



news release

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BCA INDUSTRIAL EXPORTS TO CHINA WITH EDC FINANCING

The Honourable Michael Wilson, Minister of Industry, Science and Technology and Minister for International Trade, announced today that the Government of Canada, through EDC (Export Development Corporation), will lend up to \$5.9 million in support of a sale by BCA Industrial Controls Limited (BCA) to China National Instruments Import and Export Corporation.

BCA, of Surrey, British Columbia, will supply equipment and related services to upgrade and automate four existing water treatment plants in the city of Hangzhou, Zhejiang.

BCA is a sales and manufacturing organization that undertakes projects in the engineering and design phases through to installation, start up and training. BCA exports primarily to the United States and has previous sales to China, Portugal, Central and South America, and the Philippines.

The project preserves existing links established by BCA over the past several years and includes a training component that offers direct, people-to-people exchanges. The water treatment plant upgrades are clearly directed toward civilian domestic needs.

It is expected that this transaction will generate 226 person years of employment in Canada.

The sale is being financed under a line of credit between EDC and the Bank of China. EDC lends the funds to the Bank of China, which in turn lends them to end-users.

EDC is a unique financial institution that specializes in helping Canadian exporters compete internationally. EDC facilitates export trade and foreign investment through the provision of risk management services, including insurance and financing, to Canadian companies and their global customers. EDC reports to Parliament through the Minister for International Trade.

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