

For 19 years now, the *Canada Export Awards* have paid special tribute to Canadian exporting firms that have distinguished themselves through their spirit of innovation and the excellent products and services they export around the globe.

For the finalists and winners, the Canada Export Awards are recognition of the efforts of each and every member of each firm. "It is a wonderful honour," says Guy Lebuis, President, *Vogue Pool Products*. "It means a great deal to our employees, who have worked so hard. I am convinced that the award has enhanced our employees' feeling of belonging to the firm."

Vogue Pool Products of Lasalle, Quebec, was established in 1957, and began exporting in the late 1970s. Mr. Lebuis decided to try his luck in 1998 and sent his application to the Canada Export Awards program. "We were very proud to reap the benefits of so much hard work,"

he said when the firm received the award.

According to Mr. Lebuis, financial partners, for example, are favourably

ceremony held in conjunction with the annual convention of the Canadian Manufacturers & Exporters in Montreal on September 24, 2001.

Last chance to apply

Canada Export Awards 2001

impressed with Canada Export Awards. "For financial institutions, a company that exports is a company that favours development — a sign of growth and success. A Canada Export Award is another feather in a company's cap."

This year, the Canada Export Awards will be presented during a



The deadline for receiving applications is **March 31, 2001**.

For further information or an application form, consult the Canada Export Awards Web site at www.infoexport.gc.ca/awards-prix

or contact Lucille Latrémouille-Dyett, Canada Export Awards Officer, DFAIT, tel.: (613) 944-2395. ✪

What's new with Japan's development financing?

In the past, Japan had two separate trade and development financing institutions: the Export-Import Bank of Japan (JEXIM) for trade, and the Overseas Economic Co-operation Fund (OECF) for development. However, on October 1, 1999, these two institutions were amalgamated into one called the Japan Bank for International Co-operation (www.jbic.go.jp/) (JBIC).

Previously, JEXIM was devoted to promoting Japan's exports and imports as well as its economic activities overseas. It provided financial facilities, including export loans, import loans, overseas investment loans and untied loans. OECF, on the other hand, was devoted to the economic and social development

of developing countries. It provided official development assistance (ODA), including ODA loans, overseas investment loans and equity investment.

Despite the amalgamation, which was done to better combine the information, expertise and resources of the two previous institutions, JBIC will still be divided into two distinctive operations internally: International Financial Operations (IFO) and Overseas Economic Co-operation Operations (OECO). As of the end of fiscal year 1999, JBIC's outstanding loans and other financing stood at US\$18 billion for IFO and US\$104.5 billion for OECO, putting it in the same league with the World Bank. Including its 28 representative and liaison offices world-

wide, JBIC's total staff numbered 888 as of the end of fiscal year 2000.

A recent discussion with a key official at JBIC's New York head office revealed that procurement under JBIC will remain basically the same as formerly conducted for OECF loans. Canadian firms that have pursued OECF-funded contracts in the past are encouraged to use the same approach, and those that have not should consider contacting JBIC's Toronto Liaison Office or checking JBIC's official Web site (www.jbic.go.jp) for additional information.

For more information, contact Kaoru Sakaguchi, General Manager, JBIC's Toronto Liaison Office, tel.: (416) 865-1700, fax: (416) 865-0124 or Edward Wang, Trade Commissioner and Asia Team Leader, Export Financing Division, DFAIT, tel.: (613) 996-6188, fax: (613) 943-1100, e-mail: edward.wang@dfait-maeci.gc.ca ✪