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Quebec:	Stock Exchange Tower 800 Victoria Square Suite 3800 P.O. Box 247 Montreal, PQ H4Z 1E8 Tel.: (514) 283-8185 Fax: (514) 283-8794
New Brunswick:	Assumption Place 770 Main Street P.O. Box 1210 Moncton, NB E1C 8P9 Tel.: (506) 851-6452 Fax: (506) 851-6429
Prince Edward Island:	Confederation Court Mall 134 Kent Street Suite 400 P.O. Box 1115 Charlottetown, PE C1A 7M8 Tel.: (902) 566-7400 Fax: (902) 566-7450
Nova Scotia:	Central Guaranty Trust Tower 1801 Hollis Street 5th Floor P.O. Box 940, Stn M Halifax, NS B3J 2V9 Tel.: (902) 426-7540 Fax: (902) 426-2624
Newfoundland:	Atlantic Place 215 Water Street Suite 504 P.O. Box 8950 St. John's, NF A1B 3R9 Tel.: (709) 772-5511 Fax: (709) 772-5093/2373

WORLD INFORMATION NETWORK FOR EXPORTS

The World Information Network for Exports (WIN Exports) is a computer-based information system designed by DFAIT to help Canada's trade development officers abroad match foreign needs to Canadian capabilities. It provides users with information on the capabilities, experience and interests of more than 30,000 Canadian exporters. To register on WIN Exports, call: (613) 996-5701.

PROGRAM FOR EXPORT MARKET DEVELOPMENT (PEMD)

This program seeks to increase export sales by sharing the costs of industry-initiated activities aimed at developing export markets. PEMD is administered by IC regional offices and funded by DFAIT. Activities eligible for PEMD financial support (up to 50 percent of the costs) include:

- participation in recognized foreign trade fairs outside of Canada;
- trips to identify export markets and visits by foreign buyers to Canada;
- project bidding or proposal preparation at the pre-contractual stage for projects outside Canada;
- the establishment of permanent sales offices abroad in order to undertake sustained marketing efforts;
- special activities for non-profit, non-sales food, agriculture and fish organizations, marketing boards and agencies, trade fairs, technical trials, and product demonstrations (for example); and
- new eligible costs include: product testing for market certification, legal fees for marketing agreements abroad, transportation costs for offshore company trainees, product demonstration costs and other costs necessary to execute the marketing plan.

Support is also provided for certain types of government-planned activities, such as outgoing trade missions of Canadian business representatives and incoming missions to Canada of foreign business and government officials who can influence export sales. For general information, call the InfoCentre at 1-800-267-8376. For applications for assistance, call the International Trade Office nearest you.

INTERNATIONAL FINANCING

DFAIT helps Canadian exporters interested in pursuing multilateral business opportunities financed by international financing institutions (IFI). Canadian exporters and trade associations can access market data, obtain a better understanding of the competition, and determine if an IFI-funded market opportunity is practical and worth pursuing. DFAIT can provide information and advice on the availability of Canadian government-funded assistance programs and can assist companies in developing effective export marketing. For further information contact:

International Finance Division
Department of Foreign Affairs and International Trade
Tel.: (613) 995-7251
Fax: (613) 943-1100

