

The **Export Development Corporation (EDC)** can help you to compete safely in world markets by providing a range of risk management services. Almost 85 percent of EDC customers are small and medium-sized enterprises. EDC also has a dedicated team of specialists to serve exporters with annual export sales of up to \$1 million. Exporters can reach the team by calling 1-800-850-9626.

Contact: Tel.: (613) 598-2500; Fax: (613) 237-2690
e-mail: export@edc4.edc.ca
Internet: <http://www.edc.ca>

The **Canadian International Development Agency (CIDA)** administers most of Canada's international development assistance programs in more than 100 developing countries. Many of these programs rely on support from Canadian businesses — through consultants, contractors and suppliers. You can contact CIDA directly or access the government's Open Bidding Service (OBS) for contracts valued at more than \$100 000.

Contact:
OBS: Tel.: 1-800-361-4637; (613) 737-3374 from Ottawa-Hull region
Internet: <http://www.obs.lsm.ca>

CIDA: Contracting Management Division
Tel.: (819) 997-7778; Fax: (819) 994-5395
Internet: <http://www.acdi-cida.gc.ca>

The **Industrial Cooperation Program (INC)** assists Canadian firms to establish long-term business relations with partners in developing countries. By encouraging and supporting socio-economic development abroad, INC promotes job creation in Canada and assists Canadian firms to enter some of the world's fastest-growing markets.

Contact: CIDA, Enquiries and Services to the Public
Tel.: (819) 997-5006; Fax: (819) 953-6088
e-mail: info@acdi-cida.gc.ca
Internet: <http://www.acdi-cida.gc.ca>

If you are a small or medium-sized exporter, the **Program for Export Market Development (PEMD)** can provide conditionally repayable funding to help you expand into export markets. PEMD is designed to increase the sales of Canadian goods and services abroad by enabling new exporters to visit potential markets or participate in international trade fairs, and by assisting companies in preparing bids against international competitors for major capital projects outside the country.

Contact: The InfoCentre