



Aeronautics Space Administration (NASA) — our greatest contribution lies in our expertise in putting successful export deals together, negotiating export sales and contract management. When we work with Canadian companies and their international customers, we make sure that the contracts are completed to everyone's satisfaction. Our government status plays a particularly useful role in government-to-government deals where credibility and access are enhanced through our participation.

Beyond the U.S. defence procurement market, CCC is targeting markets where trade agreements with Canada are in place such as the United States, Mexico and Chile. We are also identifying opportunities in other markets that are likely to significantly increase procurement and infrastructure spending over the next five years, particularly Latin America, China and India.

Within these priority markets, CCC's services are especially advantageous in a number of key sectors, including: aerospace and defence; major capital and infrastructure projects; energy and natural resources equipment and

services; transportation equipment; environmental technologies and services; and information and communications technologies.

I strongly encourage you to investigate what CCC has to offer, and to take advantage of its services and expertise to make your next international business venture a successful one.

For over 50 years, we've helped thousands of Canadian companies reap the benefits of over \$25 billion in international trade. Over the next five years, we intend to do much more.

Our highly dedicated and experienced team of professionals is ready, willing and able to work with you — from start to finish — to turn your business opportunities into export sales.

Douglas Patriquin, President  
Canadian Commercial Corporation



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**CCC's services can help Canadian companies win a larger share of the world's \$5.3-trillion government procurement market.**

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#### **CCC: 1999-2000 Highlights**

- **over \$1.1 billion in export sales;**
- **worked with 1,810 Canadian exporters, signing contracts on behalf of 280 companies;**
- **\$844.6 million in sales to the U.S. (20-percent increase from 1998-99);**
- **\$704.9 million to U.S. DoD and NASA;**
- **\$139.7 million to U.S. private sector;**
- **\$266.9 million in sales to international markets (56-percent increase);**
- **\$85 million in pre-shipment export financing for small and medium exporters.**