

- consortium insurance
- surety bond insurance
- bid-security insurance
- specific sub-supplier insurance
- equipment (political risk) insurance
- bid bond guarantees
- medium-term agricultural guarantees

## **b) Export Financing and Related Guarantees**

- loans
- line-of-credit allocations
- note purchases
- protocols
- loan guarantees
- specialized credit

The EDC head office is in Ottawa. Regional offices are maintained in Montreal, Toronto, London, Calgary, Winnipeg, Vancouver and Halifax (see Chapter VII for addresses). General inquiries regarding EDC services can be channelled through the regional offices. Export services are only handled by the Ottawa office. Inquiries about export financing for a specific geographical area should be addressed to the manager of the appropriate department in the Export Financing Group of the EDC in Ottawa.

## **Program for Export Market Development (PEMD)**

PEMD's main objective is to increase export sales of Canadian goods and services. The program accomplishes this by sharing with Canadian businesses the costs, and therefore the risks, of export marketing activities that a business would not, or could not, normally undertake on its own. PEMD encourages Canadian companies not previously involved in exporting to become exporters. It also encourages existing Canadian exporters to enter new geographic and product markets.

The program offers Canadian businesses financial assistance to undertake or participate in various trade promotion activities. All activities must be commercially oriented; that is, they must focus on generating export sales. The activities are categorized as either government-planned or industry-initiated.

**Government-Planned Activities.** These activities are organized by External Affairs and International Trade Canada, and are planned up to 18 months in advance.