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American Hispanic natural resource markets, especially since Chile is considered an economic and health and safety leader in the region.

Embassy help

Although ONRSA has not benefited so far from various other forms of government help, Connors is quick to acknowledge all the help received from the Canadian Embassy in Santiago.

"Embassy officials were particularly helpful with the arrangements and funding assistance for our presence at the conference in Chile," he says.

Connors is hopeful that once his association's materials and services become better known, other Canadian officials, both at home and abroad, will assist in his marketing efforts.

Future prospects

Huge sums of monies are not generally involved.

In the case of Indonesia, ONRSA has been asked to train mine supervisors for a Canadian mining venture in that country. Tentative plans call for a two-week training session worth some \$20,000, depending on length and numbers, at ONRSA headquarters in North Bay.

Connors is confident that, with Canadian forest and mining concerns all over the world, there will be an excellent opportunity for ONRSA to ensure that health and safety practices become the norm rather than the exception in many countries.

ONRSA already has information exchanges with New Zealand and Australia, and sees some potential in South Africa where mining operations are still very much labour-intensive, although mechanical aspects are slowly

making inroads.

Other recent visitors at ONRSA headquarters include the Ulster Royal Constabulary which has jurisdiction over mining and quarry site blasting in Northern Ireland; the Director of Northern Ireland's Health and Safety Department; Coal Board staff from Australia; a forestry official from New Zealand; and a post-graduate mining student and teaching assistant from the University of Sao Paulo, Brazil.

"Even the U.S.," according to Connors, "occasionally has lower health and safety standards or a lack of training programs and materials in these sectors than in Canada. So we have been delivering some training in Minnesota.

"Our chainsaw training course is being licensed in the U.S.A. and our chainsaw reference textbook *The Cutting Edge* has sold several thousand copies nation-

ally and internationally in the past year alone — \$30,000 or more at \$15 each," Connors proudly adds.

The association

ONRSA is a bipartite (labour and management) organization created in 1994 by combining the Ontario Forest Products, Mines, and Pulp and Paper Makers Accident Prevention and Safety Associations.

As a non-profit organization, its mandate is to provide products and services, including training and consulting, at costs. It is funded indirectly from the Workers' Compensation Board.

For a products and services catalogue or more information on ONRSA, contact:

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Exporters to Mexico Benefit from EDC Financing

Canadian exporters of goods and services to Mexico now can benefit from an addition US\$5 million that Export Development Corporation (EDC) has added to its line of credit with Banca Serfin, S.A., Mexico's third-largest commercial bank.

In addition to this credit facility, which brings the aggregate amount of the line of credit to US\$25 million, EDC has agreements and relationships with other private- and state-owned financial institutions in Mexico.

With a network of nearly 600 domestic branches and a strong overseas presence, Ban-

ca Serfin is well placed to support increased trade between Canada and Mexico.

EDC is a self-funding Crown corporation that provides insurance, financing and guarantees that help Canadian exporters compete and succeed in foreign markets.

Financing can be arranged through EDC offices in Vancouver, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal or Halifax.

Companies with annual export sales under \$1 million may call EDC's Emerging Exporter Team at 1-800-850-9626.