

Four new ventures were developed to address the information objective:

- *The Road Map to Exporting and Export Finance* - a guide to key contacts who can assist an exporter was developed by bank/financial institution trade specialists, DFAIT, and other interested parties. A Government version of the *Road Map* is available for distribution through the Government network and a bank-customized version of the *Road Map* will be available from the banks.
- *Top Ten Export Programs* - a series of factsheets which help to distil available information on the most frequently used programs and services will be available throughout Canada.
- *InfoCentre Bulletin Board* - is an electronic data bank of international market opportunities and export finance information which can be accessed via a telephone using a personal computer and a modem.
- Training - the Institute of Canadian Bankers, the training arm of the Canadian Bankers Association will roll-out a Canada-wide export and trade finance training seminar to a broad base of bankers and financial institution specialists. It will highlight the importance of exports and improve bankers' knowledge of bank and Government export services.

### Short-Term Financing

The lack of sufficient operating capital, both pre- and post-shipment, is a frequent complaint of small businesses. Methods of optimizing the capacity of exporters' operating lines of credit were examined.

EDC has been developing a guarantee facility, which would encourage banks to extend incremental operating lines to Canadian exporters against their foreign accounts receivable. EDC has had extensive discussion with all the Schedule I banks on the concept. The Royal Bank of Canada and the Bank of Montreal are currently working with EDC to further develop and test the product.