

## 2. TRADE COMMISSIONER SERVICES

### DFAIT Southeast Asia Division—Trade Development Section

DFAIT is the lead federal government department responsible for Canada's international trade and export development. About one third of the department's personnel is employed in trade and economic policy work and in promoting Canadian exports, investment and tourism.

DFAIT has a network of over 500 trade commissioners in Canada and abroad. The trade commissioner's role is to assist Canadian exporters and promote Canadian trade, investment and tourism. About half of these trade officers are posted outside Canada in Canadian embassies, high commissions and consulates. They monitor the host country's economic, political and social trends for their impact on trade relations with Canada. A full listing of Canadian trade commissioners is published in the Department's *Directory of the Canadian Trade Commissioner Service*, available from the InfoCentre at DFAIT in Ottawa, or from your local International Trade Centre.

DFAIT also has sectoral and geographic trade divisions that provide information on marketing opportunities around the world for individual product or service sectors. A list of DFAIT sectoral contacts is provided in the Department's guide *Trade Development Programs and Services*, available from the InfoCentre at DFAIT.

Ottawa-based DFAIT geographic trade officers for individual countries can provide advice on doing business in a particular market, help identify market opportunities, assist companies in their preparation for visits to potential markets, arrange participation in trade fairs and involve Canadian firms in visits to Canada by foreign buyers. Geographic trade officers are in contact with their counterparts in other federal and provincial departments and agencies. They can therefore advise Canadian exporters on the range of Canadian export development activities focused on the countries for which they are responsible.

The following contacts are responsible for markets in Southeast Asia region:

Director	Mr. Marius Grinius	Tel. (613) 996-8187
Deputy Director, Trade	Mr. Brian Casey	Tel. (613) 996-3667
Indonesia	Ms. Georgina Wainwright	Tel. (613) 992-0959
Philippines, ADB	Ms. Pam Hay	Tel. (613) 995-7659
Brunei, Malaysia, Singapore	Ms. Pamela O'Donnell	Tel. (613) 996-5824
Thailand and questions concerning Burma	Ms. Elizabeth Gammell	Tel. (613) 995-7662

The fax number for the Southeast Asia Division is (613) 944-1604.