

Export Development Corporation (EDC)

Most federal export financing is provided by EDC. This federally owned corporation has a multi-million-dollar capacity to finance export sales through loans, loan guarantees and export insurance.

The four main types of assistance are: credit insurance to cover up to 90 per cent of losses caused by non-payment of foreign buyers; loans and loan guarantees needed by foreign purchasers of Canadian goods and services; foreign investment insurance to provide cover for Canadian investments in developing countries against political risks; and surety and performance guarantees to insure Canadian companies against foreign calls on a guarantee or against non-performance by a consortium partner.

Further information is available from: Export Development Corporation, Head Office, P.O. Box 655, Ottawa, Ontario, K1P 5T9, telephone (613) 237-2570, or

EDC Regional Offices: The phone numbers of EDC regional offices are: Vancouver (604) 688-8638; Calgary (403) 294-0928; Toronto (416) 364-0135; Montreal (514) 878-1881; Halifax (902) 429-0426.

Canadian Commercial Corporation (CCC)

This federally-owned corporation ties together the procurement requirements of foreign governments and international agencies with the supply capabilities of Canadian producers of goods and services.

It provides Canadian businesses, many of them relatively small, with access to foreign government purchasing offices. It also acts as prime contractor in capital project exports when a government-to-government arrangement is preferred by the Canadian supplier or

the foreign buyer, or in projects financed by development banks and other multilateral organizations, such as the World Bank and the United Nations Development Program.

Further information is available from: Canadian Commercial Corporation, 112 Kent Street, Tower B, Place de Ville, Ottawa, Ontario, K1A 1E9, telephone (613) 996-0034.

Canadian International Development Agency (CIDA)

CIDA operates and administers Canada's official international development assistance program in approximately 80 countries. The main components of CIDA's assistance program to Canadian exporters include the Industrial Co-operation Program, which uses financial incentives to mobilize private sector resources for development including direct technical co-operation; preparation of feasibility studies in relation to Canadian international development projects; and, bilateral programs including sponsorship of lines of credit.

Further information is available from the Canadian International Development Agency, Ottawa, Ontario, K1A 0G4, telephone (819) 997-5456 (general information) or (819) 997-0568 (Industrial Co-operation Division).