

**Manitoba:**

330 Portage Avenue  
7<sup>th</sup> Floor  
P.O. Box 981  
Winnipeg, MB R3C 2V2  
Tel: (204) 983-4540  
Fax: (204) 983-2187

**Ontario:**

Dominion Public Building  
1 Front Street West  
4<sup>th</sup> Floor  
Toronto, ON M5J 1A4  
Tel: (416) 973-5053  
Fax: (416) 973-8161

**Quebec:**

International Trade Centre  
5, Place Vile-Marie  
Suite 800  
Montreal, PQ H3B 2G2  
Tel: (514) 283-6328  
Fax: (514) 283-8794

**New Brunswick:**

1045 Main Street, Unit 103  
P.O. Box 1210  
Moneton, NB E1C 8P9  
Tel: (506) 851-6452  
Fax: (506) 851-6429

**Prince Edward Island:**

Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown, PEI C1A 7M8  
Tel: (902) 566-7443  
Fax: (902) 566-7450

**Nova Scotia:**

Central Guaranty Trust Tower  
1801 Hollis Street, 5<sup>th</sup> Floor  
P.O. Box 940 Stn M  
Halifax, NS B3J 2V9  
Tel: (902) 426-7540  
Fax: (902) 425-2624

**Newfoundland:**

Atlantic Place  
215 Water Street, Suite 504  
P.O. Box 8950  
St. John's, NF AB 3R9  
Tel: (709) 772-5511  
Fax: (709) 772-2373

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

This program seeks to increase exports sales by sharing the costs of industry-initiated activities aimed at developing export markets. PEMD is administered by IC regional offices and funded by DFAIT. Activities eligible for PEMD financial support (up to 50 percent of the costs) include:

- participation in recognized foreign trade fairs outside Canada;
- trips to identify export markets and visits by foreign buyers to Canada;
- project bidding or proposal preparation at the precontractual stage for projects outside Canada;
- the establishment of permanent sales offices abroad in order to undertake sustained marketing efforts;
- special activities for non-profit, non-sales food, agriculture and fish organizations, marketing boards and agencies, trade fairs, technical trails, and product demonstrations (for example): and
- new eligible costs include: product testing for market certification, legal fees for marketing agreements abroad, transportation costs for offshore company trainees, product demonstration costs and other costs necessary to execute the marketing plan.

Support is also provided for certain types of government-planned activities, such as outgoing trade missions of Canadian business representatives and incoming missions to Canada of foreign business and government officials who can influence export sales. For information call: (613) 954-2858

**International Financing**

DFAIT helps Canadian exporters interested in pursuing multilateral business opportunities financed by international financing institutions (IFI). Canadian exporters and trade associations can access market data, obtain a better understanding of the competition, and determine if an IFI-funded market opportunity is practical and worth pursuing. DFAIT can provide information and advice on the availability of Canadian government-funded assistance programs and can assist companies in developing effective export marketing. For further information contact: