

In terms of operating capital, those banks/financial institutions with a corporate policy which treat U.S. and Canadian accounts receivable in the same fashion, have re-emphasized this policy with their operational bankers.

As well, the banks and Caisse Desjardins have been most responsive to working with Government on various initiatives, such as the development of the *Road Map to Exporting and Export Finance*.

Finally, agreement on the EDC/Bank SME Risk Sharing Framework is a milestone in export finance support.

The foregoing represents a degree of cooperation never before seen for the benefit of the SME exporter. This cooperative approach is precisely the kind needed to mobilize Canada's export potential, and in particular, the potential of SMEs.