

The geographic trade divisions also assist and advise exporters on marketing their goods and services. They inform the business community about export services provided by the Canadian government and export opportunities as they arise.

International Trade Centres (ITCs)

EAITC's ITCs across Canada provide a full range of trade services for Canadian exporters. They are staffed by experienced trade commissioners under the direction of a senior trade commissioner.

Services include export counselling, the provision of market opportunity information and assistance in the development of individual marketing plans. ITCs also act as focal points for export awareness programs such as seminars and workshops. In addition, each ITC will be linked with the World Information Network (WIN) Exports system operated by EAITC.

ITCs are co-located with the regional offices of Industry, Science and Technology Canada (ISTC), except in the Northwest Territories and the Yukon. They are often the first point of contact for potential exporters (see Chapter V). ITCs are planned for London and Quebec City.

Export Development Corporation (EDC)

EDC is a Canadian Crown Corporation whose purpose is to facilitate and develop Canada's export trade.

EDC provides insurance, export financing and guarantees which, combined with financial advice and the organization of financial packages, facilitate the sale of Canadian goods and services abroad.

EDC offers the following services:

a) Export Insurance and Related Guarantees

- global comprehensive insurance
- global political insurance
- selective political insurance
- specific transaction insurance
- specific transaction guarantees
- loan pre-disbursement insurance