

## **B) New Exporters to Overseas (NEXOS)**

This program extends the NEBS concept to help exporters new to Western Europe learn the essentials of doing business there. Each NEXOS mission focusses on a specific sector in a specific country (e.g. automotive mission to France, aerospace mission to Germany), and includes a visit to a major sectoral trade fair. The program normally provides a transportation and accommodation package, and pays for common ground transportation.

### **Contact:**

Western Europe Trade, Investment and Technology  
Division (RWT)  
Department of Foreign Affairs and International Trade  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2  
Telephone: (613) 995-6438