

Development Corporation (EDC) plays the key government role.

Question: How can a company apply for export financing support from EDC?

Answer: By contacting the nearest Regional Office of EDC. Regional offices are located in Vancouver, Calgary, Toronto, Montreal and Halifax.

Question: What support and assistance can the Department of Regional Industrial Expansion and the Department of External Affairs give to a company seeking EDC financing?

Answer: Companies should communicate their interest in specific capital projects overseas to the regional office of the Department of Regional Industrial Expansion who will inform the DRIE industry sector branches and the geographic branches of the Department of External Affairs. Both departments have representation on the EDC Board of Directors and it would be to a company's advantage to have its project supported by each department.

Defence Products

Question: In a defence or defence-related industry, what are the respective responsibilities of the Department of External Affairs and the Department of Regional Industrial Expansion in a) researching markets abroad; b) in contracting abroad; c) in gaining access to the Defence Industry Productivity Program?

Answer: a) The Department of External Affairs Defence Programs Bureau in Ottawa has the prime responsibility for defence export market development in conjunction with trade commissioners overseas; b) the Department of External Affairs Defence Programs Bureau and the Canadian Commercial Corporation have important roles to play in contracts for defence exports overseas; c) the Depart-

ment of Regional Industrial Expansion is responsible for the Defence Industry Productivity Program which is administered in Ottawa. The regional offices of DRIE across Canada can put you in touch with the appropriate departmental official in Ottawa (see page 9).

Federal-Provincial Relations

Question: How do federal government export services relate to those available from provincial government export support agencies?

Answer: The services of the federal and provincial governments in the export field are designed to be complementary and mutually supportive. The Department of Regional Industrial Expansion and the Department of External Affairs provide nation-wide access to federal promotional projects and to the special services provided by trade commissioners abroad. The provincial governments provide support directly related to the needs of exporters in each province. Many provincial governments are active in the international marketplace and have in-depth knowledge of countries which are important clients for their province's exporters.