

In an age where business partnerships are spanning the globe, it makes infinite sense to foster teamwork at home. In Ontario, that teamwork has just expanded with the

complement to CCC's government-backed guarantee of contract performance, its access to pre-shipment export financing, professional contract managers and expertise as an inter-

New CCC partnership helps Ontario exporters with world sales

signing of a new Memorandum of Understanding (MOU) between the Canadian Commercial Corporation (CCC) and Ontario's lead trade promotion agency, Ontario Exports Inc. This new important partnership will help Ontario exporters to access opportunities and win sales worldwide.

The MOU, signed on September 6, 2000, by CCC President Douglas Patriquin, and Ontario Exports Inc. President Len Crispino, is designed to let Ontario exporters know about opportunities in government procurement markets and how CCC can help them to close deals on better terms.

"This MOU reflects the value that both organizations bring to the table for Ontario's exporters," says Patriquin. "Ontario Exports Inc., with its knowledge of and access to Ontario companies, experienced sales force and expertise in world markets, is a natural

national prime contractor in government procurement markets."

The initiative will take the form of a two-year pilot project, beginning September 15, 2000, with emphasis on the marketing and delivery of CCC's preshipment financing program — the Progress Payment Program (PPP) — as well as other programs and services.

"This new partnership will help Ontario Exports Inc. to provide export sales expertise and facilitation to our clients through CCC's programs and services, such as the PPP," says Mr. Crispino. "Access to the PPP will help to bridge an important gap for small and medium-sized Ontario exporters. When all is said and done, this partnership is a smart move — it will provide our clients with a better, more efficient service."

The Canadian Commercial Corporation boasts many successes in selling to complex government markets with both large and small Ontario exporters. General Motors Diesel Division of London has worked with CCC to win sales of close to \$3 billion in light-armoured vehicles. Small companies such as In-Line Fiberglass, a Toronto-based fibreglass manufacturer, got its first China contract through CCC, and Pro-Safe Fire Training of Parry Sound has won over \$20 million in sales to the United States Department of Defense with CCC's assistance.

CCC and Ontario Exports Inc. are committed to helping Ontario exporters to capture a larger share of the \$5.3-trillion worldwide gov-

SHAPING TRADE SOLUTIONS FOR OUR EXPORTERS



Canadian Commercial Corporation

The Canadian Commercial Corporation (CCC) is an export sales agency of the Government of Canada providing special access to the U.S. defence and aerospace markets and specializing in sales to foreign governments.

Canadian exporters can gain greater access to government and other markets, as well as a competitive advantage, through CCC's contracting expertise and unique government-backed guarantee of contract performance.

CCC can facilitate export sales that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms.

When requested, CCC acts as prime contractor for government-to-government transactions and provides access to preshipment export financing from commercial sources.

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ernment procurement market. "I look forward to a productive partnership that will result in a larger number of Ontario exporters selling through CCC," adds Mr. Patriquin.

The Canadian Commercial Corporation is a federal Crown corporation that assists Canadian exporters to win sales on improved terms in foreign government procurement markets, and with international organizations and private-sector buyers worldwide.

Ontario Exports Inc. is Ontario's lead trade-promotion agency, providing a range of market intelligence, commercial advocacy, and trade support programs and services, to help Ontario exporters to compete in the global marketplace.

For more information on CCC services, visit its Web site at www.ccc.ca

For more information on Ontario Exports Inc., contact André Quenneville, Manager, Marketing and Communications, tel.: (416) 325-4676, fax: (416) 314-3995, e-mail: Andre.Quenneville@edt.gov.on.ca Web site: www.ontario-canada.com/exports

DOING BUSINESS WITH THE U.S. FEDERAL GOVERNMENT?

Find out more from the Canadian Embassy in Washington, D.C. (www.canadianembassy.org) under "Business Opportunities: U.S. Government Procurement."

Log onto opportunities via the General Services Administration (www.gsa.gov), which facilitates purchases by the U.S. government — the world's largest consumer — and the Electronic Posting System site (www.eps.gov).

When you're ready to pursue these opportunities, the Canadian Commercial Corporation (www.ccc.ca) can assist you with the interpretation of the U.S. procurement system or ensure that as a Canadian company, you are eligible to participate.