

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.

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Forum For International Trade Training (FITT)

FITT is a non-profit organization established in 1992 to provide Canadians with training in international trade. FITT was established with the support of the federal government through Human Resource Development Canada, DFAIT, Industry Canada as well as provincial governments. Other founding partners include the Alliance of Manufacturers & Exporters Canada, the Canadian Chamber of Commerce, the Canadian Federation of Labour, the Canadian Importers Association, the Canadian Professional Logistics Institute, the Canadian Professional Sales Association and World Trade Centres Canada.

FITT's objective is to provide practical, current, skill-building training for people who are or expect to be involved in international trade and need to develop or enhance skills and knowledge. FITT training is designed, revised and delivered by experienced practitioners.

The FITTskills program is offered across Canada through universities, colleges, CEGEPs and private institutions. Consisting of eight modules of 45 hours duration each, FITTskills cover: marketing, trade finance, trade logistics, market entry and distribution, trade research, legal aspects of international trade, and trade management. Each module may be taken separately, however, successful completion of all eight courses leads to an internationally-recognized diploma.

FITT can provide customized workshops and seminars that take into account the particular characteristics and needs of individual sectors and subsectors of the Canadian economy in doing business internationally. These CustomFITT courses generally follow the one- or two-day format and can be delivered in-house for the client.

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