

## New Partnership between FFA-CNC and CRIC-Consult

The Canadian National Committee of the *Forum francophone des affaires* (FFA-CNC) recently signed a partnership agreement with CRIC-Consult, an African firm in Benin. Established 15 years ago, CRIC-Consult provides commercial information services in 12 African countries: Benin, Burkina Faso, Cameroon, the Central African Republic, the Congo, Côte d'Ivoire, Gabon, Mali, Niger, Senegal, Togo and Ghana.

The various services available under this new partnership include

assistance to firms having identified a potential partner on the African continent and assistance to firms seeking to identify suitable partners in the region.

Depending on the case and for a fee, CRIC-Consult can either identify possible partners or conduct extensive research, for instance into the history of a potential partner, its financial performance during the last three years, its suppliers, and its overall situation. Management of debts and their amicable recovery, as well

as organizing the logistics for business or prospecting missions, are also offered by CRIC-Consult, on request.

FFA-CNC is CRIC-Consult's only link in Canada, apart from the Export Development Corporation, which deals directly with the African firm on behalf of its clients.

For more information, contact Yvette Cogne, Director General, Canadian National Committee of the *Forum francophone des affaires*, tel.: (514) 849-4572, fax: (514) 844-8784, e-mail: info@ffacnc.qc.ca

## EDC Loan Supports Small Canadian Exporter to U.S.

Keramchemie, a custom designer and supplier of cleaning and coating processes for the steel industry, is one of several Canadian suppliers benefiting from a US\$6.3-million loan from Export Development Corporation (EDC). The loan will be used to partially fund the construction of a state-of-the-art, automated rod-and-wire cleaning and coating facility and annealing furnace in Newnan, Georgia.

The facility will be built at the existing plant of Sivaco Georgia, a division of Atlantic Steel Industries, which is a subsidiary of Ivaco Inc. of Montreal.

"I can't emphasize how important export financing is for companies like ours to win jobs like this," says Robert Plachkes, general manager of

Keramchemie, a division of Duncan Mills Engineering, Inc., of Don Mills, Ontario. "In addition to our continuing technical improvements, this type of financing makes us competitive and helps us win new contracts."

EDC has specialized programs in place to help even the smallest Canadian business realize its export potential.

For more information, contact EDC through its regional offices in Vancouver, Edmonton, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal, Moncton and Halifax. Companies with annual export sales under \$1 million can call EDC's Emerging Exporters Team at 1-800-850-9626.

### CanadExport

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