

h) Trading Houses

External Affairs and International Trade Canada is the government focal point for trading house policies and programs, with the overall objectives of promoting the growth and development of Canadian trading houses, and increasing exports from small and medium sized businesses through the use of trading houses. To achieve this, information seminars are organized across Canada by the Department and the Council of Canadian Trading Houses. Matching of suppliers to trading houses is provided. Publications and directories for private sector suppliers of goods and services are also prepared on the subject and advice is available on the use and selection of trading houses.

For information on Trading Houses, contact:

Export and Transportation Services Division (TPS)
External Affairs and International Trade Canada
Telephone: (613) 996-1862
FAX: (613) 996-1225
Telex: 053-3745

i) Capital Projects

In response to exporters' requests for a focal point for overseas capital projects, the Export Financing and Capital Projects Division has focussed on the need for better, early information on project opportunities, the dissemination to exporters of that information, and advice regarding how to best pursue projects. The Cost Recoverable Technical Assistance Program, designed to provide public sector expertise in support of Canada project bids abroad was extended for two years. This program has a narrow but useful application and is being actively promoted to exporters as a means of strengthening their project capability.

For information on Capital Projects, contact:

Export Financing and Capital Projects Division (TCF)
External Affairs and International Trade Canada
Telephone: (613) 996-6188
FAX: (613) 996-9103
Telex: 053-3745