

Development Bank Documents Now Available at CIDA

Various project-related International Financial Institutions (IFIs) documents, formerly housed in the library of the Department of Foreign Affairs and International Trade (DFAIT), have been transferred to the Canadian International Development Agency (CIDA) Document Centre.

These include publications such as IFI country briefs, project appraisal reports, project completion reports and advance information on planned projects.

Also transferred is the IFI Documents Lending Service which provides registered, private-sector firms with rapid access to commercial information directly from the IFIs.

To access these documents, generally available for one-month loans, organizations must be registered with the WIN Exports database and be listed on the IFI Documents Service Client List of DFAIT's International Finance Division (TPF).

The autumn, 1995 transfer is in response to the Interdepartmental Task Force on IFI Procurement report, released in June, which said the Government must use existing resources more efficiently if it hopes to help Canadian business secure a greater share of IFI-funded contracts.

IFIs, such as the World Bank and regional development banks, provide more than US\$40 billion

a year for capital projects around the globe. However, studies indicate that Canadian firms do not pursue and win nearly as many IFI contracts as their counterparts in the Organization for Economic Cooperation and Development (OECD).

Persons with questions regarding the transfer of IFI documents or wanting to ensure their organization is on the IFI Documents Service Client List may contact DFAIT's International Finance Division (TPF), Tel.: (613) 995-7521; Fax: (613) 943-1100. To register on WIN Exports, Tel.: (613) 992-3005 or Fax: 1-800-267-8376 and ask for a WIN Exports registration brochure.

Toronto Software Firm Makes Big Move Into U.S.

A leading Toronto-based computer software firm, Longview Solutions, Inc., of Toronto has established a beachhead in the key U.S. market — with a little help from the Canadian Consulate General in Atlanta.

Last month's Longview deal — involving a \$3 million private placement of equity capital with Edison Ventures, of New Jersey — was arranged by

Ambassador Capital Corporation.

This Atlanta-based investment banking firm had in turn been introduced to Longview by the Canadian Consulate General in Atlanta during Comdex-Spring '95 where Longview participated as an exhibitor in the Canadian national stand.

As a result of this transaction, Longview is considering opening a series of sales offices in the U.S.

Partners for Prosperity a Trilateral Affair

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mutual interest. In addition, certain professional associations such as engineers, have initiated action to recognize training across borders, and others are following. Listservers in the three countries now make information on collabora-

tive opportunities more readily available.

Invitations to the Guadalajara conference will be issued to some 200 Canadian delegates drawn from higher education, business, non-government organizations, foundations and rele-

vant government ministries.

Persons wanting further information and/or who wish to receive an invitation may contact Jean-François Bergeron at Foreign Affairs and International Trade, Tel.: (613) 992-9919 or Fax: (613) 992-5965.