

The program is available for transactions with foreign government and private sector buyers. For more information, contact:

Canadian Commercial Corporation

50 O'Connor Street, Eleventh Floor
Ottawa, Ontario K1A 0S6
Tel.: (613) 996-0034
Fax: (613) 995-2121
e-mail: info@ccc.ca
Internet: <http://www.ccc.ca/index-e.htm>

ExportSource

ExportSource is Team Canada Trade Network's on-line resource for export information. It provides a single access point from all trade-related government departments and agencies on subjects such as: Market Research; Trade Statistics; Export Financing; Export Contacts; Export Regulations/Logistics; Trade Shows and Missions.

ExportSource was developed by a partnership of Industry Canada, the Department of Foreign Affairs and International Trade, and Agriculture and Agri-food Canada.

Internet: <http://exportsource.gc.ca>

Atlantic Canada Opportunities Agency (ACOA)

Atlantic Canada companies seeking to develop exports to Mexico may be eligible for assistance from the ACOA. The Agency works in partnership with entrepreneurs from the Atlantic region to promote self-sustaining economic activity in Atlantic Canada.

ACOA provides support to business as they look to expand existing markets through the development of marketing plans. Efforts include monitoring trade opportunities arising from global economic change, communications efforts to promote the region, trade missions and associated activities, as well as better co-ordination with federal and provincial bodies that influence trade and investment

opportunities. For more information, contact:

Atlantic Canada Opportunities Agency (ACOA)

Blue Cross Centre
644 Main Street
P.O. Box 6051
Moncton, New Brunswick E1C 9J8
Tel.: 1-800-561-7862
Fax: (506) 851-7403

Western Economic Diversification (WED)

WED is responsible for federal economic activities in western Canada. The department works in partnership with the western provinces, business, industry associations and communities to stimulate the western Canadian economy.

The department seeks innovative partnerships within both the public and the private sectors. These partnerships will address the needs of small and medium-sized enterprises for information, business services and capital, particularly for high growth industries essential to western Canada's economic diversification.

Western Economic Diversification

The Cargill Building
240 Graham Avenue, Suite 712
P.O. Box 777
Winnipeg, Manitoba R3C 2L4
Tel.: (204) 983-4472
Fax.: (204) 983-4694

The Federal Office of Regional Development (Quebec) (FORD Q)

FORD Q is a federal economic development organization that supports the development of the economic potential of all regions of Quebec and the creation of viable jobs by promoting a business climate in which small and medium-sized enterprises (SMEs) can grow and prosper. FORD Q uses the relevant and sought-after expertise of the federal government to work with the entrepreneurial spirit of Quebecers

in every region and improve their competitive position. It also seeks, through strategic activities and partnerships in the community, to improve the business climate, an essential factor in the growth of SMEs.

FORD Q provides access to Team Canada export services and programs in the areas of awareness, export preparation, information, networking, advice and counselling, funding and access to funding.

Small Business Access Centres:

Montreal:

Île de Montréal
800 Place Victoria Tower, Suite 3800
P.O. Box 247
Montreal, Quebec H4Z 1E8
Tel.: (514) 283-2500
Fax: (514) 496-8310

Quebec City:

Quebec City/Chaudière/Appalaches
905 Dufferin Avenue, Second Floor
Quebec City, Quebec G1R 5M6
Tel.: (418) 668-3084
Fax: (418) 668-7584

Forum for International Trade Training (FITT)

FITT is a partnership between the private and public sectors that provides Canadians with training in international trade. FITT was established in 1992 with the support of the federal government through Human Resources Development Canada, DFAIT and Industry Canada, and of provincial governments. Other founding partners include the Canadian Chamber of Commerce, the Alliance of Manufacturers and Exporters Canada, the Canadian Federation of Labour, the Canadian Importers Association, the Canadian Professional Logistics Institute, the Canadian Professional Sales Association and World Trade Centres Canada.

FITT's objective is to provide practical, current, skill-building training for people who are or expect to be involved in international trade and need to develop or enhance skills and knowledge. FITT training is designed and delivered by experienced practitioners. FITT has developed a comprehensive program of international trade training that is delivered through universities, community colleges, CEGEPs and private institutions across Canada.

The FITTskills program is composed of eight modules, each of which takes 45 hours to complete — entrepreneurship; marketing; trade finance; trade logistics; market entry and distribution; trade research; legal aspects of international trade; and trade management. Each module may be taken separately; however, successful completion of all eight courses leads to an internationally recognized diploma.

A second program, GeoFITT, has been developed to focus on the mechanics of a specific national or regional market such as Mexico. GeoFITT is delivered via an intensive two-day workshop.

CustomFITT consists of sector-specific training that takes into account the particular characteristics and needs of individual sectors and subsectors of the Canadian economy in doing business internationally. In collaboration with — and with funding from — Agriculture and Agri-food Canada, and DFAIT, FITT will be implementing AgFITT, a program designed specifically for the Canadian agri-food sector.

Forum for International Trade Training

155 Queen Street, Sixth Floor
Heritage Place
Ottawa, Ontario K1P 6L1
Tel.: 1-800-361-FITT or (613) 230-3553
Fax: (613) 230-6808
e-mail: fitt@achilles.net