

## 11. KEY CONTACTS

### CANADIAN GOVERNMENT DEPARTMENTS AND SERVICES IN CANADA

#### DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE

Department of Foreign Affairs and International Trade (DFAIT) is the Canadian federal government department most directly responsible for trade development. The **InfoCentre** is the first contact point for advice on how to start exporting; it provides information on export-related programs and services; helps find fast answers to export problems; acts as the entry point to DFAIT's trade information network; and can provide interested companies with copies of specialized export publications.

##### InfoCentre

Tel.: 1-800-267-8376 or

(613) 944-4000

Fax: (613) 996-9709

FaxLink: (613) 944-4500

The Latin America and Caribbean Trade Division promotes trade with Mexico. There are several trade commissioners at the Embassy of Canada in Mexico City, and there is a satellite office in Monterrey. Trade Commissioners can provide a range of services including introducing Canadian companies to potential customers in Mexico, advising on marketing channels, assisting those wishing to participate in trade fairs, helping identify suitable Mexican firms to act as agents, and compiling credit and business information on potential foreign customers.

Latin America and Caribbean Trade Division (LGT)  
Department of Foreign Affairs and International Trade  
Lester B. Pearson Building  
125 Sussex Drive  
Ottawa, ON K1A 0G2  
Tel.: (613) 996-5547  
Fax: (613) 943-8806

#### INTERNATIONAL TRADE CENTRES

International Trade Centres have been established across the country as a convenient point of contact to support the exporting efforts of Canadian firms. Co-located with the regional offices of Industry Canada (IC), the centres operate under the guidance of DFAIT and all have resident Trade Commissioners. They help companies determine whether or not they are ready to export; assist firms with marketing research and market planning; provide access to government programs designed to

promote exports; and arrange for assistance from the Trade Development Division in Ottawa and trade officers abroad. Contact the International Trade Centre nearest you:

**British Columbia:** Scotia Tower  
900-650 West Georgia Street  
P.O. Box 11610  
Vancouver, BC V6B 5H8  
Tel.: (604) 666-0434  
Fax: (604) 666-8330

**Yukon:** 300 Main Street  
Room 210  
Whitehorse, YT Y1A 2B5  
Tel.: (403) 667-3925  
Fax: (403) 668-5003

**Alberta and Northwest Territories:** Canada Place  
9700 Jasper Avenue  
Suite 540  
Edmonton, AB T5J 4C3  
Tel.: (403) 495-2944  
Fax: (403) 495-4507

510-5th Street S.W.  
Eleventh Floor  
Calgary, AB T5P 3S2  
Tel.: (403) 292-6660  
Fax: (403) 292-4578

**Saskatchewan:** 119-4th Avenue South  
Suite 401  
Saskatoon, SK S7K 5X2  
Tel.: (306) 975-5315  
Fax: (306) 975-5334

1919 Saskatchewan Drive  
Sixth Floor  
Regina, SK S4P 3V7  
Tel.: (306) 780-6325  
Fax: (306) 780-6679

**Manitoba:** 330 Portage Avenue  
Seventh Floor  
P.O. Box 981  
Winnipeg, MB R3C 2V2  
Tel.: (204) 983-8036  
Fax: (204) 983-2187

