

## Canada in the Upper Midwest and Rocky Mountain States

— Continued from page 10

U.S. Connection

experience (collectively) in marketing Canadian businesses, large and small. As with most posts abroad, the managers are Canadian Trade Commissioners, while the Business Development Officers and Trade Assistants are professionals with experience in the local market. Members of our locally engaged business development staff have won awards for their excellent service, and as a whole, the Minneapolis team prides itself on the personal approach it takes to bringing new business to Canadian firms.

We also work closely with our Team Canada Inc federal and provincial partners. Together, our goal is to provide the information and intelligence necessary to help you increase exports to our territory and to stimulate investment from this region into Canada.

### Increasing Canada's market share

It would not surprise us to hear that you have already participated in one of our programs, or met

a member of the Minneapolis Business Development Team in Canada. One of our main goals is to communicate with as many new and experienced exporters as possible through a multi-level approach. We attend trade shows



On October 1, 1999, the Canadian Consulate General in Minneapolis welcomed its new Consul General, Susan Thompson. Formerly Mayor of the City of Winnipeg, Thompson knows the region well and brings a great deal of experience and enthusiasm to the post.

Canadian businesses can expect to continue to receive a high level of service during her stay in Minneapolis. Look for a more detailed article about Thompson in a future edition of CanadExport.

in Canada, work with federal and provincial partners to deliver export seminars from coast to coast and actively participate in outreach programs throughout

Canada. On the United States side of the border, we have become well respected for our New Exporters to Border States (NEBS) missions, as well as Rep Locators, which we hold for a variety of business sectors.

We also get the word out through industry newsletters and market studies. Our objective is to go beyond what is expected to satisfy our clients and come up with new ways to increase Canada's presence in this exciting market.

### The Minneapolis Post Internet Site

A full range of information on our territory is available on our Internet site. We invite you to visit us at [www.dfait-maeci.gc.ca/minneapolis](http://www.dfait-maeci.gc.ca/minneapolis)

Further enquiries may be directed to Wayne Robinson, Consul and Senior Trade Commissioner, tel.: (612) 332-7486, ext. 3806 or Jim Holt, Consul and Trade Commissioner, tel.: (612) 332-7486, ext. 3809.

## Looking to Do Business with the U.S. Federal Government?

Opportunities are just a key stroke away at the Internet site ([www.gsa.gov](http://www.gsa.gov)) of the General Services Administration (GSA), which facilitates purchases by the U.S. government — “the world's largest consumer” — and the Electronic Posting System site at [www.eps.gov](http://www.eps.gov). More GSA opportunities are listed on the site of the Canadian Embassy in Washington, D.C. ([www.canadianembassy.org](http://www.canadianembassy.org)) and periodically in *CanadExport*.