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he Program for Export Market Development (PEMD) assists smaller companies that are new to exporting or that are expanding their business into a new market by helping them identify and exploit sales and capital project opportunities abroad. The program does this by sharing the cost and risk of implementing their export development plans in new markets. It also shares the cost of preparing bids on major capital projects outside Canada. National trade associations are assisted in representing their member companies and generically promoting their products and services in the international marketplace.