



Guide to Web Sites

Federal government

Department of Foreign Affairs and International Trade (DFAIT):
www.dfait-maeci.gc.ca

This is the motherlode for exporters — 11,723,667 hits in 1997 alone. The site contains a broad spectrum of information on international trade, exporting, export services and statistics. You will find market information by region and sector; *Canada's International Business Strategy* (CIBS); *Directory of Canada's Trade Commissioner Service*; information on the Program for Export Market Development (PEMD); and Frequently Asked Trade Questions.

InfoExport: www.infoexport.gc.ca

Team Canada Inc, a partnership of federal and provincial government departments and regional trade organizations, has created a Web site to help you prepare an export plan, develop a market entry strategy, and guide you through the implementation of your strategy.

ExportSource: exportsource.gc.ca

Team Canada Inc's on-line resource for export information, *ExportSource*, brings together information on market research, export financing, trade statistics, export contacts, trade shows and missions, and export regulations and logistics.

Strategis: strategis.ic.gc.ca

Another gold mine of advice. Industry Canada's business data storehouse on the Web has a wealth of information on international business opportunities and business information arranged by sector.

Canadian posts in the United States

Information about U.S. markets is available to Canadian exporters from Web sites created by the Canadian Embassy and most of the Canadian consulates located in the United States. You will find data on trade and investment promotion services, market studies, regulatory requirements, industry analyses and links to other business sites in Canada and the United States. These sites can be found via the DFAIT site or through the following individual addresses:

Boston: www.dfait-maeci.gc.ca/~boston/

Buffalo: www.canadianconsulatebuf.org

Dallas: www.canada-dallas.org

Detroit: www.dfait-maeci.gc.ca/~detroit/

Chicago: www.canadaonlinechicago.net

Los Angeles: www.cdnconsulat-la.com/

New York: www.canada-ny.org

San Francisco/San Jose: www.cdntrade.com/

Seattle: www.canadian.consulate-seattle.org/

Washington Embassy: www.cdnemb-washdc.org/

Provincial government

British Columbia — BC Trade and Investment Office (BCTIO):

www.ei.gov.bc.ca/directory/bctio/default.htm

Alberta — International Business Information Service (IBIS):

www.edt.gov.ab.ca/ibis/index.htm and

Alberta Economic Development -

www.edt.gov.ab.ca

Saskatchewan — Saskatchewan Trade and Export Partnership (STEP):

www.sasktrade.sk.ca/about/index.html and

Trade Team Saskatchewan: www.tradeteam.sk.ca

Ontario — Open Network Trade Resource

Access, Inc. (onTRAC): www.ontrac.yorku.ca/

Quebec — Quebec Association of Export Trading Houses/Association des Maisons de Commerce Extérieur du Quebec (AMCEQ):

www.amceq.org/index.html

Nova Scotia - Trade Team Nova Scotia (TTNS):

ttns@gov.ns.ca

Newfoundland — Trade Team Newfoundland:

www.netfx.iom.net/ttn/

Prince Edward island - Trade development Centre:

www.gov.pe.ca/edt

Banks

Business Development Bank of Canada (BDC):

www.bdc.ca

"Canada's Small Business Bank," BDC offers financial and management services for small and medium-sized exporters preparing to enter foreign markets and for those already active in the export field.

Northstar Trade Finance Inc.: www.northstar.ca/

Owned by the Bank of Montreal, the British Columbia Trade Development Corporation, the Ontario Ministry of Economic Development and Trade, and the Dalhousie Financial Corporation, Northstar offers export financing for small to medium-sized Canadian companies looking to expand sales into international markets.