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training seminar developed for bankers and financial institutions by the Institute of Canadian Bankers.

Short-Term Financing

EDC has been developing a guarantee facility which would encourage bankers to extend incremental operating lines to Canadian exporters against their foreign accounts receivable. On its part, the Canadian Commercial Corporation (CCC) is developing a *Progress Payment Program* which will provide pre-shipment financing to exporters.

Medium-Term Export Financing

Two frameworks have been developed to support the partnership among EDC, banks and Canadian financial institutions with a view to providing Canadian exporters and primarily SMEs with medium- and long-term financing: 1) the *SME Risk-Sharing Framework* for exporters with annual export sales of less than \$10 million; and 2) the *General Risk-Sharing Framework* in support of all larger exporters.

Copies are available through Foreign Affairs and International Trade Canada's InfoCentre, Ottawa. See box at bottom of page 8).

Sharing Trade Secrets

It's not always easy to conquer a new export market. So many efforts to make and so many hurdles to cross. Nevertheless, some day you meet success: a contract agreement is initialled, or even better, this well-deserved contract is finally signed.

Starting in the next issue, *CanadExport* will introduce a new feature allowing you to share the secrets of your success in various overseas markets. This is an opportunity to exchange with other exporters those trade secrets that bring about results in foreign markets.

Trade commissioners do their utmost to decipher, for the business community, the confusion about their respective markets. However, your personal vision, modeled by your own experience in the field, is irreplaceable. You have the opportunity to share it in *CanadExport's* columns with the rest of the Canada Team players.

CanadExport looks forward to receiving your stories.

Export Development Corp. Takes Worry Out of Contract Bonds Risks

It has come to CanadExport's attention that many exporters are unaware of the existence of the products and services provided by EDC's Medium Term Insurance Department. In view of the invaluable support that these services can provide to the export community, CanadExport is pleased to highlight their main features.

Providing contract bonds for an international project, as is sometimes required by foreign buyers to guarantee an exporter's bid or its complete performance of a contract, can be a risky prospect that

can also tie up a company's corporate resources. EDC can help by protecting the exporter, the bank or the surety company. Here's how:

For bank guarantees, EDC provides a) Bid Security Insurance and Performance Security Insurance, which protect exporters for up to 90 per cent of losses resulting from wrongful and frivolous calls, and justified rightful calls outside the exporter's control (such as force majeure situations); and b) Bid Security Guarantees and Performance Security Guarantees, which protect banks for 100 per cent of losses arising from both wrongful and rightful calls.

For surety bonds, EDC usually

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