
C. CAPITAL PROJECTS AND SECONDARY INDUSTRIES

The Capital Projects and Secondary Industries Bureau incorporates the Export Finance and Capital Projects Division and two sector divisions, Machinery and Transportation Equipment and Consumer Products. The latter provide a sectoral focus for industry to develop international trade activities and coordinate and develop marketing strategies by sector. The Bureau supports the efforts of four Sectoral Advisory Groups on International Trade. It coordinates the export programs for capital projects, countertrade, international financing institutions, and Canada Account export financing. It is the contact point for the Export Development Corporation and the Canadian Commercial Corporation (CCC), two agencies that offer services to Canadian exporters.

Export Finance and Capital Projects

The Export Finance and Capital Projects Division is responsible for the Canada Account financing program, which is administered by the EDC. This program is a financing facility of last resort, responding to requests for export finance, trade-related insurance and foreign investment insurance in circumstances where the EDC is not

able to provide such services on its own account. Since 1986, there has been a steady increase in demand for Canada Account funds. Canada Account financing is in tight supply, a situation that will continue throughout 1990. Sixteen transactions were signed in 1989 requiring Canada Account financing of \$206 million in countries such as China, India, Thailand, Algeria, Rwanda and Jamaica.

Countertrade is another form of financing in demand in the international marketplace. To strengthen Canada's ability to respond to countertrade demands, the Division provides advice to exporters and maintains an overview of world countertrade activity.

The Division also administers the Cost Recoverable Technical Assistance Program, which provides developing countries with Canadian government expertise (including capital projects). Interested firms are assured easy and prompt access to a wide range of assistance programs and sources of international capital projects information through this Division. General project information is now published monthly in *CanadExport*, and comprehensive project information can be made available to interested exporters.