

This office can provide the following type of general information:

- economic outlooks for individual countries and information on the market for particular products and commodities;
- market information on projects;
- market access information on tariff rates, regulations, licensing, non-tariff barriers, product standards, required documents, etc.
- publications, including editions of this publication and country briefs on smaller markets; and
- market information on multilaterally financed projects, e.g., World Bank, Inter-American Development Bank (IADB).

The geographic trade divisions are also responsible for assisting and advising exporters on marketing of their products/services. They inform business persons about export services provided by the Canadian government and about export opportunities, both product and project, as they arise.

If your company requires assistance in identifying overseas markets for your products and/or services, contact either your nearest regional office of the Department of Regional Industrial Expansion or the South America Trade Development Division at the Department of External Affairs. The regional offices, which are located in each province, assist exporters with market planning and can arrange for the assistance of both the Trade Development Division in Ottawa and the trade officers overseas.

Export Development Corporation

The Export Development Corporation (EDC) is a Canadian crown corporation whose purpose is to facilitate and develop Canada's export trade. EDC provides insurance, guarantees and export financing which, combined with financial advice and the organization of financial packages, facilitate the sale of Canadian goods and services abroad.