

News Release

Communiqué

Minister for
International
Trade



Ministre du
Commerce
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MINISTER FOR INTERNATIONAL TRADE ANNOUNCES SEMINARS
ON FINANCING FACILITIES TO SUPPORT EXPORTS
TO THE UNITED STATES

International Trade Minister, John C. Crosbie, announced today a new series of seminars on financing and insuring exports to the U.S.

Under the title "Financing Facilities to Support Exports to the United States Market", the half-day seminars will take place in 10 cities across Canada through April and May. The seminars will concentrate on export financing facilities, credit and product liability insurance, guarantee programs and venture capital assistance.

Participating in the seminars will be experts from the Export Development Corporation, provincial government support programs, the Federal Business Development Bank, chartered and private banks, insurance brokers and venture capital companies.

Mr. Crosbie said that the seminars are geared to the needs of small to medium-sized businesses that have plans to export into the U.S. The Minister said, "Financing is a key to export success. These seminars are designed to help Canadian businesses take advantage of the opportunities created by the Free Trade Agreement."

The Financing Facilities seminars are the third in a series of seminars that began in January. The first two, "Are you Ready for January 1989? Changes in U.S. Customs" and "Selling to the U.S. Government: New Opportunities for Canadian Firms," have attracted over 3,000 participants.

The Department of External Affairs, in cooperation with the Canadian Exporters' Association and the provinces are sponsoring the series. For information on the seminars, contact the United States Trade and Investment Development Division of External Affairs (613) 991-9471 or the Canadian Exporters' Association (800) 267-7729, (613) 238-8888.

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The Seminar series dates and locations are:

Saint John	Monday, April 10 The Delta Brunswick Hotel
Halifax	Tuesday, April 11 The Halifax Sheraton Hotel
St. John's N.F.	Wednesday, April 12 Hotel Newfoundland
Toronto	Wednesday, April 19 Constellation Hotel
London	Thursday, April 20 Radisson Hotel London Centre
Vancouver	Monday, April 24 Four Seasons Hotel
Edmonton	Tuesday, April 25 The Westin Hotel
Regina	Wednesday, April 26 The Sheraton Centre
Winnipeg	Thursday, April 27 The Westin Hotel
Montreal	Thursday, May 4 Chateau Champlain Hotel

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