

## Assistance with contracts

### CCC International Prime Contractor Service

Through this service, CCC signs a contract with a buyer and a matching one with the exporter to provide the buyer with a government-backed guarantee of contract performance. CCC also offers Canadian exporters a range of consulting services, including export opportunity development support, advice on bid preparation, assistance in contract negotiation, and contract monitoring and administration. Refer to [www.ccc.ca/services/eng](http://www.ccc.ca/services/eng).

## Dealing with logistics, customs, laws and regulations

These are vast and complex subjects. The following resources will give you a basic understanding of the issues and provide help in dealing with them.

- **Customs guide** – Canada Customs and Revenue Agency (CCRA)'s *Exporting Goods from Canada: A Handy Customs Guide for Exporters* is available at [exportsource.ca/guides](http://exportsource.ca/guides).
- **Logistics guides** – DFAIT offers two publications about stowage and packing for international shipments. *Safe Stowage: A Guide for Exporters* and *Export Packaging: A Guide for Exporters* are available at [www.infoexport.gc.ca/shipping/menu-e.htm](http://www.infoexport.gc.ca/shipping/menu-e.htm). And don't forget your old friend, *Step-by-Step Guide to Exporting* – Chapters 5, 6 and 8 have information about legal and shipping matters.
- **ExportSource** – ExportSource offers a whole warehouse of information on logistics, customs, laws and regulations. Take a look at the valuable resources at [exportsource.ca](http://exportsource.ca).
- **Incoterms 2000** – Incoterms are the 13 basic terms used in international sales contracts. Since not knowing them can make your life difficult, you should learn more about them at [www.iccwbo.org/index\\_incoterms.asp](http://www.iccwbo.org/index_incoterms.asp) or in the glossary of the *Step-by-Step Guide to Exporting* (see page 3).
- **Export Alert** – Register for this Standards Council of Canada service at [www.scc.ca/online/export\\_e.html](http://www.scc.ca/online/export_e.html) to be notified of proposed regulatory changes in the international market. The Standards Council also operates an Information and Research Service to assist exporters in obtaining information on standards, technical regulations and conformity assessment requirements in foreign markets. This service can be reached at [info@scc.ca](mailto:info@scc.ca) or online at [www.scc.ca/infocentre/info\\_res\\_e.html](http://www.scc.ca/infocentre/info_res_e.html).

If you have not already filed an Export Declaration form with Statistics Canada, now is the time to do so. See CAED on page 7.

CCC (the Canadian Commercial Corporation) has a contract advisory service that can help you sort out the legalities of a deal. See page 11.