

- The **Export Development Corporation (EDC)** provides a range of risk and financial management services for companies involved in global markets. Almost 85 per cent of EDC customers are small and medium-sized companies. In 1996, EDC served approximately 3000 customers and reached an overall business volume of \$22 billion.
- The **Canadian Commercial Corporation (CCC)** helps companies doing business in foreign markets by assisting in contract negotiations and participating as the prime contractor in export sales. In 1995-96, CCC worked with more than 1000 companies on contracts worth a total of over \$1 billion.

Products for Exporters

- The **Department of Foreign Affairs and International Trade World Wide Web Site** offers a wealth of information on issues of interest to both new and experienced exporters. In 1996, its first year of operation, the departmental web site attracted over 120 000 users.
[web site address: <http://www.dfait-maeci.gc.ca>]
- The **Canada's International Business Strategy Compendium** provides a regularly updated on-line list of government-sponsored trade fairs, missions and promotions, in Canada and abroad. Of users registered on the Department of Foreign Affairs and International Trade web site in 1996, about 12 per cent browsed the *Compendium* page.
[web site address: <http://www.dfait-maeci.gc.ca/english/trade/cibs/english/menu.html>]
- **Strategis**, Canada's largest business web site, provides easy direct access to Industry Canada's extensive expertise and information resources. By providing them with strategic information, Strategis gives Canadian firms a dynamic and competitive edge in today's global marketplace.
[web site address: <http://strategis.ic.gc.ca>]
- More than 25 000 Canadian exporters are registered in the Government's **WIN Exports** database. Trade commissioners at Canadian embassies worldwide use WIN on-line to match sales leads and foreign buyers with Canadian suppliers.
- **CanadExport**, the trade newsletter of the Department of Foreign Affairs and International Trade, provides analysis of foreign business opportunities, as well as information on trade and investment policies, programs and initiatives. Available on-line and published bi-weekly, *CanadExport* is distributed to some 64 000 subscribers annually.