

- visits by foreign buyers and foreign sales agents to Canada;
- project bidding, or proposal preparation at the precontractual stage;
- establishing permanent sales offices abroad;
- participation in trade fairs and seminars by non-profit industry associations on behalf of their member companies; and
- innovative marketing initiatives that do not fall under the above.

To apply or obtain further information, contact the nearest International Trade Centre (see Chapter IX).

International Finance Corporation (IFC)

IFC is the largest multilateral organization that provides financial assistance in the form of loan and equity to the private sector of developing countries. Its fundamental purpose is to promote the economic development of its member countries through support of the private sector.

IFC makes its investment decisions on the basis of a thorough technical, financial and economic appraisal of the proposed project.

The total capital cost of its operations to date amounts to more than US\$40 billion.

Contact:

International Finance
Corporation
1818 H Street Northwest
Washington, D.C.
20433 U.S.A.

Tel: (202) 477-1234
Telex: III 440098
RCA 248423
WJ 64145
Cable: CORINTFIN
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African Development Bank (ADB)

ADB provides concessionary loans and grants mainly for agriculture, industry and infrastructure. It also invests in regional and certain national African development banks.

ADB's main objective is to promote and support the economic development and social progress of its regional members, primarily by providing technical assistance and loans.