

New EDC Financing for Canadian Exports to Latin America

Canadian exporters selling their goods and services in Latin America can benefit from up to US\$80 million in new financing from Export Development Corporation (EDC).

The Corporation is putting in

place lines of credit with Latin American financial institutions, one of which will provide support in several countries where EDC did not previously provide coverage. The new arrangements include:

- US\$25-million line of credit with Brazil's largest bank, Banco do Brasil;
- US\$10-million line of credit with Banco Cafetero in Colombia;
- renewal of a line of credit

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graphics accelerator board specifically designed for virtual reality systems. The company also identified two German distributors and negotiated alliances with five organizations from France, Germany and Poland.

Toronto's **ARC Media Inc.** introduced several new CD-ROM titles, and signed two contracts worth \$4 million over the next three years.

Argus Research of Burnaby introduced the RSM 48/100 Modular Switched Mode Rectifier and Power System designed for central office applications worldwide, and identified 12 potential agents and distributors.

Connect Tech Inc. of Guelph expects to sign a \$250,000 contract and projects sales of more than \$3 million over three years as a result of its participation at CeBIT.

Ottawa's **Corel Corporation** introduced several new products, including Internet-related products, Corel Gallery, and Ventura 6.0 which allows users to publish information on the Internet and CD-ROM and as Hypertext documents.

Montreal's **Eicon Technology** introduced the Aviva Mainframe Edition, a display and

printer emulation program that enables users of Windows NT or PCs to gain fast, easy access to mainframe-based applications. In addition, Eicon will be the first company to provide worldwide ISDN support for Novell's Network Connect 2.0.

Farabi Technology Corporation of St. Laurent signed a contract with Israel, appointed six distributors in various countries, and established a joint venture with a multinational competitor.

Lava Computer MFG Inc. of Toronto introduced the Lava Link-650 Windows Communications Accelerator board to the European market. It also signed contracts with companies from the U.S., Denmark, the Netherlands, Australia, Germany and the U.K. Projected sales from CeBIT activity over the next three years are \$290,000.

Vancouver's **Mindflight Technology Inc.** identified 40 distributors or agents in France, Germany, Italy and the U.K., and negotiated alliances with companies in Italy, Spain and France.

Network Sciences International Ltd. of St. Laurent is projecting sales of \$5 million to \$8 million over three years from negotiations held at CeBIT.

Optical Data Systems Inc. of Penticton introduced CSI Express, a PC Windows-based program that allows users to display up to 20 full-colour, full-screen, high-resolution images from a single diskette. Each screen also can be individually linked to the Internet World Wide Web site. The company also announced an agreement with the National Hockey League and Turner Publications to produce a CD-ROM featuring 32 of the greatest international hockey players currently in the NHL.

Information Sources

A detailed press kit of background information about Canada's information technology sector and CeBIT participation is available as follows:

On the **Internet** it can be found in two sections of the Department of Foreign Affairs and International Trade (DFAIT) Home-page menu: "What's new?" and "Information by subject, International trade." Access is through the WWW address: <http://www.dfait-maeci.gc.ca>

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