

companies should register in WIN Exports. To register, Fax 1-800-667-3802 or (613) 944-1078. Registration forms are also available on FAXLINK, the IBB, and the DFAIT Home Page.

Export Development Corporation

The Export Development Corporation (EDC) is a Canadian Crown Corporation whose purpose is to facilitate and develop Canadian export trade. EDC provides insurance, guarantees and export financing which, combined with financial advice and the organization of financial packages, enable Canadian exporters to compete effectively abroad. EDC's head office is in Ottawa. Regional offices are maintained in Montreal, Toronto, Vancouver, Winnipeg, London, Calgary, and Halifax. Enquiries about financing for a specific geographical area should be addressed to the manager of the appropriate department in the Export Financing Group in Ottawa.

Program for Export Market Development (PEMD)

A trade promotion program of External Affairs and International Trade Canada, PEMD is designed to assist individual firms participate in or undertake various types of export promotion activities. PEMD covers both government and industry-initiated projects and is designed to assist companies, regardless of size. Promotional activities can include participation in trade fairs outside Canada, visits of foreign buyers to Canada, trade missions to markets outside Canada and establishment of sales offices abroad to sustain current marketing efforts. Applications should be submitted to the regional office of the International Trade Centre (ITC) in which the applicant firm is registered.

Canada Business Service Centres (CBSCs)

A network of Canada Business Service Centres has been established across the country to provide new and existing businesses with a single point of contact for queries about federal or provincial government programs and services. By providing information on a wide array of business needs, CBSCs act as a resource for companies by either directly responding to their questions or by identifying where to go in the public and private sectors for answers.

Industrial Cooperation with Developing Countries

The Canadian International Development Agency (CIDA) supports Canadian involvement in investment projects in developing countries through its Industrial Cooperation Program. Under this program, CIDA offers a wide range of services.

Provincial Governments

Each provincial government has a department which provides guidance on business development, including trade.