

### *Vancouver*

505 Burrard Street, Suite 1030  
Vancouver, British Columbia V7X 1M5  
Telephone: (604) 666-6234  
Fax: (604) 666-7550

### **Canadian Commercial Corporation**

The Canadian Commercial Corporation (CCC) is a federal Crown Corporation that provides Canadian exporters with valuable assistance when selling to foreign governments or international organizations. In such transactions, CCC normally acts as prime contractor, assuring the foreign customer that the terms and conditions of the contract will be met, and matching that obligation through a domestic contract with the Canadian supplier.

The Corporation's participation provides Canadian suppliers with the tangible backing of their own government, enhancing their credibility and competitiveness in the eyes of foreign customers, and can often lead to the negotiation of more advantageous contract and payment terms.

The Corporation's services extend to every stage of the procurement process, including identifying opportunities, helping to prepare bids, assisting in the negotiation and administration of contracts, providing contract audits, as well as collecting from foreign customers and paying suppliers.

In some instances, CCC operates within formalized rules and structures established through signed agreements with a foreign government. Such is the case with the U.S. Department of Defense where agreements have been in effect since 1956, enabling the Corporation to facilitate access to that market for Canadian suppliers. CCC also assists exporters in transactions with foreign private-sector buyers.

The Corporation's services, and the credibility it offers, are of particular benefit to Canadian SMEs, many of which may be less known internationally. Its new **Progress Payment Program**, operating in collaboration with Canadian banks, can make it easier for SMEs to obtain pre-shipment financing.

For more information contact the nearest Canadian Commercial Corporation office:

### *Head Office*

Canadian Commercial Corporation  
50 O'Connor St., Suite 1100  
Ottawa K1A 0S6  
Telephone: (613) 996-0034  
Fax: (613) 995-2121  
Telex: 053-4359  
e-mail: [info@coc.ca](mailto:info@coc.ca) Web site: [www.ccc.ca](http://www.ccc.ca)

### *Regional Offices*

#### *Atlantic Canada Liaison Office*

Burnside Industrial Park  
2 Morris Drive  
Dartmouth, Nova Scotia B3B 1S6  
Telephone: (902) 426-3882  
Fax: (902) 426-8808

#### *British Columbia Liaison Office*

650 West Georgia Street, 23rd Floor  
P.O. Box 11538  
Vancouver, British Columbia V6B 4N7  
Telephone: (604) 666-4781  
Fax: (604) 666-0398

#### *Western Liaison Office*

1000-9700 Jasper Avenue  
Edmonton, Alberta T5J 4E2  
Telephone: (403) 497-3801  
Fax: (403) 497-3562