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### *III. BUSINESS ASSISTANCE AND INFORMATION*

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#### **Sources of Export Assistance**

Foreign aid creates trade opportunities in Thailand for Canadian businesses not only through Canadian aid programs but also through projects financed by multilateral lending institutions such as the World Bank and the Asian Development Bank. Development projects provide for the supply of goods and services through both competitive bidding and subcontracting to contractors. Procurement systems for projects financed in Thailand by international lending agencies follow "international competitive bidding" procedures. Canadian businesses will wish to monitor those sources of information on such projects. Information on the status of projects is published by the information offices of the World Bank and the Asian Development Bank. Project information can also be obtained from the South and Southeast Asia Trade Development Division in the Department of External Affairs in Ottawa or the Commercial Division of the Canadian embassy in Bangkok.

To further Canadian export development objectives, two federal trade promotional programs are available:

1. the **Promotional Projects Program (PPP)** through which the Department of External Affairs plans and implements promotional projects abroad; and
2. the **Program for Export Market Development (PEMD)** through which repayable loans are made to individual companies to cover costs in developing export business which might otherwise not be undertaken.

Through the PPP, Canadian trade fairs abroad, trade missions, and trade visits are initiated, organized, and implemented by the Department of External Affairs. In contrast to the PPP, proposals under PEMD are made by Canadian industry rather than by government. These two programs are currently under review.

For further information regarding both the PPP and the PEMD programs, please contact the South and Southeast Asia Trade Development Division in the Depart-