

Bulletin Board Becomes "New Kid" on the Block

Canadian companies looking for potential partners in South Carolina now have another tool to guide them.

The computerized electronic bulletin board (BBS) introduced by

the Canadian-American Society of South Carolina (CASSC) will help promote trade, tourism and investment between Canada and South Carolina. Provisions are made for other southeastern states to join at a later stage.

The BBS will provide rapid identification of potential partners in the following sectors: high tech, consumer products, industrial products, technology transfer, tourism, investment and services. These sectors can be expanded as

needs dictate.

The BBS will be available to CASSC dues-paying members, as well as on a limited-access basis to non-members. CASSC annual membership is US\$100.

For further information, please contact the Canadian-American Society of South Carolina (CASSC), 700 Blue Ridge Terrace, Columbia, South Carolina 29203. Tel: (803) 737-9348. Internet: Walley@america.net

CCC's Payment Program Enhances Export Sales

A joint effort of the Canadian Commercial Corporation (CCC) and Canada's financial institutions, the **Progress Payment Program** aims at enhancing export sales financing for small- and medium-size enterprises (SMEs). The program will assist SMEs to meet the working capital demands of an export sale, which usually exceed the credit facilities normally available to SMEs.

The program will offer the following advantages:

- Improved access to pre-shipment financing.
- Increased ability to complete and perform contract.
- Potential to increase sales and profits in global markets.

Under the program, banks will advance funds in the form of progress payments to an approved exporter based on the progress of the work as monitored by CCC. When the project is completed, CCC collects from the foreign customer and remits those payments to the financial institution.

This program is targeted at firms with less than \$10 million in annual sales, although applications will be considered from firms doing up to \$50-million per year.

To find out more about the program, contact Patricia Smith of the CCC in Ottawa. Tel.: 613) 996-0034. Fax: (613) 995-2121.

Slovak Republic Issues Tender

The Slovak National Property Fund of the Slovak Republic, ensured by Banque Paribas, has issued a tender (bid closing date March 31, 1995) for the sale of 51 per cent shares of Hydrostav a.s., Bratislava.

The scope of activities for this public tender include: hydro construction; civil engineering; industrial, civil and house construction.

Documents are available in English and Slovak languages and must be submitted in the same. As well, the bidder's signature in the agreement must be legally certified.

Tenderers will be informed of the results no later than May 31, 1995.

To obtain documents, bid costs or further information, contact the Authorized Organization: Banque Paribas, Claus Hochgrebe, Privatisation Group ref. 828, 3, Rue d'Antin, 75 002 Paris, France. Tel.: 00331-4298-1064. Fax: 00331-4298-1194.

European Bank Meeting, Seminars Explore Central, East Europe Interests

Business persons interested in Eastern Europe and the countries of the former Soviet Union will be the focal point of presentations and seminars at the **Fourth Annual Meeting of the European Bank for Reconstruction and Development (EBRD)** being held April 8-11, 1995 in London, England.

In addition to the seminars (*listed later), senior EBRD representatives will publicize the merits of their respective countries as sites for business and investment.

As well, staff from the various EBRD countries and sector teams will be accessible for meet-

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