

Colombia, Chile Lines of Credit

The Export Development Corporation (EDC) recently announced the renewal of two lines of credit, one to Colombia, the other to Chile.

EDC renewed a US\$10 million line of credit with Colombia's Instituto de Fomento Industrial (IFI). Under the terms of the line, EDC may lend up to 85 per cent of the purchase price of Canadian goods and services. The funds for each sale are allocated by EDC to IFI, which in turn, lends funds to the particular buyer in Colombia. The credit was established in 1989.

Exporters of goods and services interested in pursuing opportunities in Chile will be able to access a renewed US\$5 million line of credit with Banco O'Higgins, a medium-size bank in Chile and a leader in import/export financing activities.

Number to Note

Ankara telephone numbers beginning with 1 now begin with 4. Numbers for the Canadian Embassy are: (011-90-4) 436-1275; Commercial Section: (011-90-4) 446-2811.

Accessing Technology Database

Continued from page 1

Independent States.

Each international site is responsible for gathering technologies from their territories and promoting these and other international technologies within their territories. (Currently, over 2,000 institutions are contacted annually for technologies, with over 20,000 technologies listed!)

The World Bank of Licensable Technology was established 19 years ago and is headquartered in Florida. This office maintains a worldwide network of technology transfer specialists who gather data from countries not yet represented by the World Bank. Each site is kept current with monthly updates.

It is imperative that Canadian technology be strongly represented in the database, if only to ensure that their products are technologically competitive around the world. Canadian industries, therefore, are being encouraged to list their technologies available for license **free of charge**. The only catch is that the technology must have commercial potential.

For detailed information, contact Susan White, Manager, World Technology Database, Canadian Industrial Innovation Centre/Waterloo, 156 Columbia Street West, Waterloo, Ontario N2L 3L3. Tel.: (519) 885-5870. Fax: (519) 885-5729.

Countertrade in Cuba Possible

Continued from page 1

countertraded citrus for beef for other food products.

Negotiations in hard currency get tougher on readily saleable local products like sugar, nickel or rum. Cuba is seeking partners willing to finance raw material, provide expertise and rehabilitate plants which will then transform products which will form payment

for suppliers.

Actually, Cubans are particularly interested in arrangements concerning raw materials for, and payment in, such products as medical supplies (see *CanadExport* Vol. 10, No. 4), paper and paper products, construction material, various citrus products (oranges and grapefruits) and bananas, light industrial products and computers.

Most of the enquiries received by the Embassy have not offered financing arrangements. They merely sought simple exchange of goods — especially those which Cubans can already sell easily for hard currency.

For more information, contact the Commercial Division, Canadian Embassy, P.O. Box 500 (HVAN), Ottawa K1N 8T7. Fax: (011-53-7) 33-2044. Telex: (Destination code 28) 511586 (CAN CU).

CANADEXPORT

ISSN 0823-3330

Editor-in-Chief:
René-François Désamoré

Editor: Don Wight

Telephone: (613) 996-2225

Fax: (613) 992-5791

Circulation: 33,000

Articles may be reprinted with credit to *CANADEXPORT*

CANADEXPORT is published twice monthly, in both English and French, by External Affairs and International Trade Canada (EAITC), Trade Communications Division (BPT).

CANADEXPORT is available in Canada to interested exporters and business oriented people. For subscription send your business card. For address changes and cancellations, please send your mailing label. Allow four to six weeks.

Mail to: *CANADEXPORT* (BPT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2.