

★ The **InfoCentre** offers a range of information and counselling services to assist you - whether you're already exporting or just entering the export market studies and get information on export opportunities, programs, and services-all in a format that best suits your needs. You'll also find a wide variety of publications on trade, investment and foreign policy.

#### InfoCentre Contacts

Tel: 1-800-267-8376  
(613) 944-4000(Ottawa-Hull region)  
(613) 966-9136 (hearing impaired)  
Fax: (613)966-9709  
FaxLink: (613)944-4500 (from a fax machine)  
Internet: [http:// www.infocentre.gc.ca](http://www.infocentre.gc.ca)

★ **WIN Exports** is a database of Canadian exporters and their capabilities. The system is used by Trade Commissioners in Canada and overseas to share information, keep track of services provided, and match companies like yours to foreign requirements. A WIN-registered company automatically receives CanadExport, DFAIT's business newsletter.

To register, contact:

Tel:1-800-551-4WIN (4946)  
(613) 944-4946 (Ottawa-Hull region)  
Fax: 1-800-667-3809  
(613) 944-1078 (Ottawa-Hull region)

★ With both financial and management services under one roof, the **Business Development Bank of Canada (BDC)** offers "one-stop shopping" for all your business needs. In particular, BDC aims to meet the needs of small and medium-sized exporters- whether your company is preparing a first-time foray into foreign markets or is already active in the export field.

#### BDC Contacts

Tel:1-800-INFO-BDC (463-6232)  
Internet: [http:// www.bdc.ca/ site/ right/ index. html](http://www.bdc.ca/site/right/index.html)

★ The **Canadian Commercial Corporation (CCC)** can help your company do business in foreign markets, assist in contract negotiations and complete sales on better terms with fewer risks. By participating as the prime contractor in an export sale, CCC provides a foreign buyer with a commitment, backed by the Canadian government, that you will meet the conditions

of the contract, as signed.

#### CCC Contacts

Tel: (613) 996-0034  
Fax: (613)995-2121 or 947-3903  
E- mail: [info@ ccc. ca](mailto:info@ccc.ca)  
Internet:[http://www. ccc. ca/ index-e. html](http://www.ccc.ca/index-e.html)

★ **EDC (Export Development Corporation)** can help you to compete safely in world markets by providing a range of risk-management services. Almost 85% 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 Cdn\$ 1 million. Exporters can reach the team by calling 1-800-850-9626.

#### EDC Contacts

Tel: (613) 598-2500  
Fax:(613) 237-2690  
E-mail: [export@ edc4.edc. ca](mailto:export@edc4.edc.ca)  
Internet: [http: // www. edc. ca](http://www.edc.ca)

★ **Canada's International Business Strategy (CIBS)** is a consultative process that brings together government and the private sector in the identification of emerging trends, opportunities and challenges in major markets and the development of strategies for successful pursuit of international business by Canadian industry. The CIBS Compendium is an on-line updated list of government-sponsored trade events and promotions, in Canada and abroad, that have been identified as a result of the CIBS process.

#### Internet:

[http://www. dfait-maeci. gc. ca/trade/cibs/](http://www.dfait-maeci.gc.ca/trade/cibs/)

★ **Strategis**, Canada's largest business web-site, offers a wealth of export information that can help you decide about growth opportunities, explore new markets and assess the risk of new ventures, all on- line. Trade Data Online, an information database accessible through Strategis, provide Canadian and U.S. information on trade trends, import market shares and other key data to help you forecast new markets, assess the competition and plan strategy.

#### Contact

Tel:1-800-328-6189 or (613) 954-5431  
Fax:(613)954-5031  
E-mail: [TDD@ic. gc. ca](mailto:TDD@ic.gc.ca)  
Internet: [http: //strategis. gc. ca](http://strategis.gc.ca)