

## **EXPORT ORIENTATION/ TRAINING PROGRAMS (NEBS, NEXOS)**

DFAIT offers two training programs to help small and medium-sized Canadian companies expand into selected export markets.

### **A) New Exporters to Border States (NEBS)**

NEBS is for Canadian companies that have not previously exported but that are "export-ready." Participants go to a Canadian trade office across the U.S. border for a one- or two-day "walk-through" course on the entire process of exporting. Experts give information on documentation and customs procedures, banking, insurance, agents, distributors and other topics. Canadian trade commissioners advise on marketing strategies and help identify contacts for follow-up meetings with manufacturers' representatives and potential U.S. buyers. The program pays return transportation costs.

**For more information on NEBS, contact the International Trade Centre nearest you (see Table of Contents) or:**

United States Trade and Investment Development  
Division (UTI)  
Department of Foreign Affairs and International Trade  
125 Sussex Drive  
Ottawa, Ontario K1A 0G2  
Telephone: (613) 944-6577

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