re you one of the trade officers who attended Globe 2000 in March, or the World Petroleum Congress and National Petroleum Show in Calgary this past June? If so, you would have noticed that the Trade Commissioner Service had quite a presence at these events.

The Marketing and E-Services Section of the Overseas Operations Division works closely with the Market Support Division, your geographic bureau and event organizers to ensure that companies visiting industry events in Canada know that trade commissioners are on hand to discuss opportunities in foreign markets.

## What we do for you

Here's what we do to enhance your presence at trade shows:

- place ads in *CanadExport*, sector magazines, and event conference/ exhibitor guides advising companies of our presence at an event
- insert our Services List in the delegates' bag
- do demos of the InfoExport Web site
- highlight your names in the delegates' listing
- produce a directory of all officers who cover the sector (see photo)

provide our corporate branding images and logo for use on kiosks and event publications.

## Will you be there?

We'll be attending the following events this year. See you there!

- Aerospace Industries Association of Canada Annual General Meeting, Ottawa, September 17-19, 2000
- Alliance of Manufacturers and Exporters Canada (AMEC) Annual Convention, Halifax, October 5-6, 2000
- Softworld 2000, Halifax, October 15-18, 2000
- Construct Canada, Toronto,
   November 29 December 1, 2000
- SIAL-Montreal International Food and Beverage Show, Montreal, March 4-6, 2001
- Americana International Trade
   Show and Conference for High
   Tech Environmental Technologies,
   Montreal, March 28-30, 2001



## SAY YOUR PIECE

Do you have a best practice to share?

Comments or suggestions?

TCS International welcomes your input.

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