

One of WD's new products focused on export development is the International Trade Personnel Program. This federal-provincial initiative links export-focused western firms with recent post-secondary graduates. The program accomplishes two important socio-economic goals: it gives companies the extra person-power they need to penetrate new markets, and it gives recent graduates valuable work experience. Under the new program, the length of export-development projects may vary from one to three years. Approved projects will be eligible for assistance ranging from \$7,500 for one year, to a maximum of \$37,500 per graduate. For more information, contact:

Western Economic Diversification Canada
 The Cargill Building
 240 Graham Avenue
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 P.O. Box 777
 Winnipeg, MB R3C 2L4
 Tel.: (204) 983-4472
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EXPORT DEVELOPMENT CORPORATION (EDC)

EDC is a customer-driven, financial services corporation dedicated to helping Canadian businesses succeed in the global marketplace. EDC provides a wide range of risk management services, including insurance, financing and guarantees to Canadian exporters and their customers around the world.

EDC's products fall into four main categories:

- export credit insurance, covering short- and medium-term credits;
- performance-related guarantees and insurance, providing cover for exporters and financial institutions against calls on various performance bonds and obligations normally issued either by banks or surety companies;
- foreign investment insurance, providing political risk protection for Canadian investments abroad; and
- export financing, providing medium- and long-term export financing to foreign buyers of Canadian goods and services.

EDC has established relationships with leading commercial and public sector institutions in Mexico and Latin America. Exporters can call (613) 598-2860 for more information.

Smaller exporters, with annual export sales under Cdn \$1 million, should call the Emerging Exporter Team at 1-800-850-9626.

Exporters in the information technology sector can call EDC's Information Technologies Team at (613) 598-6891.

For information on the full range of EDC services, contact any of the following EDC offices:

Ottawa	Export Development Corporation 151 O'Connor Street Ottawa, ON K1A 1K3 Tel.: (613) 598-2500 Fax: (613) 237-2690
Vancouver	Export Development Corporation One Bentall Centre 505 Burrard Street Suite 1030 Vancouver, BC V7X 1M5 Tel.: (604) 666-6234 Fax: (604) 666-7550
Calgary	Export Development Corporation 510-5th Street S.W. Suite 1030 Calgary, AB T2P 3S2 Tel.: (403) 292-6898 Fax: (403) 292-6902
Winnipeg	Export Development Corporation 330 Portage Avenue Eighth Floor Winnipeg, MB R3C 0C4 Tel.: (204) 983-5114 Fax: (204) 983-2187
	<i>*office also serves Manitoba and Saskatchewan</i>
Toronto	Export Development Corporation National Bank Building 150 York Street Suite 810 P.O. Box 810 Toronto, ON M5H 3S5 Tel.: (416) 973-6211 Fax: (416) 862-1267