

The term "trading house" is a catch-all phrase used to describe companies engaged in the exporting (and/or importing) of goods produced or manufactured by others and in the provision of ancillary services. These services may include market research, export management, export documentation, freight forwarding, insurance and financing. Export merchants, management companies, agents and brokers, foreign-project procurement specialists and buying houses fall under this definition.

By their very flexible nature, trading houses are also adept at handling package deals and tenders consisting of a varied number of products from different producers. The directory also contains a section on how its information can be best utilized and a list of specific factors to be considered in contracting with a trading house to export products.

FOR FURTHER INFORMATION, CONTACT:

Michael J. Reshitnyk (613) 593-7981