

Guangzhou

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Territory: Provinces of Guangdong, Guangxi, Hainan and Fujian.

Hong Kong

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Territory: Hong Kong, Macau and Southern Chinese provinces of Fujian, Guangdong, Hainan and Guangxi.

Canadian Government Offices and Services in Canada

International Trade Centres (ITCs) located across the country help Canadian exporters to take advantage of opportunities in foreign markets. ITC officers provide current information on international markets; joint ventures and technology transfer opportunities; trade fairs and missions; and trade-related conferences and seminars. ITCs can be particularly useful in assisting export-ready companies with the preparation of

their marketing plans. In fact, a marketing plan is a key element, and should be developed before considering entering any export market and before contacting a trade commissioner abroad.

Canada's ITCs can connect you with international business opportunities through a network of trade commissioners in 128 cities around the world. Working "on-site" in foreign markets, these trade officers can help you identify sales leads, provide advice on foreign trade practices, and promote your company to local customers.

The ITCs can also provide you with a copy of the *Guide to Export Services*, an overview of export services that are available to Canadian businesses.

Contact:

	Telephone	Fax
St. John's	(709) 772-5511	(709) 772-2373
Charlottetown	(902) 566-7443	(902) 566-7450
Halifax	(902) 426-7540	(902) 426-5218
Moncton	(506) 851-6452	(506) 851-6429
Montreal	(514) 283-6328	(514) 283-8794
Toronto	(416) 973-5053	(416) 973-8161
Winnipeg	(204) 983-4540	(204) 983-3182
Regina	(306) 780-6325/6124	(306) 780-8797
Saskatoon	(306) 975-5315	(306) 975-5334
Calgary	(403) 292-4575	(403) 292-4578
Edmonton	(403) 495-2944	(403) 495-4507
Vancouver	(604) 666-0434	(604) 666-0954

The **InfoCentre** offers a range of information and counselling services to assist you — whether you're already exporting or just entering the export market. You can access over 1500 market studies and get information on export opportunities, programs, and services — all in a format that best suits your needs. You'll also find a wide selection of publications on trade, investment and foreign policy.

Contact:

Tel: 1-800-267-8376
(613) 944-4000
(Ottawa-Hull region)
(613) 996-9136 (hearing impaired)
Fax: (613) 996-9709
FaxLink: (613) 944-4500
(from a fax machine)
Internet: <http://www.infocentre.gc.ca>

DFAIT's **China Division** is responsible for the overall co-ordination of relations with China. As part of this mandate, the Division, in concert with the missions in China and other stakeholders, is responsible for co-ordinating the development and implementation of a trade strategy for China and for ensuring that Canada's policy towards China takes full account of commercial interests.

China Division (PRC)
Department of Foreign Affairs
and International Trade
Lester B. Pearson Building
125 Sussex Drive
Ottawa, ON K1A 0G2
Tel: (613) 996-0905
Fax: (613) 943-1068

WIN Exports is a database of Canadian exporters and their capabilities. The system is used by Trade Commissioners in Canada and overseas to share information, keep track of services provided and match companies like yours to foreign purchase requirements. A WIN-registered company automatically receives CanadExport, DFAIT's business newsletter.

To register, contact:

Tel: 1-800-551-4WIN (4946)
(613) 944-4946 (Ottawa-Hull region)
Fax: 1-800-667-3802
(613) 944-1078 (Ottawa-Hull region)

Canada's International Business Strategy (CIBS) is a consultative process that brings together government and the private sector in the identification of emerging trends, opportunities and challenges in major markets and in the development of strategies for successful pursuit of international business by Canadian industry. **The CIBS Compendium** is an on-line updated list of government-sponsored trade events and promotions, in Canada and abroad, that have been identified as a result of the CIBS process.

Internet: <http://www.dfait-maeci.gc.ca/english/trade/cibs/english>

Strategis, Canada's largest business Web site, offers a wealth of export information that can help you decide about growth opportunities, explore new markets and assess the risk of new ventures, all on-line. Trade Data Online, an information database accessible through Strategis, provides Canadian and U.S. information on trade trends, import market shares and other key data to help you forecast new markets, assess the competition and plan production.

Contact:

Tel: 1-800-328-6189 or (613) 954-5431
Fax: (613) 954-5031
E-mail: TDO@ic.gc.ca
Internet: <http://strategis.ic.gc.ca>