

risks for the financial institution providing the direct support.

For information, contact the EDC office nearest you: Halifax (902) 429-0426; Montreal (514) 878-1881; Ottawa (613) 598-2992; Toronto (416) 364-0135; London (519) 679-6523; Winnipeg 1-800-661-8638 (Manitoba and Saskatchewan callers only); Calgary (403) 294-0928; and Vancouver (604) 688-8658.

(This information was provided by the Export Development Corporation.)

Canadian International Development Agency (CIDA)
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The Canadian International Development Agency (CIDA) operates Canada's program of official international development assistance in some 100 countries. Together with other bilateral projects, CIDA's Industrial Cooperation Program helps Canadian exporters penetrate new markets in developing countries by supporting Canadian firms seeking opportunities for investment, joint ventures and transfers of proven technology in the expanding markets of Asia, Latin America, the Caribbean, Africa, and the Middle East.

CIDA's Industrial Cooperation Program supports the efforts of

developing countries to achieve self-sustainable development by encouraging the Canadian private sector to participate in their industrial growth. The program offers financial incentives to Canadian firms in their efforts to develop long-term arrangements for business cooperation and to carry out project definition studies in developing countries. Support is also available for building contacts and identifying opportunities through visiting missions and seminars. To be eligible for CIDA funding assistance, proposals must clearly demonstrate mutual economic and industrial benefits to both Canada and the host country. Canada benefits by supplying equipment, components, services, etc., and the host country benefits from new technology, job opportunities, business expansion, and savings in foreign exchange.

(This information was provided by the Canadian International Development Agency.)

Canadian Chartered Banks

Your bank can provide operating loans needed for your export business and the many other banking services that will be required. The bank's international department can advise you on currency exchange and the best terms and forms of payment. Through its branches in foreign countries and its correspondent banks, it also can provide you with on-the-spot advice and banking services in your target markets. Most large banks have extensive international contacts and can provide a wide variety of helpful publications, information and other assistance to exporters.

Documentation

Accurate documentation of your shipments to foreign countries is of paramount importance. Requirements may be complex and they vary from country to country.

A competent freight forwarder can explain and advise you on the documents you will require to ship your product efficiently. On receipt of the information required, the forwarder will also draw up the necessary shipment documents for you. Documentation assistance may also be obtained from the tariff officers in the geographic bureaux of the Department of External Affairs. Tariff officers can also provide information on access regulations, tariffs, quotas, etc., which apply in various countries. The Canadian Exporters' Association also provides trade document certification services and counsel on what is needed.

The Canadian Chamber of Commerce

(See also The Canadian Chamber of Commerce reference earlier in this section.)

The Canadian Chamber of Commerce is the Canadian source for the invaluable *Carnet*. A carnet is a convenient customs document designed to simplify and streamline customs procedures. It lists the goods you wish to have covered for the country or countries you intend to visit. This "merchandise passport" is ideal for commercial samples,