

## NEW TO THE WORLD OF EXPORTING?

### Get closer to success with your Virtual Trade Commissioner

Your organization is preparing to export, but with so much information out there, where do you begin? Am I ready to export? Are my export plan and marketing strategy sound? Do I have the resources to export? How do I establish the right business relationships in my target market? The answers and assistance you need are at your fingertips.

Now, in collaboration with the Regional Offices of the Canadian Trade Commissioner Service, the Virtual Trade Commissioner can help smooth your company's path to exporting.

#### How does it work?

Through your Virtual Trade Commissioner—an interactive Web page tailored to your company's international business interests—you can access our network of trade commissioners across Canada, request export services on-line and receive business leads and current information targeted to your sector and markets. Registering for your Virtual Trade Commissioner will give you a full range of trade development services and assistance from your Regional Office, including:

#### • One-on-one export help

We help you implement your export strategy and recommend other specialized export services.

#### • Market and industry information

We analyze and provide up-to-date foreign market information and business intelligence to guide your export strategy and plans.

#### • Advice on export financing

We offer valuable advice on export financing, including information on costs and risks of entering and expanding in foreign markets.

#### • Trade fairs, missions and events

We provide recommendations for trade fairs and trade missions that match your company's needs.

Exporting can be challenging, but you don't have to go it alone. Register today for your Virtual Trade Commissioner at

[www.infoexport.gc.ca](http://www.infoexport.gc.ca)



# 2005 Canada Export Awards Prix d'excellence à l'exportation canadienne

IN TODAY'S GLOBAL MARKETPLACE, it is critical for Canadian companies to compete on an international level. The 2005 Canada Export Awards celebrate Canada's best companies of the year and the individuals who drive their success. These companies have made significant contributions to Canada's economy and have built a niche for themselves in world markets. We salute this year's winners.

To learn more about the Canadian Trade Commissioner Service and how we can help your company succeed in international markets, visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca).

SUR LES MARCHÉS MONDIAUX ACTUELS, il est essentiel que les entreprises canadiennes puissent se mesurer à leurs concurrents internationaux. Les Prix d'excellence à l'exportation canadienne 2005 rendent hommage aux meilleures entreprises canadiennes de l'année et aux individus qui sont à l'origine de leur réussite. Ces entreprises ont fait une contribution importante à l'économie canadienne et se sont taillé une place de choix sur les marchés mondiaux. Nous adressons nos félicitations aux lauréats de cette année.

Pour mieux connaître le Service des délégués commerciaux et apprendre comment nous pouvons aider votre entreprise à réussir sur les marchés internationaux, consultez [www.infoexport.gc.ca](http://www.infoexport.gc.ca).

