

The Division is also responsible for assisting and advising exporters on marketing their products and services, informing businessmen about export services provided by the Canadian government and export opportunities as they arise.

If your company requires assistance in identifying overseas markets for your products, contact your nearest Regional Office of the Department of Regional Industrial Expansion (DRIE). Their addresses are listed in Section VII below. These offices, located in each province, assist exporters with market planning and can arrange for consultations with both the Division in Ottawa and the Trade Commissioners in Belgrade.

## Export Development Corporation

The Export Development Corporation (EDC) is a Canadian Crown Corporation whose purpose is to facilitate and develop Canada's export trade.

The EDC provides insurance, guarantees and export financing, financial advice and financial packages to facilitate the sale of Canadian goods and services by increasing their competitiveness on world markets.

The Corporation offers the following services:

### 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
- performance security insurance
- performance security guarantees
- consortium insurance
- surety bond insurance
- bid security guarantees

### Export Financing and Related Guarantees

- loans
- multiple disbursement agreements
- line of credit allocations
- note purchases
- forfeiting
- loan guarantees