



news release

Date

March 3, 1989

No. 048

For release

EDC BACKS SALE OF AGRICULTURAL SERVICES TO CAMEROON

International Trade Minister John C. Crosbie today announced that the Export Development Corporation (EDC) is financing up to Cdn. \$6.16 million to support the sale of goods and services by La Société Pellemon International Inc. (Montreal) and other Canadian suppliers to the Cameroon government to construct an experimental dairy farm. Minister for External Relations and International Development Monique Landry further announced that the Canadian International Development Agency (CIDA) is also involved in the project and will provide a development grant of Cdn. \$3.64 million.

La Société Pellemon will provide supervisory and procurement services for this project which is to demonstrate the feasibility of establishing a domestic milk production program in the Cameroon. The project is being developed by Cameroon's Ministry in the Presidency responsible for Computer Services and Public Contracts, which will act as the buyer.

La Société Pellemon International Inc., which specializes in providing procurement services for agricultural and engineering consulting projects, has previous experience in Africa, including Cameroon.

EDC financing is being provided through a U.S. \$100.0 million line of credit, which EDC signed with the Republic of Cameroon in 1982 and renewed in 1987.

EDC has lines of credit in place around the world. They allow EDC to lend to foreign banks or state institutions for onward lending to various buyers of Canadian goods and services. These lines can be a commercial asset in many situations because the financing rates and terms are established when the line is signed, easing the negotiation process for the buyer.

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