



Forest Technology Systems (Victoria, B.C.)

In business since 1980, Forest Technology Systems (FTS) is a world leader in the design, manufacture and supply of complete environmental monitoring solutions, including fire weather systems, watershed monitoring systems, weather stations and precipitation sensors. When the Mexican Water Commission purchased 40 meteorological monitoring stations from FTS, the nearly \$2-million contract was a big coup for the small company. But with the first payment not being received until deliveries were made in the spring, FTS needed working capital to pay its suppliers. The company turned to CCC for project financing through its Progress Payment Program.

"Time was tight and CCC pushed," says Chief Executive Officer Kevin Bradley. "With the help of Project Manager Emmanuel Florakas, I had CCC's commitment and a line of credit within a two-week period that included Christmas. It all came together very swiftly and over a tough period. We were very impressed with CCC."

Environmental Technologies and Services

Canada's environmental industry is respected worldwide for its innovative approaches to ecological challenges. Clients and joint-venture partners around the world look to Canada for environmental expertise, whether in soil, water, or air.

Key Market/Sector Opportunities

- Global, particularly Western Europe, Japan, Asia, Latin America, Africa (water, waste water and solid waste management; air pollution technologies and services)
- United States (specialized environmental technologies)
- Mexico (water purification; waste water treatment; municipal solid waste disposal systems)
- Chile (potable water and waste water treatment)
- China (waste water treatment; environmental control systems)
- India (environmental technologies)

Information and Communications Technologies (ICT)

One of Canada's greatest assets is its enviable reputation in leading-edge technologies. With its small population spread over vast geographical distances, Canada has long been a pioneer in ICT, particularly in telecommunications. It has arguably the most modern telephone system in the world and is home to some of the world's most innovative telecommunications companies.

Key Market/Sector Opportunities

- International government procurement organizations (telecommunications equipment; software and computer services; geomatics; multimedia products and services; e-com)
- United States, Europe, Latin America, Asia (geomatics)
- Mexico, Chile (information technologies)

Logo Computer Systems Inc. (Montreal, Quebec)

Logo Computer Systems Inc. (LCSI) is no novice in the exporting world. The 20-year-old company, winner of 26 major awards for its innovative educational software, exports 98 percent of its business. Its flagship product is used in schools in Mexico, Central America, Colombia, Brazil, Japan, Australia, the U.S., Italy, France and Greece. But even a company as export savvy as LCSI can benefit from CCC's services.

In 1999, CCC acted as prime contractor in a government-to-government agreement with the State of Jalisco in Mexico for the state-wide distribution in its schools of LCSI's *MicroWorlds Pro* — a tool allowing students to create dynamic, interactive projects that can be loaded on the Web and shown to other students around the world.

"Having the Canadian government speak for us raises the credibility of our firm to a very high level and puts us in a different league," says President Michael Quinn. "When we go in the door with CCC, we're not playing in the minor leagues — we're in the NHL. The buyer has the security of knowing that an organization of the Government of Canada is providing the goods and services."
