

Canadian International Development Agency (CIDA)

An important possible source of financing for Canadian ventures in Mexico is the special fund available through CIDA's Industrial Co-operation Program (CIDA/INC). This program aims to stimulate Canadian private sector involvement in developing countries by supporting long-term business relationships such as joint ventures and licensing arrangements. CIDA/INC fosters the development of business linkages by encouraging Canadian enterprises to share their skills and experiences with partners in Mexico and other countries. A series of CIDA/INC mechanisms help enterprises establish mutually beneficial collaborative arrangements for technology transfer and job creation in developing countries.

CIDA/INC has five mechanisms that help eligible Canadian firms to conduct studies and that provide professional guidance to potential clients. Where a project involves environmental improvement, technology transfer, development assistance to women, job training or creation, early contact with CIDA's Industrial Co-operation Division is suggested. An important CIDA criterion is that the project create jobs in Mexico without threatening jobs in Canada. Most CIDA-assisted projects have produced net increases in Canadian jobs. For more information, contact:

Industrial Co-operation Division

Canadian International Development Agency
200 Promenade du Portage
Hull, Quebec K1A 0G4
Tel.: (819) 997-5006
Fax: (819) 953-6088
e-mail: info@acdi-cida.gc.ca
Internet: <http://www.acdi-cida.gc.ca>

Export Development Corporation (EDC)

EDC is a customer-driven financial services corporation dedicated to helping Canadian businesses succeed in the global marketplace. EDC provides a wide range of risk management services, including insurance, financing and guarantees to Canadian exporters and their customers around the world.

EDC's products fall into four main categories:

- export credit insurance, covering short- and medium-term credits;
- performance-related guarantees and insurance, providing cover for exporters and financial institutions against calls on various performance bonds and obligations normally issued either by banks or surety companies;
- foreign investment insurance, providing political risk protection for Canadian investments abroad; and
- export financing, providing medium- and long-term export financing to foreign buyers of Canadian goods and services.

EDC has established relationships with leading commercial and public sector institutions in Mexico and Latin America. Exporters can call (613) 598-2860 for more information.

Exporters with annual export sales under \$1 million should call the Emerging Exporter Team, tel.: 1-800-850-9626 or (613) 598-2500; fax: (613) 237-2690; e-mail: export@edc4.edc.ca; Internet: <http://www.edc.ca>.

Exporters in the information technology sector can call EDC's Information Technologies Team at (613) 598-6891.

For information on the full range of EDC services, contact any of the following EDC offices:

Ottawa

Export Development Corporation
151 O'Connor Street
Ottawa, Ontario K1A 1K3
Tel.: (613) 598-2500
Fax: (613) 237-2690

Calgary

Export Development Corporation
510-5th Street S.W., Suite 1030
Calgary, Alberta T2P 3S2
Tel.: (403) 292-6898
Fax: (403) 292-6902

Vancouver

Export Development Corporation
One Bentall Centre
505 Burrard Street, Suite 1030
Vancouver, British Columbia
Tel.: (604) 666-6234
Fax: (604) 666-7550

Winnipeg

Export Development Corporation
330 Portage Avenue, Eighth Floor
Winnipeg, Manitoba R3C 0C4
Tel.: (204) 983-5114
Fax: (204) 983-2187
(office also serves Saskatchewan)

Toronto

Export Development Corporation
National Bank Building
150 York Street, Suite 810
P.O. Box 810
Toronto, Ontario M5H 3S5
Tel.: (416) 973-6211
Fax: (416) 862-1267

Montreal

Export Development Corporation
Tour de la Bourse
800 Victoria Square, Suite 4520
P.O. Box 124
Montreal, Quebec H4Z 1C3
Tel.: (514) 283-3013
Fax: (514) 878-9891

London

Export Development Corporation
Talbot Centre
148 Fullarton Street, Suite 1512
London, Ontario N6A 5P3
Tel.: (519) 645-5828
Fax: (519) 645-5580

Halifax

Export Development Corporation
Purdy's Wharf, Tower 2
1969 Upper Water Street, Suite 1410
Halifax, Nova Scotia B3J 3R7
Tel.: (902) 429-0426
Fax: (902) 423-0881

Canadian Commercial Corporation (CCC)

The CCC, a Crown corporation, provides assistance to Canadian exporters that are selling to foreign governments or international organizations. In such sales, CCC acts as a prime contractor and guarantor for the sale of Canadian goods and services to the foreign customer.

CCC certifies the Canadian exporter's financial and technical capabilities, and guarantees the foreign buyer that the terms and conditions of the contract will be met. CCC's participation in a sale provides Canadian suppliers with the tangible backing of their own government, enhancing their credibility and competitiveness in the eyes of foreign customers. This can often lead to the negotiation of more advantageous contract and payment terms.

The Progress Payment Program, developed by CCC in co-operation with Canada's financial institutions, makes pre-shipment export financing more accessible for small and medium-sized exporters. The program allows an exporter to draw on a special line of credit, established by his or her principal banker for a particular export sale. In most instances, the borrowing costs will approximate those associated with a typical demand line of credit.