

- 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 projects.

The geographic trade divisions are also responsible for assisting and advising exporters on the marketing of their products/services. They can provide information on Canadian government export services and on product and project export opportunities.

If your company requires assistance in identifying Middle East markets for your products and/or services, contact either the nearest International Trade Centre co-located with the regional offices of Industry, Science and Technology Canada or the Middle East Trade Development Division at External Affairs and International Trade Canada. The International Trade Centres located in each province assist exporters with market planning and can arrange for the assistance of the Trade Development Division in Ottawa and 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 that, combined with advice and the organization of financial service packages, enable Canadian goods and services to compete effectively abroad. The 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
- foreign investment insurance