



International Trade Minister Ed Fast launches the 2012 *Business Women in International Trade* newsletter at a Women Presidents' Organization event in Vancouver.

Five reasons to tap into the Trade Commissioner Service in Canada

The TCS is a gateway to critical market intelligence and global business contacts. With over 150 international trade offices, the TCS network is unparalleled in terms of its reach and influence. Senior Trade Commissioners Julie Insley (Quebec) and Patricia Elliott (Prairie and Northern Region) offer five reasons why you should make the TCS in Canada your first stop on your global journey:

1. The services of the TCS are valuable and free. "We have hands-on knowledge that comes from helping thousands of companies each year to tackle concrete problems and pursue opportunities in foreign markets."
2. Trade commissioners will help you evaluate your potential. "We will discuss your competition, entry strategies and your company's HR capacity. We will look at your capacity to fill large orders and manage long-term growth."
3. Trade commissioners will identify risks and challenges you might encounter. "If you have a new opportunity in a challenging market, we will walk you through scenarios related to payment, taxation, visas and personal security."
4. They can fast-track your access to the TCS network of offices around the world. "We will introduce you to the right people. The more we know about you or your company, the better we can serve you. When our colleagues abroad come to us with a specific opportunity, if we know about you and you're on our radar, we can connect you quickly to these opportunities."
5. Services offered by the TCS are fully customized. "Our insights, carefully tailored to each individual company and its objectives, can help you develop and pursue your international business strategy and make key business decisions."

To locate your nearest TCS office in Canada, visit tradecommissioner.gc.ca/eng/offices-in-canada.jsp.

Fund or finance your international growth

Canadian Trade Commissioner Service
tradecommissioner.gc.ca

The TCS offers a range of specialized programs to support international business.

Atlantic Associations of Community Business Development Corporations **cbdc.ca**

The CBDCs offer a range of loans for youth, first-time entrepreneurs, social enterprises and rural businesses in Atlantic Canada.

Business Development Bank of Canada **bdc.ca**

BDC's Market Xpansion Loan provides loans of up to \$100,000 to help businesses participate in prospecting initiatives, develop export and/or e-commerce plans, conduct product development and R & D or purchase additional inventory for export.

Canada Small Business Financing Program **ic.gc.ca**

Industry Canada's Canada Small Business Financing Program makes it easier for small businesses to get loans from financial institutions by sharing the risk with lenders.

Export Development Canada **edc.ca**

EDC's financing and insurance solutions for exporters include: Export Guarantee Program, Foreign Buyer Financing, Project Finance, Accounts Receivable Insurance, Single Buyer Insurance, Contract Frustration Insurance, Political Risk Insurance and Performance Security Insurance.

Ontario Fund: Export Market Access **omafra.gov.on.ca**

This \$5 million initiative, jointly sponsored by the Government of Ontario and the Ontario Chamber of Commerce (OCC), is designed to help small and medium-sized enterprises increase their access to global markets.

Provincial government programs
businesswomenintrade.gc.ca

Across Canada, provincial governments offer financing programs to increase working capital, develop exporting capacity, generate global sales, establish international partnerships and much more. These include loans, grants, insurance solutions and tax incentives. Visit [Funding Opportunities](http://businesswomenintrade.gc.ca) on our website for details.

Women's Enterprise Initiative
wd.gc.ca/eng/256.asp

Loans of up to \$150,000 are available to women starting or growing a business in British Columbia, Alberta, Saskatchewan or Manitoba.

