peru in 1995 increased by 68% to \$145 million. Leading exports include agricultural products, general machinery, mining equipment, oil & gas and energy equipment, paper products, petrochemicals, and telecommunications equipment. Imports from Peru increased from \$64 million in 1993 to \$96 million in 1995, with the most important being ores and concentrates of silver, lead, zinc, precious metals, coffee and cotton.

Canada benefits from a reputation in Peru as a reliable supplier of high quality goods and services. In turn, Peru offers to Canadian companies willing to invest in market development efforts, one of the most liberal and open economies in the world, providing substantial opportunities in various sectors including mining, agricultural/agri-food, construction & housing and health.

Population

The 1993 census of the population of Peru indicated a total of 23,996,200 inhabitants, increasing at about 2 percent per year. Approximately, 15 per cent of the population is of European descent, 45 per cent is pure Indian and 37 per cent is of mixed race (mestizos). The remaining 3 per cent are black (descended from colonial-era slaves), Japanese and Chinese.

The largest concentration of inhabitants is in the special constitutional province of Callao in the Costa region, followed by the adjacent department of Lima, which has 186.2 inhabitants per square kilometre. Due to the extensive migration to the cities from the rural areas, the percentage of the population living in urban centres has risen to about 70.1 per cent of the total population. The remaining 29.9% are mostly rural inhabitants, scattered over the Sierra, and are generally at the lowest level of the economic scale.

Language

Spanish is the official language of Peru; however, Quechua and Aymara are also recognized as official languages in the Central and Southeast Andean regions. Spanish is generally the language of business and government, although a number of business people have a good command of English.

Religion

The majority of the population (88.9%) is Roman Catholic, but Peru has complete freedom of religion.

Education

Primary education is obligatory and free in state schools. All schools, whether primary, secondary, national or foreign, are under the general supervision of the Ministry of Education. There is intense competition every year for the available places in technical schools and universities, reflecting the keen interest in learning of Peruvian youth. There are also private grammar and high schools, where English, French, German or Italian are taught. There are several well known private universities, La Católica, Universidad de Lima, Cayetano Heredia, Universidad del Pacífico, Universidad de Piura, etc.

Principal Cities

Lima, the capital, is the commercial and political centre of the country, with a population of 6.4 million people. The capital dominates the economic and commercial decision-making processes of Peru, however other urban centres are increasing in importance.

Cities 1993 Population

Lima	6,397,000
Arequipa	619,150
Trujillo	509,312
Chiclayo	411,536
Piura	277,964
Iquitos	274,759
Chimbote	268,979
Cusco	255,568

Currency

The Peruvian currency is the "Nuevo Sol" (S/.) divided into 100 céntimos. The existing foreign exchange regulations permit a free currency market, with no restrictions on the possession, transfer and/or remittance, locally or abroad, of foreign or local currency. Foreign currency denominated accounts and deposits can also be held, locally or abroad, without being subject to controls. The foreign currency exchange rates fluctuate freely, based on market supply and demand.

The present exchange rate is approximately S/2.34 : US\$1.00. (January 1996)

The U.S. dollar is also widely used, as are major credit cards, however traveller's cheques are accepted only at major hotels and selected banks, where a commission is charged. Canadian currency is not widely accepted.

International Time

Peru time is identical to Canadian Eastern Standard Time (EST) from late October through early April and does not change when Canada switches to Daylight Savings Time.

Business Hours

The workday in Lima of eight hours generally begins at 8:30 a.m. Lunch hours are generally from 1:00pm to 3:00pm and the workday can extend to 7:00pm.

Banking hours are variable, with some banks closing during the lunch hours, while others remain open all day. Banking hours are generally Monday through Friday, 9:00 a.m. to 5:00 p.m. with some banks open on Saturdays.

Public Holidays

The following is a list of official public holidays observed in Peru :

- New Year's Day** - January 1
- Holy Thursday** - March/April
- Good Friday** - March/April
- Labour Day** - May 1
- Saint Peter and Saint Paul** - June 29
- National Independence Days** - July 28 and 29
- Santa Rosa of Lima** - August 30
- Day of Angamos Naval Battle** - October 8
- All Saints Day** - November 1
- Immaculate Conception** - December 8
- Christmas Day** - December 25

Weights and Measures

Peru uses the metric system for most weights, measures and mathematical expressions.

Electricity

Electricity is generally supplied at 220 volts, 50-60 cycles AC. Major hotels have special 110 volt outlets.

II. DOING BUSINESS IN PERU

The market in Peru is open and highly competitive. Considerable market development efforts are generally required before results can be expected.

Peru has embarked on a major program of privatization of state enterprises. Already, major concerns in the mining, electricity and transportation sectors have been sold to private investors. Enterprises which have been sold since 1993 include the telephone and electrical companies, cement plants, the state-owned airline and several mining interests.

Merchandising and Distribution

A competent agent or distributor based in Peru is almost always essential for Canadian exporters. In the case of products sold to the private sector, an agent or distributor is generally required because of language, customs clearance problems, servicing requirements and the fragmentation of the market. A possible exception is when there are only one or two large potential customers in the private sector. Government agencies must purchase through public tender and an agent is needed to help the Canadian supplier comply with the complex tendering regulations.

The Commercial Division of the Canadian Embassy in Lima maintains contacts with agents and distributors and can assist you with market information/intelligence and in locating a suitable representative.

Interpreter and Translation Services

Whenever possible, Spanish should be used, especially in contacts with Peruvian government officials. A number of business people have a good command of English. Interpretation and translation services in Lima are available through various agencies and in major hotels. The Canadian Embassy can also direct you to competent interpretation and translation services.

Advertising and Promotion

The development of Peruvian advertising has progressed rapidly in recent years. The Lima area is the principal advertising centre, with about 28.6% of the total population and a literacy rate of 96.4%. There are 85 advertising agencies operating in Peru. J.Walter Thompson Peruana and McCann Erickson Corp. Peru, located in Lima, are the leading advertising firms. An advertising agency's commission is usually 16.75% of the gross cost of advertisements. The principal medium for advertising is the press, followed by radio and television. Other media include specialized magazines, motion picture theatres, neon signs, fairs,

billboards and direct mail. Approximately 36 commercial radio stations and 9 television stations operate from the capital and are used to advertise consumer goods. Only Lima newspapers have nation-wide circulation, the principal dailies being El Comercio, Expresso, Gestion, El Mundo, El Peruano, La Republica and El Sol. One monthly publication, the Lima Times, is published in English.

Trade Fairs

Various local and international trade fairs are held throughout the year in Lima, the principal ones being the Feria Internacional del Pacifico in November and the Feria del Hogar in July. There are also other specialized provincial trade fairs, particularly in the mining and agricultural sectors. The Canadian Embassy can provide further information regarding specific events.

Concejo de Negocios Canada Peru

The "Concejo de Negocios Canadá-Perú" (Canada-Peru Business Council) was inaugurated in December, 1995 as a private-sector initiative whose aims are the promotion and strengthening of commercial ties between Peru and Canada and the provision of opportunities for individual and corporate networking. Membership is open to all interested parties.

(for address see **chapter VII**)

Price Quotations

Prices should be quoted CIF Callao, in U.S. dollars. Business firms should supply quotations, catalogues, illustrations, price lists and other trade information material, preferably in Spanish. Measures should be expressed in the metric system. Complete product specifications should include the international tariff nomenclature (H.I.S.), price and the weight of the goods in order to assist importers in estimating the approximate freight and customs duty. If the merchandise is quoted at US\$ 2,000 or more, a Inspection Certificate issued by an authorized inspection company is required. The Canadian Embassy can supply a list of recognized inspection companies.

Usual Terms and Methods of Payment

Bills for collection are used in Peru; however, documentary letters of credit are more common, either on a sight or term basis. Exporters are advised to do business in Peru on the basis of an irrevocable letter of credit confirmed at a Canadian bank.

Banking Facilities

There are no offices of Canadian banks in Lima, but a number of local banks have working relationships with major Canadian banks. The Embassy can provide a list.

Transportation and Communications

Public transportation in Lima and the suburbs is improving with the use of large buses, owned by co-operative enterprises, privately owned minibuses and taxis. The major portion of the central highway, running east from Lima to the Sierra, is well-paved, as is the North-South Pan American Highway. Roads between small population centres outside the Lima area are mostly unpaved; the topography makes road construction expensive. Railways are operated by the government in two networks, one up the valley, east of Lima to the Sierra, and the other in the south, from Arequipa to Puno, Cusco and Machu Picchu. (For details on transportation services from Canada to Peru, see **Chapter VI**)

Domestic air services are good with five principal airlines; Aeroperu, Faucett, Expresso Aereo, Aero Continente, Aero Condor and Americana. Aeroperu operates internationally to Miami, Los Angeles, Mexico, Panama, and in South America to Chile, Brazil, Bolivia, Colombia, Ecuador, Paraguay and Argentina. Faucett also has flights to Miami. Aeroperu and Faucett offer cargo services and other private cargo services are available. Charter as well as helicopter services are also available. Lima is also served by a number of international airlines, including Aeroflot, Aerolineas Argentinas, Aeromexico, American, AOM, Continental, Iberia, KLM, LAB, Lan Chile, Lufthansa, United, Varig and Viasa.

The telegraph, telephone and radio-telephone services, connect major population areas in Peru and allow good contact with the rest of the world. Peru is also served by a network of radio and television stations, the latter being linked internationally by satellite. The shortage of telephone lines is being solved by the expansion plan being implemented by Telefónica del Perú.

Local port facilities are equipped to handle both containers and bulk cargo and to accommodate vessels of up to 35,000 tonnes. Reforms in the port administration of Callao (the port of Lima) and other coastal ports have brought substantial changes. Once considered one of the most expensive in the world, Peru's ports systems compete today in efficiency and costs with their counterparts in the region. Port privatization is being implemented by the government, a process that began with the privatization of loading and unloading services.

Government Policies on Foreign Investment

Foreign investment in Peru does not require any prior approval or authorization. Legislation implemented in 1991 grants foreign investors the same treatment as nationals and foreign investors are free to remit, in hard currency, dividends or profits paid to them. All administrative restrictions for investment have been eliminated and procedures simplified.

Subject to certain conditions, foreign investors may enter into agreements with the National Commission for Foreign Investments and Technologies (CONITE), which grants for a period of ten years, a stable tax regime, free availability of foreign currency; the right to non-discriminatory treatment with respect to nationals; stability of the labour regimen for hiring personnel and stability of special structures exclusively applicable to exports (e.g. free-trade zones). The State is not empowered to expropriate enterprises, except in the event of national interest duly supported by law. Legislation also guarantees that private enterprises compete with State owned enterprises under equal conditions.

Canada has initialed with Peru a Foreign Investment Protection Agreement. It is expected to be effective in 1996. The **Export Development Corporation (EDC)** provides coverage for all three risks (transfer, expropriation and war) for eligible transactions (See also section on EDC in **Chapter V**). Foreign investors also have access to the Multilateral Investment Guaranty Agency (MIGA) of the World Bank.

Membership in Regional Trade Blocs

Peru is a member of the Latin American Free Trade Association (ALADI), which offers reduced tariffs on a limited number of products between the member countries of Argentina, Brazil, Chile, Mexico, Paraguay and Uruguay. Peru is also a member nation of the *Comunidad Andina* (Andean Community), formerly known as the *Pacto Andina* (Andean Pact), which includes Venezuela, Colombia, Ecuador, Peru and Bolivia. In March, 1996 the Andean Pact nations agreed to modify the Pact charter and create the *Comunidad Andina* in order to address a wider range of regional integration issues. During its history, the Community has significantly reduced tariff and non-tariff barriers for member countries and has established standard policies for trade with non-member countries.

Membership in International Organizations

Peru is a member of the following international organizations:

- * World Trade Organisation (WTO)
- * Economic Commission for Latin America and the Caribbean
- * United Nations Development Programme (UNDP)
- * International Bank for Reconstruction and Development (IBRD)

- * International Development Association (IDA)
- * International Finance Corporation (IFC)
- * International Monetary Fund (IMF)
- * United Nations Educational, Scientific and Cultural Organization (UNESCO)
- * World Health Organization (WHO)
- * Andean Community (Comunidad Andina)
- * Inter - American Development Bank (IDB)
- * Latin American Integration Association (LAIA)
- * Organization of American States (OAS) and OAS-related specialized agencies such as Pan-American Health Organization (PAHO)
- * International Labour Organization (ILO)
- * World Food Programme (WFP)
- * International Civil Aviation Organization ((ICAO))
- * United Nations Children's Fund (UNICEF)
- * Asociación Latinoamericana de Instituciones Financieras de Desarrollo (ALIDE)
- * International Potato Centre (IPC)

III. CUSTOMS AND OTHER REGULATORY INFORMATION

Documentation

The following documents are required to import goods into Peru:

- * Bill of Lading
- * Commercial Invoice
- * Insurance Policy
- * Pre-shipment inspection certificate issued by an authorized international inspection company or agent if the value of the merchandise exceeds **US\$2000**. Application for inspection has to be made to the office in the **country of destination**.
- * Certificate of Origin
- * Canadian sanitary registration for packaged foodstuffs, pharmaceutical products, cosmetics and medical devices. Approval for their importation must also be obtained in advance from the Peruvian health authority:

Direcion General de Medicamentos, Insumos y Drogas (DGMID)
Ministerio de Salud
Av. Arenales 1302 - of. 201
Lima 01, Peru
Tel: (011-511)472-4419/472-3585
Fax: (011-511)472-5028/472-3332

If you are planning to bring catalogues/brochures in quantity (more than 10-15) or samples of your products, it is advisable to contact a local customs broker, who can advise you as to the regulations and assist in providing rapid clearance of these items. This applies as well to temporary importation of machinery/equipment and special exemptions for trade fairs exhibits. (See **Chapter VI** for a list of brokers)

Duties and Taxes

Peru is a signatory to the World Trade Organization (WTO) and to various bilateral agreements providing for "most favoured nation" treatment on a reciprocal basis. Peru has also adopted a new international tariff nomenclature which is based on the standard HS Nomenclature system.

Previous restrictions on imported goods have been eliminated, being only subject to payment of Customs Tariffs, and, when applicable, to restrictions for sanitary and State security reasons. The rates effective for such tariffs have been consolidated to 15% ad valorem for more than 90% of the goods; and 25% for the

remaining. Lower customs tariffs apply to selected goods imported under regional agreements, such as ALADI.

A 18% sales tax (IGV) is applied to all products. Customs fees on imported goods range from 0.5% - 3%.

There are Free Zones in various areas of the country which permit manufacturers who locate there certain tax, labour and regulatory benefits.

Packaging and Labelling

Local packaging and labelling requirements are generally not difficult to meet. Packaging for products must indicate the name of the product, net weight or volume, the name and address of the producer or distributor, country of origin, lot identification, date, instructions for usage and in the case of food products, a list of ingredients, expiry date and instructions for its conservation. The label should be in Spanish, or, if printed outside Peru, a new or supplementary label must be attached, containing all the above information.

Copyright and Intellectual Property Protection

The National Competition and Intellectual Property Protection Institute (INDECOPI) is responsible for the regulation of monopolies and restrictive market practices, dumping and subsidies. It also registers and protects intellectual property, copyrights, trademarks, new technologies, foreign technology transfers and provides consumer protection, quality control and technical norms, particularly for labelling. For payment of royalties, the corresponding registration must be made with INDECOPI. No prior government approval is required for the transfer of technology, licences for the use of foreign patents, trademarks or other copyrights, technical assistance, basic and detail engineering, management and franchise agreements.

IV. YOUR BUSINESS VISIT

Advise and Consult the Trade Commissioner

When planning your first business visit to Peru, it is advisable to notify the Commercial Division of the Canadian Embassy in Lima of your trip well in advance of your arrival. Inform the embassy of the objective of your visit and include several copies of product brochures. It is also helpful if you work out the CIF prices on your product range. You should also list any contacts you may already have with Peruvian business people and indicate whether you require appointments made in advance of your arrival.

Local hotels, as well as secretarial and translation services, can be recommended by trade officers. However, the actual procurement of these services is the responsibility of individual business persons.

Business Calls

Business travellers coming to Peru to introduce new products should give themselves ample time for their dealings with Peruvian business people. Decisions are not likely to be made on the spot, and a certain degree of patience is required.

Punctuality is now becoming more important to Peruvian business people. It is best to make an appointment in advance of the business call.

Travel Documents

Currently, Canadian citizens with a valid passport and proof of fully paid transportation out of Peru do not require a visa for stays of less than 90 days.

Internal Travel

Peru has a fairly well-developed road transportation network. The highway system is 70,000 km (43,750 miles) long. It connects all major cities and extends into adjoining countries. There are two primary highways : the Pan- American Highway, running 2500 km along the west coast from the northern to the southern border, and the Central Highway extending east from Lima over a pass to La Oroya and beyond. The incomplete Marginal Highway runs 3,200 km along the eastern border of Peru. There are also a number of penetration roads leading into the jungle area. Many other roads connect agricultural, commercial and industrial centres. Truck transportation is available from the ports of the west coast to the coastal cities and across the Andes. Reconstruction, construction and maintenance of these roadways began in March 1992 with loans from the

Interamerican Development Bank. A large part of this work is now completed, providing optimum conditions for commercial activity.

Peru has approximately 2,135 km of railroads, however there is no integrated railroad system in the coastal area. Most rail lines provide service between the coast and the population centres of the Sierra. ENAFER, the government enterprise responsible for the railway sector, offers passenger and freight services on the most important railroad routes. The government has announced its intention to privatize several of the principal routes in the near future.

It is recommended that internal travel be completed, if possible, during daylight hours

Hotels

Hotel accommodations in Lima meet international standards. It is essential to reserve ahead and seek confirmation at the time of booking. Most business people stay in hotels located in Miraflores and San Isidro, the principal business centres.

Customs Regulations

Customs permits one carton of cigarettes or its equivalent, three quarts of alcoholic beverage, and gifts up to US\$ 300 per person upon entry into Peru. A 25.00 US\$ airport tax must be paid on leaving Peru. For domestic flights, there is a S/10.00 airport security tax at all the airports. It is against the law to remove pre-Columbian and colonial artifacts. If a replica of a ceramic or painting is purchased, be sure to carry the receipt on leaving.

Health and Personal Security

Community sanitation conditions are not a serious problem. Lima has many good restaurants, however outside Lima it is best to dine at a tourist hotel and take reasonable precautions. Food prepared by street vendors is not recommended. Although the water in Lima is treated, you are advised to use bottled water. Outside Lima, drinking water should be boiled.

Risk of malaria exists in Peru outside Lima and its vicinity, and in the coastal area south of Lima. At high altitudes in the Andes, lack of oxygen may cause headaches, which visitors can minimize with pills such as coramina glucosa and coca tea (mate de coca), and with frequent rests during the first few days.

Smallpox vaccination is not required for entry into Peru, but yellow fever and typhoid vaccinations and anti-malarial medications are recommended for jungle travel. A vaccination is recommended for protection against Hepatitis A.

Most major hotels have a doctor on call. For your information, the following clinics have a 24-hour emergency service and usually have an English-speaking staff member on duty:

Clínica Anglo-Americana

Av. Salazar s/n, San Isidro
Tel: 440-3570.

Clinica Ricardo Palma

Av. Javier Prado Este 1066
San Isidro
Tel: 441-6064/441-8783/440-2260

Clínica San Borja

Av. Guardia Civil 337
San Borja
Tel: 475-4000/475-3141/475-4997.

Common security precautions are recommended in your visit to downtown and its environs, especially when carrying cameras, watches and jewelry of any kind. If your passport is stolen, contact the Canadian Embassy immediately.

It is recommended to deal directly with a travel agency when requiring a tourist service rather than dealing with individuals, as there may be some risk involved and it is also likely to be more expensive. A 24-hour telephone hotline for tourist assistance is provided by the government at 224-7888.

Peru has a strict and comprehensive law forbidding all possession, use and dealing in drugs, including marijuana and cocaine. Violators are not deported, but are jailed and tried under Peruvian law. There is no bail. Foreign offenders are usually dealt with as international traffickers, with sentences ranging from 15 years to life.

The government's anti-terrorist strategy has resulted in significant advances in reducing the level of terrorism, notably the capture in 1992 of Abimael Guzmán, leader of the Sendero Luminoso (Shining Path) terrorist group and the subsequent dismantling of its leadership and support structure.

Entertainment

In Peru you will find a wide variety of tourist attractions: the contrast of the ancient with the modern, impressive mountain ranges and scenery of great beauty, archaeological remains of ancient civilizations and interesting customs.

There are many places of historical interest and great beauty in Peru such as: Cusco (starting point for trips to Macchu Picchu); Arequipa (scenery and colonial buildings in soft volcanic stone, Cañón del Colca); Cajamarca (seventeenth and eighteenth century churches, hot springs); Iquitos (Peru's tropical gateway city to the mysterious Amazon); Huaraz (known as "the Peruvian Switzerland" for its glacial lakes and snow-capped peaks); Paracas (a beautiful bay where you will find excellent beach resort facilities and observe sea lions and flocks of sea birds), Nazca, Huancayo, Ayacucho, etc.

Lima has a wide variety of restaurants that feature both Peruvian and international dishes, French cuisine and Chinese food (chifa) as well as German, Italian and Scandinavian cooking.

Other places for nightlife are the discotheques and nightclubs in San Isidro and Miraflores and the *Peñas Criollas* (mostly in the district of Barranco).

Mail

Airmail can take one or two weeks. Most Peruvian agents and distributors use the facsimile and long distance telephone. Several courier services provide delivery of documents to Canada in three days or less.

V. FEDERAL EXPORT ASSISTANCE

Market Advisory Services

As a service to Canadian business, the government maintains trade officers in major Canadian cities and in 85 countries around the world. These representatives provide assistance to Canadian exporters and help foreign buyers in locating Canadian sources of supply. In addition to providing the link between buyer and seller, the trade officer advises Canadian exporters on all phases of marketing, including identification of export opportunities, assessment of market competition, introduction to foreign business people and government officials, screening and recommending of agents, guidance on terms of payment and assistance with tariff or access problems. Trade officers also play an active role in looking for market opportunities and encouraging promotion efforts.

International Trade Centres

To enquire about trade services offered by the government to exporters, a first point of contact is the International Trade Centre nearest you. They are located across Canada and provide a full range of trade services for Canadian exporters. They are staffed by experienced Trade Commissioners who work under the direction of a Senior Trade Commissioner from the Department of Foreign Affairs and International Trade Canada.

Services, such as export counselling and the provision of market opportunity information, are combined with the ability to assist in the development of individual marketing plans. The centres also act as focal points for export awareness programs such as seminars and workshops. In addition, each centre is linked with the WIN Exports (World Information Network for Exporters) database system, operated by Foreign Affairs and International Trade Canada. As a reminder we advise goods and services exporters to ensure that they are registered in the WIN system.

The centres are located in regional offices of Industry, Science and Technology Canada and are the first point of contact for potential exporters.
(for addresses see **Chapter VII**)

INFOCENTRE

INFOCENTRE is an information, reference and consultation service for Canadian exporters and companies interested in international markets operated by the Department of Foreign Affairs and International Trade.

There are several information services provided by INFOCENTRE:

The Walk-in Centre/Call Centre Hotline - Call **1-800-267-8376** or **613-944-4000** in the Ottawa region or visit the Centre located in the Department of Foreign Affairs and International Trade in Ottawa. The Centre provides information, counselling and hardcopy publications providing market information, country and sector market studies and export programs and services

FaxLink Domestic and International - FaxLink is an interactive information service that stores a wide variety of trade-related documents and publications, and makes them accessible via fax, using voice prompts. This system is easy to use, convenient, and accessible on a 24-hour/7-days-per-week basis. The FaxLink number for domestic retrieval is **613-944-4500** and the Faxlink International number is **613-944-6500**. Documents available on the FaxLink include information on programs and services, export financing, NAFTA, Canada's International Business Strategy, publications, and Country Briefs on smaller markets and industry sector market studies.

The **INFOCENTRE Bulletin Board (IBB)** is Foreign Affairs and International Trade's electronic bulletin board system on the **Internet**. This service is primarily trade-oriented for the provision of market information/intelligence. Businesses interested in accessing the restricted market intelligence/opportunities service of the IBB must first be a WIN Exports registered company. (Call the above Hotline number for details) It also offers special conference facilities to allow clients to post questions and receive answers from DFAIT staff. To reach by modem (14,400bps, line setting N-8-1 ANSI/ASCII terminal emulation), in Ottawa dial **944-1581** and for the rest of Canada, dial toll-free **1-800-628-1581**. The INFOCENTRE Internet e-mail account is **infocentre@fait.gc.ca**

The Internet site for the Department of Foreign Affairs and International Trade can be reached at:

<http://www.dfait-maeci.gc.ca> or
<gopher://www.dfait-maeci.gc.ca>

CanadExport, a twice-monthly newsletter published in English and French editions, 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 Foreign Affairs and International Trade Canada under its Fairs and Missions Programs, as well as major fairs worldwide, and on multilaterally funded capital projects overseas which offer export opportunity for Canadian suppliers of goods and services. **CanadExport** is available to Canadian manufacturers free of charge from INFOCENTRE. They may also be reached via the Internet at canad.export@extott07.x400.gc.ca.

For more specific information/intelligence and assistance, exporters can contact the **Latin America and Caribbean Trade Division (LGT)** of the Department of Foreign Affairs and International Trade Canada in Ottawa. The division represents the central link in Canada for the trade officers in the region.

Export Development Corporation (EDC)

The Export Development Corporation (EDC) is a unique institution that specializes in helping Canadian exporters compete internationally. EDC facilitates export trade and foreign investment through the provision of risk management services, including insurance and financing, to Canadian companies and their global customers. EDC is committed to the highest standards of service, quality and professionalism.

In 1995, EDC resumed cover to the private sector in Peru for medium-term financing of purchases of Canadian goods and services via a line of credit with Banco Wiese, one of Peru's leading privately-held commercial banks. In addition to re-lending through the bank to the private sector in Peru, EDC can also provide financing to the private sector in Peru through direct buyer loans, leasing, note purchases, pre-shipment financing, project financing and note purchases. In late 1995, EDC concluded its first direct public sector loan to Peru in over a decade. Other private and public-sector transactions can also be sourced through the Corporacion Andino de Fomento (CAF).

For short-term transactions, EDC will provide Documentary Credits Insurance on letters of credit opened by acceptable Peruvian banks in support of sales of qualified Canadian goods and services to Peru.

Under its Foreign Investment Insurance program, EDC is willing to consider coverage for all three risks (transfer, expropriation and war) for eligible transactions.

For information on the full range of EDC services, contact any of the EDC offices. (For addresses see **Chapter VII**)

Canadian Commercial Corporation (CCC)

The Canadian Commercial Corporation is a federal crown corporation that assists Canadian suppliers in making export sales by acting as prime contractor and guarantor for sales by Canadian exporters to foreign governments and international organizations. This is particularly useful for exporters with excellent products, but who are less well-known internationally.

CCC's services, which include assisting in the bidding and contract negotiations, contract administration and auditing, collecting foreign accounts receivable and paying suppliers, are designed to cut red tape and enhance the credibility of the Canadian supplier with foreign buyers. These advantages help Canadian firms to bid more competitively, and boost their reputation when selling into foreign markets. (For address see **Chapter VII**)

Program for Export Market Development (PEMD)

PEMD, the Program for Export Market Development, is a trade promotion program of the Department of Foreign Affairs and International Trade Canada. PEMD offers assistance to Canadian businesses to participate in or undertake various types of export promotion activities. PEMD covers projects initiated by industry and is targeted to smaller-sized companies. Preference will be given to companies with annual sales greater than \$250,000 and less than \$10 million, and/or with less than 100 employees for a firm in the manufacturing sector and 50 in the service industry.

PEMD focuses on risk sharing in a partnership-like relationship between government and business, encouraging a long-term strategy on target markets and built-in flexibility to respond to changing market conditions.

PEMD is made of four major elements: Market Development Strategies (which replaced the previous market identification visits), participation in trade fairs abroad, incoming foreign buyers, innovative marketing and marketing agreements, New-to-Exporting Companies, Capital Projects Bidding and Trade Association Activities.

The key element of PEMD, Market Development Strategies (MDS), recognizes the need for longer market planning horizons in an increasingly competitive international marketplace. Instead of individual approval of a series of projects, MDS will approve a package of support for visits, trade fairs and marketing support initiatives, based on the company's one to two-year international

marketing plan. This process reduces the administrative burden on companies, making it more streamlined and effective. MDS also brings the International Trade Centres and trade officers in missions abroad in closer touch with their clients and enables more focussed and comprehensive applications while funding a greater range of activities.

Longer-Term Commitment

PEMD is a long-term investment in a business' exporting capability. Based on a packaged long-term marketing plan, PEMD-MDS will assure a company's promotional export funding for up to two full years, subject to milestone reviews.

Extended Payback Plan

Over a period of four years (previously two), companies will repay their PEMD-MDS contribution on a percentage of their export sales in the target market.

Continuing Programs Activity of PEMD

The **New-to-Exporting Companies** element of PEMD recognizes that a significant number of Canadian businesses lack a consistent capability to export. This is generally a result of an insufficient corporate knowledge of exporting or a lack of in-house resources. This element provides a vehicle for those companies to seek out individual export opportunities, either through a market identification visit or through participation in an international trade fair.

The **Capital Projects Bidding** element of PEMD is designed to assist Canadian engineering, construction, architecture and management consulting firms in proposal preparation or bidding for major capital projects outside Canada involving international competition. It is not designed for the establishment of foreign joint ventures.

The **Trade Association Activities** element of PEMD provides assistance for national or major non-sales trade associations. Activities undertaken by these associations must be for the benefit of their members and relate to the generic promotion of the association's products. As with other elements, the focus of the projects must be on the development or increase of sales of Canadian goods or services in foreign markets.

More information is available on PEMD from Info Export, or regional International Trade Centres (for addresses see **Chapter VII**).

Industrial Co-operation with Developing Countries

In 1978, the **Canadian International Development Agency (CIDA)** established the Industrial Co-operation Program to harness the resources of Canada's business sector in promoting sustainable development by fostering and supporting mutually beneficial and long-term collaborations between Canadian business organizations and their developing country partners.

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

The Industrial Co-operation Program 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 also provided for making 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.

Peru also receives Canadian International Development Agency (CIDA) bilateral and technical assistance.

CIDA Lines of Credit

Since 1988, CIDA has offered lines of credit to Peru for the purchase of Canadian mining, oil/gas and telecommunications equipment. Under a bilateral agreement between the Governments of Canada and Peru, the lines of credit extend semi-commercial terms to specified Peruvian purchasers interested in meeting some of their equipment needs on the Canadian marketplace. Participating Peruvian companies tender directly in Canada (with CIDA's assistance) and sign supply contracts with successful Canadian manufacturers. CIDA pays the Canadian supplier while the Peruvian company pays locally into a development foundation called the "*Fondo Perú-Canadá*". The Fondo uses the funds generated this way to finance social development projects in poor and marginalized communities throughout Peru. The programme will continue until 1998/99 and further information can be obtained from the procurement advisors:

Courey International (Commerce) Inc.

4107 Cousens

Montréal, Québec

Canada H4S 1V6

Tel: 514-956-9711 Fax: 514-956-0599

The Canadian Project Preparation Fund

The Canadian Project Preparation Fund (CPPF) at the InterAmerican Development Bank (IDB) was established in 1974 to assist IDB-member countries in the identification/preparation phase of development projects which are likely to be funded by IDB or by other International Financial Institutions (IFIs). The CPPF may be used to finance any or all of the steps in the preparation and design of a project for financing by an IFI, including pre-feasibility or feasibility studies, and engineering design. The governments or ministries of the eligible countries must apply for CPPF funding themselves (as opposed to the Canadian firm or the IDB itself). Normally, funding is available to hire only Canadian or local firms.

For further information on accessing this fund, contact:

Office for Liaison with International Financial Institutions (OLIFI)

Canadian Embassy

501 Pennsylvania Avenue

Washington, D.C. 10040

U.S.A.

TEL: (202) 682-7788

FAX: (202) 682-7791

VI. TRANSPORTATION SERVICES TO THE REGION & CUSTOMS BROKERS

SEA

Transportation of goods by sea to Peru from Canada is available through a number of shipping lines that have agents in Canada.

Columbus Line (CLL) operates between Vancouver and Callao. Space is available for refrigerated and container cargo. The line's agent is Western United Shipping Agencies Limited (1500 West Georgia Street, Vancouver B.C. V6G 2Z6. Phone: (604) 891-7447, Fax: (604) 683-3739).

Compañía Chilena de Navegación Interoceánica (CNI) operates from Montreal and Toronto to Callao and Paita. Space is available for general cargo, refrigerated cargo, bulk liquids and containers. Inchcape Shipping Service is the general agent for the line in Canada, with offices in Montreal (740 Rue Saint Maurice, Suite 500, Montreal, Quebec H3C 1L5. Phone: (514) 871-3290 Fax: (514) 871-3261) and Toronto (3300 Bloor St. West, Suite 700, West Tower, Etobicoke, Ont., M8X 2X2. Phone: (416) 237-5420, Fax: (416) 239-7822).

Crowley American Transport (CAT) operates a regular service from Toronto and Montreal to Callao and Paita, with ships sailing every three to four weeks. Redburn & Inchcape Co. is the general agent for the line in Montreal (740 Rue Saint Maurice Suite 500 Montreal, Quebec, H3C 1L5. Phone: (514) 861-0511 Fax: (514) 875-2804) and Toronto (3300 Bloor St. West, Suite 700, West Tower, Etobicoke, Ont., M8X 2X2. Phone: (416) 237-5420, Fax: (416) 239-7822).

Flota Mercante Gran Colombiana (FMG) operates from Vancouver, Montreal and Toronto to Callao. Ships accept break bulk and container cargo. The line's agent in Vancouver is Nortec Marine, Suite 2300, 555 West Hastings St., P.O. Box 12078, Vancouver B.C., V6B 4N5. Phone: (604) 669-8866, Fax: (604) 682-7419) and March Shipping, in Montreal (360 St Jacques, Suite 1600, Montreal, Que. H2Y 3X1. Phone: (514) 842-8841, Fax: (514) 288-6732) and Toronto (295 Valwest Mall, Etobicoke, Ont. M9C 4Z4. Phone: (416) 622-6011, Fax: (416) 622-6966).

Lykes Line (LYL) operates from Montreal and Toronto to Callao. Bermar Shipping Agency Inc. is the general agent for the line in Canada, with offices in Montreal (430 Rue Helene, Suite 504, Montreal, Quebec, H2Y 2K7. Phone: (514) 499-1588, Fax: (514) 499-1328) and Toronto (5800 Coopers Ave., Mississauga, Ontario, L4Z 2B9. Phone: (905) 507-0220, Fax: (905) 507-8003.) Space is available for container cargo.

Maersk (MSK) operates from Montreal, Toronto and Halifax to Callao. Maersk Canada is the general agent for the line in Halifax (Box 27064, Green Street Postal Stn, 5280 Green St., Halifax, Nova Scotia, B3H 1N0. Phone: (902) 422-7331) Fax: (902) 423-0219); Calgary (609 14 Street N.W., Suite 403, Calgary, Alberta, T2N 2A1. Phone: (403) 283-8330, Fax: (403) 270-3530) and Montreal (740 Rue Notre Dame, Suite 790, Montreal, H3C 3X6. Phone: (514) 871-0210, Fax: (514) 871-8269).

Maruba (MAR) operates between Vancouver and Callao. Space is available for break bulk, bulk liquids and container cargo. General agent for this line in Canada is Westward Shipping Limited (555 West Hastings Street 27 floor P.O.Box 12125 Vancouver B.C. V6B 4N6. Phone: (604) 684-6141, Fax: (604) 684-0861).

AIR

Connecting passenger services from Canada to Peru are available via Miami, New York(Newark) and Los Angeles. From there, connections are available on Aerolineas Argentinas, AeroMexico, AeroPeru, American Airlines, Continental, Faucett, Lan Chile, United Airlines, Varig and Viasa. Internal travel costs may be reduced if tickets are purchased in Canada before leaving. Most of the international carriers offer cargo services on a space-available basis. Charter services for both passengers and cargo are available on an "as required" basis.

CUSTOMS BROKERS

The following are among the large number of customs brokers in Peru:

Agencia Sandoval S.A.

Calle 1 Mza A, Lote 6
Urb. Bocanegra
Callao 1, Perú
Tel: (011-511) 464-6499
Fax: (011-511) 452-0228
Contact: Mr. Jorge Izusqui

Express Transports S.A.

Av. 15 de Enero 559 San Antonio
Lima 18, Perú
Tel: (011-511) 447-0325/447-0395/445-5680
Fax: (011-511) 447-2692
Contact: Mr. Dieter Krumdiek M.

Sabogal Agencia Afianzada de Aduana

Calle Carlos Gonzales 212-214

Maranga, San Miguel, Perú

Tel: (011-511) 464-1390

Fax: (011-511) 464-1899

Contact: Sr. Alfredo Brazzini

Universal Aduanera S.R. Ltda.

Estados Unidos 884

Lima 11, Perú

Tel/Fax: (011-511) 462-9695, 463-5005

Contact: Sr. Jacques Levy D.

VII. Useful Addresses

PERU

Commercial Division Canadian Embassy

Street Address:

Frederico Gerdes 130 (Antes Calle Libertad),
Miraflores, Lima, Perú
Tel: 011-51-1-444-4015
Fax: 011-51-1-444-4347

Mailing Address:

Casilla 18-1126, Correo Miraflores,
Lima 18, Perú

Concejo de Negocios Canadá-Perú

Javier Montero, President
c/o Rehder & Asociados S.A.
Las Begonias 441, 7th Flr.
San Isidro, Lima, Peru
Tel: (011-511) 442-4397
Fax: (011-511) 442-4360

CANADA

Department of Foreign Affairs and International Trade Canada (DFAIT)

125 Sussex Drive,
Ottawa, Ontario
K1A 0G2

DFAIT - Infocentre:

Tel: (613) 944-4000 Fax: (613) 996-9709
Toll Free 1-800-267-8376
Internet: infocentre@fait.gc.ca

DFAIT - Latin American Trade Development Division (LGT):

Tel: (613) 996-5546
Fax: (613) 943-8806

Export Development Corporation (EDC)

151 O'Connor St.,
Ottawa, Ontario
K1A 1K3
Tel: (613) 598-2500 Fax: (613) 237-2690

Canadian Commercial Corporation (CCC)

50 O'Connor Street, 11th Floor
Ottawa, Ontario
K1A 0S6, Canada
Tel: (613) 996-0034 Fax: (613) 995-2121
Internet: info@ccc.ca

The Industrial Co-operation Division

Canadian International Development Agency (CIDA)

200 Promenade du Portage
Hull, Quebec
K1A 0G4
Tel: (819) 997-7901 Fax: (819) 953-5024

The Canadian Council for the Americas

3rd Floor, 145 Richmond St.W.
Toronto, Ont.
M5H 2L2
Tel: (416) 367-5460 Fax: (416) 367-4313

The Canadian Council for the Americas is a private-sector association that plays an active role in the promotion of trade between Canada and Latin America.

Embassy of the Republic of Peru

130 Albert Street, Suite 1901
Ottawa, Ont.
K1P 5G4
Tel: (613) 238-1777 Fax: (613) 232-3062

Consulate-General for Peru

550 Sherbrooke West, Suite 376, West Tower
Montréal, Que.
H3A 1B9
Tel: (514) 844-5123 Fax: (514) 843-8425

Consulate-General for Peru

10 Mary St., Suite 301
Toronto, Ont.
M4Y 1P9
Tel: (416) 963-9696
Fax: (416) 963-9074

Consulate-General for Peru

505 Burrard St., Suite 1770
Vancouver, B.C.
V7X 1M6
Tel: (604) 662-8880
Fax: (604) 662-3564

Export Development Corporation (EDC)
151 O'Connor St.,
Ottawa, Ontario
K1A 1K3
Tel: (613) 598-2500 Fax: (613) 537-2690

Canadian Commercial Corporation (CCC)
50 O'Connor Street, 11th Floor (Central)
Ottawa, Ontario
K1A 0G6, Canada
Tel: (613) 598-0034 Fax: (613) 598-2121
Internet: info@ccc.ca

The Industrial Co-operation Division
Canadian International Development Agency (CIDA)
200 Frontenac du Portage
Hull, Quebec
K1A 0G4
Tel: (819) 997-1901 Fax: (819) 993-5024

Consejo de Negocios Canada
Javier Montero, President
A.S. Sodacoca & Asesor S.A.
Las Begonias 441, 1ra. Fir.
San Pedro, Lima, Peru
Tel: (51) 1-42-4397
Fax: (011-511) 42-4360

The Canadian Council for the Americas
3rd Floor, 145 Richmond St. W.
Toronto, Ont.
M5H 2L2
Tel: (416) 367-6460 Fax: (416) 367-4313

The Canadian Council for the Americas is a private-sector association that plays an active role in the promotion of trade between Canada and Latin America.

Embassy of the Republic of Peru
130 Alder Street, Suite 1901
Ottawa, Ont.
K1P 5G4
Tel: (613) 238-1777 Fax: (613) 232-8082

Consulate-General for Peru
550 Sherbrooke West, Suite 378 West Tower
Montreal, Que.
H3A 1G9
Tel: (514) 614-5180 Fax: (514) 614-5181

Embassy of the Republic of Peru
130 Alder Street, Suite 1901
Ottawa, Ont.
K1P 5G4
Tel: (613) 238-1777 Fax: (613) 232-8082

International Trade Centres

Newfoundland

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

Prince Edward Island

International Trade Centre
P.O. Box 1115
Confederation Court Mall
134 Kent St., Suite 400
Charlottetown, Prince Edward Island
C1A 7M8
Tel: (902) 566-7443
Fax: (902) 566-7450

Nova Scotia

International Trade Centre
P.O. Box 940 Station M
1801 Hollis St. 5th floor
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-7540
Fax: (902) 426-2624

New Brunswick

International Trade Centre
P.O. Box 1210
Assumption Place
1045 Main St., Unit 103
Moncton, New Brunswick
E1C 1H1
Tel: (506) 851-6452
Fax: (506) 851-6429

Quebec

International Trade Centre
5, Place Ville Marie, Suite 800
Montreal, Quebec
H3B 2G2
Tel: (514) 283-6328
Fax: (514) 283-8794

Ontario

International Trade Centre
Dominion Public Building
4th floor
One front Street West
Toronto, Ontario
M5J 1A4
Tel: (416) 973-5053
Fax: (416) 973-8161

Manitoba

International Trade Centre
P.O. Box 981
330 Portage Ave., 8th floor
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 983-4540
Fax: (204) 983-2187

Saskatchewan

International Trade Centre
The S.J. Cohen Building
Room 401
119-4th Ave. South
Saskatoon, Saskatchewan
S7K 5X2
Tel: (306) 975-5315
Fax: (306) 975-5334

Regina Office:

6th Floor
1919 Saskatchewan Drive
Regina, Saskatchewan
S4P 3V7
Tel: (306) 780-6124
Fax: (306) 780-6679

Alberta

International Trade Centre
Canada Place, Room 540
9700 Jasper Ave.
Edmonton, Alberta
T5J 4C3
Tel: (403) 495-2944
Fax: (403) 495-4507

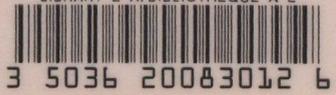
Calgary Office:

Suite 1100
510-5th St. S.W.
Calgary, Alberta
T2P 3S2
Tel: (403) 292-6660
Fax: (403) 292-4578

British Columbia

International Trade Centre
P.O. Box 11610
300 West Georgia St.
Suite 2000
Vancouver, British Columbia
V6B 6E1
Tel: (604) 666-0434
Fax: (604) 666-0954

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