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# Message from the Minister



The Program for Export Market Development (PEMD) is an important element of the federal government's international business support for small and medium sized companies. PEMD support is based on sharing the cost of export market development activities — reducing the risk and cost of entering a new foreign market for the first time. Companies are required to repay the assistance out of their subsequent export sales revenue.

I invite you to take advantage of the financial support offered by PEMD as well as the broad range of services and assistance available from our offices in Canada and our missions abroad. PEMD can assist you in achieving your export goals. I wish you every success in this regard.

A handwritten signature in cursive script, reading "Art Eggleton".

Art Eggleton  
Minister for International Trade

August 1996



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