

for:

- a) market research by outside consultants;
- b) on site market assistance;
- c) product modification, package design;
- d) registering patents and trademarks, preparing promotional material, undertaking product demonstrations, warehousing;
- e) capital projects (loans up to \$50,000) for prefeasibility and feasibility studies, bid preparation, insurance premiums for bids and performance bids.

- Export Consulting

Provision of market data, organizing export seminars, and export publications.

- International Marketing Intern Program

50% cost sharing of the salary of a recent graduate (up to \$15,000 per annum) for up to 2 years.

- New Exporter Border State Programs (NEBS)

Educational program whereby companies new to exporting are bussed to Buffalo (or Cleveland) for walk through of customer facilities, meetings with customs brokers, Canadian consulate staff, agents, etc. (first year of operation only).

- Foreign Offices

There are 14 around the world, of which 8 are in the U.S.