

year history of providing technical advice and assistance to Canadian firms and has acquired a reputation as one of the most flexible and effective federal programs. IRAP takes advantage of the advice of industrial technology advisors who are situated in more than 165 different locations within approximately 90 communities across Canada, including numerous provincial technology centres, the NRC's own laboratories and research institutes, federal government departments, and technology transfer offices in Canadian universities. For further information, contact:

Industrial Research Assistance Program

National Research Council

Montreal Road

Building M-55

Ottawa, ON K1A 0R6

Tel.: (613) 993-1790

Fax: (613) 952-1079

**CANADIAN COMMERCIAL CORPORATION
(CCC)**

CCC, a Crown corporation, provides Canadian exporters with valuable assistance when they are selling to any foreign government, or to an international organization. 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 to 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 cooperation with Canada's financial institutions, makes pre-shipment export financing more accessible to 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. The program is available for transactions with foreign government and private sector buyers.

For more information about CCC and its programs, contact:

Canadian Commercial Corporation

50 O'Connor Street

Eleventh Floor

Ottawa, ON K1A 0S6

Tel.: (613) 996-0034

Fax: (613) 995-2121

KEY CONTACTS IN CANADA

**BUSINESS AND PROFESSIONAL
ASSOCIATIONS**

Commission for Labor Cooperation

One Dallas Centre

350 N. St. Paul

Suite 2424

Dallas TX 75201-4240

USA

Tel.: (214) 754-1109

Fax: (214) 754-1199

Canadian Labour Market Productivity Centre

55 Metcalfe Street

Suite 1500

Ottawa, ON K1P 6L5

Tel.: (613) 234-0505

Fax: (613) 234-2482

Canadian Council for the Americas (CCA)

The Council is a non-profit organization formed in 1987 to promote business interests in Latin American as well as Caribbean countries. The CCA promotes events and programs targeted at expanding business and building networking contacts between Canada and the countries of the region.

Canadian Council for the Americas

Executive Offices

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Toronto, ON M5H 2V6

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