

The **Agri-Food Trade Network (ATN)**, one initiative under the ATS (Agri-Food Trade Service), provides on-line access to agri-food trade information, including country/market profiles, Canadian supply capability, and trade shows and missions. The ATN also contains a directory of federal government trade contacts around the world. It may be found under "Trade Contacts" at <http://atn-riac.agr.ca/>

You may also contact an information co-ordinator in your region:

	Telephone
Newfoundland	(709) 772-4063
Prince Edward Island	(902) 566-7310
Nova Scotia	(902) 893-0068
New Brunswick	(506) 452-3706
Quebec	(418) 648-4775
Montreal	(514) 283-8888
Ontario	(519) 837-9400
Manitoba	(204) 984-4409
Saskatchewan	(306) 780-5452
Alberta	(403) 495-6775
British Columbia	(604) 666-3054

Export Financing

With both financial and management services under one roof, the **Business Development Bank of Canada (BDC)** offers "one-stop shopping" for all your business needs. In particular, BDC aims to meet the needs of small and medium-sized exporters – whether your company is preparing a first-time foray into foreign markets or is already active in the export field.

Contact:

Tel: 1-888-INFO-BDC (463-6232)
Internet: <http://www.bdc.ca/site/right/index.html>

The **Canadian Commercial Corporation (CCC)** can help your company do business in foreign markets, assist in contract negotiations and complete sales on better terms with fewer risks. By participating as the prime contractor in an export sale, CCC provides a foreign buyer with a commitment, backed by the Canadian government, that you will meet the conditions of the contract, as signed.

Contact:

Tel: (613) 996-0034
Fax: (613) 995-2121 or (613) 947-3903
E-mail: info@ccc.ca
Internet: <http://www.ccc.ca/index-e.html>

EDC (Export Development Corporation) can help you to compete safely in world markets by providing a range of risk-management services. Almost 85 percent of EDC customers are small and medium-sized enterprises. EDC also has a dedicated team of specialists to serve exporters with annual export sales of up to \$1 million. Exporters can reach the team by calling 1-800-850-9626.

Contact:

Tel: (613) 598-2500
Fax: (613) 237-2690
E-mail: export@edc4.edc.ca
Internet: <http://www.edc.ca>

The **Canadian International Development Agency (CIDA)** administers most of Canada's international development assistance programs in more than 100 developing countries. Many of these programs rely on support from Canadian businesses, through consultants, contractors and suppliers. You can contact CIDA directly or access the government's Open Bidding Service (OBS) for contracts valued at more than \$100 000.

Contact:

OBS
Tel: 1-800-361-4637(613)737-3374
(Ottawa-Hull region)
Internet: <http://www.obs.ism.ca>

CIDA Contracting Management Division
Tel: (819) 997-7778
Fax: (819) 994-5395
Internet: <http://www.acdi-cida.gc.ca>

The **Industrial Co-operation Program (INC)** helps Canadian firms to establish long-term business relations with partners in developing countries. By encouraging and supporting socio-economic development abroad, INC promotes job creation in Canada and helps Canadian firms to enter some of the world's fastest-growing markets.

Contact:

CIDA Inquiries and Services to the Public
Tel: (819) 997-5006
Fax: (819) 953-6088
E-mail: info@acdi-cida.gc.ca
Internet: <http://www.acdi-cida.gc.ca>

If you are a small or medium-sized exporter, the **Program for Export Market Development (PEMD)** can provide conditionally repayable funding to help you expand into export markets. PEMD

is designed to increase the sales of Canadian goods and services abroad by enabling new exporters to visit potential markets or participate in international trade fairs, and by assisting companies in preparing bids against international competitors for major capital projects outside the country.

Contact:

DFAIT's InfoCentre or The International Trade Centre nearest you

Business Associations

Canada-China Business Council (CCBC)

The CCBC is a private-sector, non-profit membership organization incorporated in 1978 to facilitate and promote trade and investment between Canada and the People's Republic of China. It offers its members a package of business services, including introductory market studies, setting up meetings, and the use of offices, work stations or "virtual offices" in Beijing. The CCBC also maintains, with DFAIT support, a Web site that offers up-to-date China business information, and links to other China-related sites.

The CCBC's mandate is as follows:

- to stimulate and support trade in goods and services, investment and technology transfer;
- to achieve greater economic growth and closer relationships between Canada and China;
- to provide practical and focussed assistance to business; and
- to be the voice of the Canadian business community on matters of Canada-China relations, both to governments and to the public at large.

Internet: <http://www.ccbc.com>