

abroad; Section D, with the bringing of foreign buyers to Canada; and Section E, with the formation of export consortia. In all sections, companies are encouraged to develop self-sustaining export markets for their products. (*For details, see the PEMD brochures.*)

For further information regarding both the PPP and PEMD programs, please contact the European Northern and Southern Tier Countries Trade Development Division (RST), Department of External Affairs.

Export Development Corporation

Of importance to Canadian businessmen is the Export Development Corporation (EDC), a crown corporation that reports to Parliament through the Minister of International Trade.

The main functions of EDC are:

1. to ensure the Canadian exporter against non-payment due to credit or political risks beyond the control of either the exporter or the buyer when export sales are made on normal credit terms. Almost all export transactions are insurable, not only those involving invisible exports such as managerial services, advertising programs, the licensing or sale of patents, trademarks or copyrights;
2. to issue appropriate guarantees to chartered banks or to any person providing non-recourse supplier financing in respect of an export sale; guarantees may also be issued in connection with a loan made to a foreign buyer for the purchase of Canadian goods and services;
3. to finance foreign buyers of Canadian capital goods and related services when extended credit terms are necessary and not available from commercial lenders; major engineering and other technical services may be financed, even when such sales are not related to the export of goods;
4. to ensure Canadian investments abroad against non-commercial risks such as loss through confiscation, expropriation, war or revolution or the inability to repatriate capital or earnings.