

Glossary

Advocacy	Representations by Canadian Trade Commissioners to foreign government and business in support of Canadian companies.
ACOA	Atlantic Canada Opportunities Agency. Regional development programs for Atlantic Canada that were spun-off when the Department of Regional and Industrial Expansion became ISTC.
APEC	Asia-Pacific Economic Conference. Loose regional grouping of countries, including Canada, that provides opportunities for ministers and officials to discuss economic issues and trends.
Canadian Commercial Corporation (CCC)	Federal crown corporation which acted as the prime contractor when foreign governments and international agencies wished to purchase goods and services from Canadian sources on a government-to-government basis (now folded into Supply and Services Canada).
CEA	Canadian Exporters Association. Business association that presents the concerns and interests of major Canadian exporters.
CIBS	Centres for International Business Studies. EAITC helps to fund these centres at Canadian universities with a view to encourage teaching and research on Canadian trade and international business issues.
CIDA INC	See Industrial Co-operation Program.
CITM	Canadian International Trade Month. Every October, EAITC sponsors a series of programs and events to raise export awareness among Canadians, including the annual Export Awards dinner.
Concessional Financing	Government financing provided at less than market rates for projects involving companies from that nation as a means of helping them obtain contracts in a developing country market, often known as <i>crédit-mixte</i> .
Cost Recovery Formula	Formula used to recover part of financial support granted to companies participating in trade fairs, missions or related events as part of government deficit reduction measures.
Crédit-mixte	See Concessional Financing.
Defence Production Sharing Arrangements (DPSA)	A set of administrative arrangements between the United States and Canada dating back to the 1941 Hyde Park arrangement providing for free trade in defence materiel and encouraging shared production of such materiel.