



### **The Conference Board of Canada**

The Conference Board produces a variety of publications on economic conditions in Mexico. Direct comparisons of Canadian and Mexican economic sectors are published quarterly.

Tel: (613) 526-3280, Fax: (613) 526-4857

### **Customs Brokers and Freight Forwarders**

Customs brokers and freight forwarders are good information sources on shipping procedures, customs clearance and required documentation. Consult the yellow pages of your telephone directory for a listing of firms.

### **Export Development Corporation**

EDC provides financing or export insurance to Canadian companies in Mexico. Loans, loan guarantees, lines of credit, specialized credit and insurance coverage are available.

Tel: (613) 598-2500, Fax: (613) 237-2690

### **Department of Foreign Affairs and International Trade (DFAIT)**

The Latin American and Caribbean Trade Division of DFAIT provides companies with general and sector-specific information. Examples include economic data, details of upcoming trade fairs, market intelligence, implications of the NAFTA and information on export programs. To request publications, use the InfoEx order form at the end of this guide.

For advice or further information, contact:

Tel: (613) 996-5546, Fax: (613) 943-8806

The library at DFAIT maintains a collection of international business materials, statistics and electronic sources of information, and is open to the public.

Tel: (613) 992-6150, Fax: (613) 944-0222

### **Financial Institutions**

Most banks and larger financial service companies have international trade divisions in Canada, and many have regional representation in Mexico. Many also publish useful documents on doing business in Mexico and financing trade.

### **Industry Associations**

Many Canadian industry associations have commissioned NAFTA impact studies. In addition, association directories may identify companies that have export experience in Mexico, or that participate in trade fairs and missions.

### **Industry Canada**

Industry Canada's mandate is to improve the competitiveness of Canadian industry. Trade officers can assist with the marketing abroad of Canadian goods and services. A variety of sector-specific information and programs is available. Consult the blue pages of your telephone directory to locate the office nearest you, or contact the Department in Ottawa.

Tel: (613) 954-2788, Fax: (613) 954-1894

### **International Trade Centres**

Federal government International Trade Centres should be the initial point of contact for the exporter. Each trade centre has an officer responsible for Mexico or Latin America. Assistance is provided with export readiness, market research and market planning. The centres also explain government programs and can arrange contact with trade officers in Mexico.

|                |                                    |
|----------------|------------------------------------|
| Vancouver:     | Tel: (604) 666-0434, Fax: 666-8330 |
| Whitehorse:    | Tel: (403) 667-3925, Fax: 668-5003 |
| Edmonton/      |                                    |
| Yellowknife:   | Tel: (403) 495-2944, Fax: 495-4507 |
| Calgary:       | Tel: (403) 292-6660, Fax: 292-4578 |
| Saskatoon:     | Tel: (306) 975-5315, Fax: 975-5334 |
| Regina:        | Tel: (306) 780-6325, Fax: 780-6679 |
| Winnipeg:      | Tel: (204) 983-8036, Fax: 983-2187 |
| Toronto:       | Tel: (416) 973-5053, Fax: 973-8161 |
| Montreal:      | Tel: (514) 283-8185, Fax: 283-8794 |
| Moncton:       | Tel: (506) 851-6452, Fax: 851-6429 |
| Charlottetown: | Tel: (902) 566-7400, Fax: 566-7450 |
| Halifax:       | Tel: (902) 426-7540, Fax: 426-2624 |
| St. John's:    | Tel: (709) 772-5511, Fax: 772-5093 |

or 772-2373