

Whatever the Caisse de dépôt et placement du Québec does is newsworthy. This vast pension fund manager with \$125 billion of total assets has the clout, reputation and expertise to make capital markets stand up and pay attention.

the momentum had started propelling us to where we are now. As well as our new Montreal facilities in the SNC Lavalin building, we have offices in Vancouver, Toronto, and Calgary.

And we have over \$300 million in lendable capital from Bank of Montreal,

Now the cards are breaking our way once more. It is not just that CDP Capital International is investing \$2.9 million in Northstar. CDP also has a specialized global network with offices in Paris, Warsaw, Bangkok, Hong Kong, Seoul and Mexico City that can open new kinds of doors for SME exporters throughout Quebec, and Canada.

The reason I say they are new is that CDP has a different focus than our banking partners. With a portfolio of 69 investments valued at more than \$1.5 billion, CDP invests in funds and directly in expanding companies in Europe, Asia and Latin America. It also manages private equity funds in certain emerging markets in partnership with local teams. And through its venture capital and partner network, CDP Capital International also assists Québec companies interested in expanding abroad. Together, the CDP's private-investment subsidiaries hold a portfolio valued at more than \$15 billion.

In cities and towns throughout Quebec, National Bank opened doors for Northstar to SME exporters. Now CDP Capital International can open doors for them in major capitals around the world.

And that is just the kind of big news the Caisse is famous for making.

For more information on Northstar, contact Scott Shepherd, tel.: 1-800-663-9288, e-mail: s.shepherd@northstar.ca Internet: www.northstar.ca *

New player on the Northstar Team

Welcoming Caisse de dépôt

It certainly was a major development for Northstar when in April we hosted a reception in the elegant Royal Bank facilities on the top floor of One Place Ville-Marie to welcome CDP Capital International, the international arm of the Caisse.

It seems hard to believe it was only a couple of years ago that Northstar opened a small office on the fourth floor of the same building.

Montreal seemed like kind of a lonely place back then, to tell you the truth.

True, Bank of Montreal was the key initial investor when I started up Northstar Trade Finance Inc. back in 1994, from a base in Richmond B.C. And

along with Royal Bank of Canada, HSBC Bank Canada, National Bank of Canada and now CDP Capital International.

The Government of British Columbia is also a shareholder. And all Northstar loans are insured by Export Development Corporation (EDC).

But Quebec is a special place, and our business is based on building an especially close relationship with our clients. They are the kind of entrepreneurs who run new and growing export businesses, and who can use

our core services, medium term financing in the \$100,000 to \$5 million range to foreign buyers of Canadian, and floor plan financing.

A little over a year ago, we got a major break when National Bank joined us. At the time, I said that National Bank brought more to the Northstar table than merely an enhancement to our financing capabilities. It also brought on board long-established relationships with innumerable entrepreneurs throughout Quebec.



Scott Shepherd,
President and Chief
Executive Officer,
NORTHSTAR

Germany

— Continued from page 9

- **MACC 2001 Materials Aspects on Automotive Catalytic Converters, Munich** — Oct. 3-4, Web site: www.macc.dgm.de

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49th Apparel — Continued from page 7

For more information on 49th Apparel, contact company president Mark Yukelis, tel.: (204) 943-8884, fax: (204) 943-8889, e-mail: markylis@ilos.net

For further information on the Progress Payment Program and other CCC services, contact the information officer at 1-800-748-8191. *



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