

Export Development Corporation (EDC)

The EDC provides a full range of financing, insurance and guarantee services to Canadian exporters of any size. With offices across Canada, the EDC reduces financial risks associated with export sales and foreign investments, and finances the purchase of Canadian exports by foreign buyers.

Export Information

A fully computerized World Information Network (WIN Exports) system is in place to serve Canadian trade commissioners serving abroad. This electronic data base is being expanded to include provincial trade ministries and the business community. Export trade information is available from InfoExport Hotline. National toll-free assistance is available at 1-800-267-8376.

Publications

EAITC, ISTC and Investment Canada all provide publications to inform Canadians of their programs, services and activities. Examples include: *CANADEXPORT*, published twice monthly; the *International Trade Centres Directory*; *ISTC's Programs and Services Catalogue*; and Investment Canada's quarterly newsletter *Investing in Canada*. They also provide a series of practical guides on how to identify — and take advantage of — market opportunities abroad. Included are country market guides; the *Doing Business in ...* series, which provides market information on 40 different countries; *Export Guide - A Practical Approach*; and *Moving Into Europe* (Strategic Partnering).

CONCLUSION

TRADING SMARTER THROUGH CO-ORDINATED POLICIES AND PRACTICAL PARTNERSHIPS

With this document, we have attempted to increase awareness of the challenges facing Canadians in a fast-changing, complex global economy, and of the current federal plans to help Canadian firms meet these challenges. It is part of our ongoing effort to promote an outward-looking trading culture in Canada based on a practical partnership between industry and government. To promote such a partnership and to maximize the relevance and effectiveness of government programs, an ongoing dialogue is required. Your comments on federal policies, programs and activities are welcome. A list of federal contacts in your region follows.