

- providing information on duties, taxes and foreign exchange matters, and helping you solve problems and find solutions;
- helping you determine why an account is overdue and, if necessary, advising you on proper procedures for settlement;

- maintaining contact with and supporting your agent or distributor.

See Section 11 for more information on Canada's Trade Commissioner Service.

The trade commissioner can be your eyes and ears on-site, and can be of valuable assistance in distant, unfamiliar markets.

Your trade commissioner...

Can Help

- screen local industry contacts
- identify market opportunities
- identify potential partners and allies
- identify potential customers
- identify key decision makers
- advise on government bidding procedures
- advise on practices, regulations and barriers to sales
- advise on local competition and marketing characteristics
- provide information on future events
- assist with an initial appointment schedule
- liaise with local agents, distributors or allies
- advise on the settlement of overdue accounts
- advise on travel to and within a country

Can Not Help

- select potential contacts
- evaluate contract potential
- select potential partners and allies
- select potential customers
- by acting as your sales agent
- help prepare tenders
- obtain exemption from trade restrictions
- develop your marketing plans
- ensure your visibility at future events
- by accompanying representatives to appointments
- supervise local agents, distributors or allies
- by acting as your debt collector, travel agent, or local business office