

EDC Financing Supports Exports to Argentina

Canadians selling goods and services to the Argentina energy sector are benefiting from EDC new export financing of up to US\$55 million.

The breakdown includes: a US\$25 million line of credit with

Total Austral S.A.; an increase from US\$10 million to US\$25 million of an existing line of credit with Bridas S.A.P.I.C.; and a US\$15 million line of credit with Industrias Metalurgicas Pescarmona S.A.I.C. (IMPISA) — a man-

ufacturer of turbines, generators and cranes that has awarded five contracts totalling US\$6.6 million to four Canadian companies.

A US\$5 million credit line with Transportadora de Gas del Norte brings to US\$70 million the total amount of EDC financing available in support of potential Canadian exports to Argentina's energy sector.

In addition, EDC has six other credit lines, totalling more than US\$110 million, with four banks and two telecommunications companies in Argentina.

Exporters with annual sales under \$1 million can call EDC's Emerging Exporter Team at 1-800-850-9626.

The corporation may be reached at its offices in Vancouver, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal or Halifax.

PUBLICATIONS

Procurement in Virginia

The Virginia state government and its agencies are forecast to purchase over US\$4.5 billion in goods and services in 1996 — and the opportunities are excellent for Canadian exporters to get a piece of the pie.

It's timely then, that an overview of government procurement, *Selling to the Virginia State Government*, will be available later this month to Canadian firms interested in doing business there.

The report focuses on state (with some federal, county and city level analysis) procurement and outlines ways Canadian vendors can increase their visibility and success rate for bidding on Virginia government contracts. It provides, as well, information on whom to contact, what the Virginia state government looks for, and how to effectively market goods and services.

A copy of the report may be obtained by faxing Foreign Affairs and International Trade Canada's InfoCentre at (613) 996-9709.

More information on this subject also is available from Judith A. Bradt, Canadian Embassy, Washington DC, Tel.: (202) 682-7746; Fax: (202) 682-7619.

California Wastewater

Industrial Wastewater Treatment Study California, produced by the Canadian Consulate

in Los Angeles, covers regulatory aspects, Maquiladora operations, products and waste treatment technologies, in-situ treatment needs, and opportunities for Canadian suppliers.

To obtain a three-page summary in English or French, or the complete study in English only (also available on diskette), contact Donald Marsan, DFAIT, Ottawa, Fax: (613) 944-9119.

Mining in Chile

Prepared by the Canadian Embassy in Santiago, Chile, the report, *Opportunities in Chile: The Mining Equipment and Services Market*, may be ordered, quoting code number 180LA, through the Department of Foreign Affairs and International Trade's InfoCentre (see box at bottom of page 16).

India Journal

Canadian companies with new products or seeking export opportunities, joint ventures and collaborations in India can have their interests published, free of cost, in a monthly industrial electronics journal, published in Bombay.

Contact Mr. M. Arokiaswamy, Editor & Publisher, Instruments & Electronics Developments, 64, Mahendra Chambers, 134/136, Dr. D. N. Road, Bombay 400 001. Tel.: 91-22-2049567/2844516; Fax: 91-22-2844516.

Selling Software

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referral services);

Security (authentication, encryption and digital signatures);

Methods of Payment (digital credit cards, debit cards digital cash and cheques);

Secure Hypertext Transfer Protocol (S-HTTP) Enterprise Integration Technologies together with RSA Technologies has defined the standards for this negotiation protocol between client and server.

To learn more about the numerous **CommerceNet** pilot projects, contact **CommerceNet** on the web at URL <http://commerce.net/> or by e-mail at info@commerce.net or by telephone at 415-617-8790.