

CIDA's Industrial Co-operation Program supports the efforts of developing countries to achieve self-sustainable development by encouraging the Canadian private sector to participate in their industrial growth. The programs offer financial incentives to Canadian firms in their efforts to develop long-term arrangements for business co-operation and to carry out project definition studies in developing countries. Support is also available for building contacts and identifying opportunities through visiting missions and seminars. To be eligible for CIDA funding assistance, proposals must clearly demonstrate mutual economic and industrial benefits to both Canada and the host country. Canada benefits by supplying equipment, components, services, etc., and the host country benefits from new technology, job opportunities and business expansion.

Canadian Chartered Banks

Your bank can provide operating loans needed for your export business and the many other banking services that will be required. The bank's international department can advise you on currency exchange and the best terms and forms of payment. Through its branches in foreign countries and its correspondent banks it can also provide you with on-the-spot advice and banking services in your target markets. Most large banks have extensive international contacts and can provide a wide variety of helpful publications, information and other assistance to exporters.

Documentation

Accurate documentation of your shipments to foreign countries is of paramount importance; requirements may be complex and vary from country to country.

A competent freight forwarder can explain and advise you on the documents you will require to ship your product efficiently. On receipt of the information required, the forwarder will also draw up the necessary shipment documents for you. Documentation assistance may also be obtained from the tariff officers in the geographic bureaux of the Department of External Affairs. Tariff officers can also provide information on access regulations, tariffs, quotas, etc., which apply in various countries.

Canadian Chamber of Commerce

(See also Canadian Chamber of Commerce reference earlier in this section.)

The Canadian Chamber of Commerce is the Canadian source for the invaluable Carnet. Although not strictly speaking an export document, the Carnet permits exporters to take Canadian goods as samples, demonstrators or professional equipment into more than 40 countries without going through the normal, detailed customs procedures. Goods taken into a country under the Carnet must leave the country again, usually within a year of entry. Carnet Canada offices are located in Ottawa, (613) 238-4000; Toronto, (416) 868-6415; Montreal, (514) 866-4334; and Vancouver, (604) 681-2111. Many local chambers of commerce and boards of trade across Canada also provide Certificates of Origin and other certification documents that are frequently required by importing countries.