

- **project bidding**, or proposal preparation, at the pre-contractual stage, for specific projects outside Canada involving international competition and formal bidding procedures. Covers the supply of Canadian goods and services for major capital projects including consulting services, engineering, construction and equipment.
- the establishment of **export consortia** for companies that would be better able to exploit export opportunities by pooling their resources and sharing costs and risk with other companies.
- the establishment of **permanent sales offices abroad** (excluding the U.S.) in order to undertake sustained marketing efforts outside Canada.
- **special activities** for non-profit food, agriculture, and fish organizations, marketing boards and agencies (for the benefit of their members). Activities include participation in trade fairs, visits, technical trials, product demonstrations, seminars and training, and commodity promotion.

PEMD also extends to businesses the possibility of entering into one- or two-year **marketing agreements** covering several of the above activities. Marketing agreements are aimed at medium-sized manufacturers experienced in exporting.

Who Is Eligible?

Before your business can be considered for PEMD assistance, it must be one of the following:

- an incorporated business. (This includes trading houses and co-operatives.)
- a firm of professionals, such as architects or engineers.
- a national non-profit, non-sales trade organization or association.

Businesses that fall into one of the above categories must also:

- have fulfilled **reporting requirements** on any previous PEMD assistance.