

**Who Can Provide Export
Counselling, Market Entry
Support and Export Financing?**

How?

Export Development Corporation (EDC)

EDC helps Canadian exporters of all sizes minimize risk and export with confidence in up to 200 world markets. Reach a decision-maker (not an operator) at the small business hotline from 7:30 a.m. to 8:00 p.m. eastern time, which is 9 to 5 your time anywhere in Canada.

www.edc.ca

1-800-850-9626

EDC provides:

- export receivables insurance protects against 90% of losses when foreign buyers don't pay - use the security of EDC to get additional financing from your bank
- Canadian capital goods exporters can benefit from EDC loans to foreign buyers
- EDC can help when you are required to post bid and performance bonds in connection with export transactions

Northstar Trade Finance Inc.

www.northstar.ca

Tel: (604) 664-5828

Fax: (604) 664-5838

Northstar Trade Finance Inc. is an innovative export finance company providing fixed-rate medium-term loans to your foreign buyer(s). It specializes in serving Canadian small and medium-sized exporters.

National Research Council (NRC)

Canada's network of research laboratories for science and technology.

www.irap.nrc.ca

Tel: (613) 993-1790

Fax: (613) 952-1079

Industrial Research Assistance program (IRAP) provides funding assistance for small and medium-sized companies to improve productivity, profitability and international competitiveness by adapting and integrating new technology into their operations. Canadian Technology Network (CTN) is a program to put your company in contact with expert business advisors who can provide recommendation about operations, marketing and technology management, and financial and business planning.