

Recommendation 20

The Export Development Corporation provide medium-term guarantees to banks regarding financing, on a non-recourse basis, for an amount equivalent to 85 per cent of exports to support trading house activities.

Recommendation 21

The Export Development Corporation provide guarantees to banks issuing bid and performance bonds to foreign buyers on behalf of trading houses when experience and reputation warrant it.

Recommendation 22

The Export Development Corporation, banks and the recommended trading house association co-operate in streamlining EDC procedures to facilitate routine handling and faster processing of trading house applications.

Recommendation 23

The Export Development Corporation establish a focal point to develop expertise on small and medium-sized trading houses to enable the refining of their programs to meet the specific needs and peculiarities of these trading houses.

Recommendation 24

The Canadian International Development Agency establish a focal point for dealing with trading houses and a registration procedure for trading houses separate from the existing procedure already in place for engineering and consulting firms.

Recommendation 25

The Canadian International Development Agency seek the expertise of the appropriate government departments and of a representative body of the trading house community in order to develop selection criteria for trading houses.

Recommendation 26

The Canadian International Development Agency treat trading houses on an equal basis with other suppliers for procurement contracts.

Recommendation 27

The Canadian International Development Agency ensure that trading houses are invited to tender on food assistance procurement projects on an equal basis with other suppliers when sole sourcing is not an obligation.

Recommendation 28

The recommended association of trading houses play a role in disseminating information on small and medium-sized trading houses that can assist Canadian exporters faced with countertrade demands.

Recommendation 29

The government maintain and publicize a countertrade focal point to monitor and disseminate information on countertrade, and to provide basic advice and referral services to exporters. In addition, it should identify, in co-operation with the recommended association of trading houses, the abilities of Canadian trading houses to enable them to play a more effective role in a countertrade capacity.

Recommendation 30

Legislation be amended or introduced to allow Canadian chartered banks to own and operate up to 100 per cent of trading houses which may take title to goods for a temporary period for trade purposes.

Recommendation 31

Companies in Canada's distributive trade examine their potential for increased involvement in exporting through the use and formation of trading houses.

Recommendation 32

The government review the competitive position of Canadian exporters with respect to export tax incentives available to exporters in other countries and introduce measures to match these benefits.