
VI. EXPORT ASSISTANCE

Market Advisory Services

As a service to Canadian business, the federal government maintains 112 trade offices throughout the world. These provide assistance to Canadian exporters and aid foreign buyers in locating Canadian sources of supply. In addition to providing a link between buyer and seller, the trade commissioner advises Canadian exporters on all aspects of marketing. Trade commissioners also play an active role in seeking out market opportunities and encouraging promotional efforts.

The trade development offices of External Affairs and International Trade Canada offer an additional source of information. Each of these offices concentrates on markets in specific geographical regions. In this case, responsibility for Trinidad and Tobago falls under the Caribbean and Central America Trade Development Division (LCT) in Ottawa.

The trade development divisions are also responsible for providing exporters with marketing assistance and advice, and informing business people about export services provided by the Canadian government and about specific export opportunities as they arise.

Export Development Corporation

The Export Development Corporation (EDC) is a Canadian Crown Corporation whose purpose is to facilitate and develop Canadian export trade. EDC provides insurance, guarantees and export financing which, combined with financial advice and the organization of financial packages, enable Canadian exporters to compete effectively abroad.

EDC's head office is in Ottawa. Regional offices are maintained in Montreal, Toronto, Vancouver, Winnipeg, London, Calgary, and Halifax. Enquiries about export financing for a specific geographical area should be addressed to the manager of the appropriate department in the Export Financing Group in Ottawa.