

Who Can Provide In-Market Assistance?

How?

Export Development Corporation (EDC)

EDC helps Canadian exporters of all sizes minimize risk and export with confidence in up to 200 world markets. Reach a decision-maker (not an operator) at the small business hotline from 7:30 a.m. to 8:00 p.m. Eastern time, which is 9 to 5 your time anywhere in Canada.

www.edc.ca

1-800-850-9626

EDC provides:

- export receivables insurance protects against 90% of losses when foreign buyers don't pay - use the security of EDC to get additional financing from your bank
- Canadian capital goods exporters can benefit from EDC loans to foreign buyers
- EDC can help when you are required to post bid and performance bonds in connection with export transactions

Canadian Commercial Corporation (CCC)

www.ccc.ca

Tel: 1-800-748-8191

Fax: (613) 995-2121

CCC provides assistance if you are selling to foreign governments or international organizations and you need help in meeting performance guaranties of foreign buyers. The CCC will:

- sign contract with foreign buyer guaranteeing Canadian supplier to fulfill the contract
- provide Progress Payments to supplier to finance the production of the product for export

International Financial Institutions (IFI)

www.dfait-maeci.gc.ca/ifinet

1-800-267-8376

IFINet provides

- information on projects financed by the International Financial Institutions in nearly twenty industrial sectors in emerging markets and developing economies
- guides to assist companies tendering bids on business opportunities
- connections to relevant web sites

