APPENDIX I
USEFUL PUBLICATIONS FOR EXPORTERS

Federal Government

External Affairs Canada: *European Economic Community — A Guide for Canadian Exporters.* A guide to doing business in the 10 EEC countries with reference to tariffs, documentation, taxes and industrial standards and regulations.

External Affairs Canada: *Profile of the Western European Market.* A compendium of fact sheets and statistics on 19 European countries.

External Affairs Canada: *So You Want to Export. . . .* Information and tips to help Canadian firms enter new markets abroad.

External Affairs Canada: *Trade Promotion Support.* Outline of support under the Promotional Projects Program and the Program for Export Market Development.

Ontario Government

Ministry of Industry and Trade, Ontario: *How to Do Business in Britain.* Useful background information and tips on visiting the U.K.

Trade Associations

Canadian Export Association: *Export Roadmap.* A reference book outlining for exporters points of contact with the federal government and agencies in Ottawa and across Canada.

APPENDIX J
GLOSSARY OF ABBREVIATIONS

CEA	Canadian Export Association
DEA	Department of External Affairs
DRIE	Department of Regional Industrial Expansion
EDC	Export Development Corporation
EEC	Members of the European Economic Community include: Belgium-Luxembourg, Denmark, France, U.K., Federal Republic of Germany, Greece, Ireland, Italy and Netherlands
EFTA	Members of the European Free Trade Association include: Austria, Faroe Islands, Finland, Iceland, Norway, Portugal, Sweden and Switzerland
GATT	General Agreement on Tariffs and Trade
ISPO	International Sports Equipment Fair, Munich
LTA	Long Term Agreement (Fisheries)
OECD	Organization for Economic Co-operation and Development
OEM	Original Equipment Manufacturer
PEMD	Program for Export Market Development
Post	Canadian High Commission, London, or Canadian Consulate General, Glasgow
SPOGA	International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture, Cologne
TFC	Timber Frame Construction