

national defence and public safety. The co-locators with the largest representation abroad are the Government of Québec and Export Development Canada.

## DFATD POSITIONS AT REGIONAL AND SATELLITE OFFICES IN CANADA

The regional network in Canada serves as a catalyst for the advancement of DFATD's Global Commerce Strategy.

On March 31<sup>st</sup>, 2013, following a restructuring and refocusing initiative, Canada's Network included 11 regional offices (RO) and five satellite offices (SO), with at least one in every province. Regional offices proactively encourage and facilitate Canadian businesses to enter new markets abroad. Their chief mandate is to acquire and develop clients, and connect them to global opportunities through DFATD's international network. The offices are convenient points of entry to the Trade Commissioner Service and to the services available through the network of more than 150 trade offices around the world.

The services delivered by regional offices also complement those delivered by DFATD's international trade offices, resulting in, among other targets, the attraction of foreign-direct investment in Canada, as illustrated by the example below.

**FIGURE 13**  
**Regional and Satellite Offices Across Canada:**  
**Numbers of Positions**

Regional and Satellite Offices	Positions
St. John's	4
Halifax	7
Charlottetown	3
Moncton	3
Montréal (RO) and City of Québec (SO)	28
Toronto (RO); Ottawa, Waterloo and London*(SO)	32
Winnipeg	4
Regina	2
Saskatoon**	1
Edmonton	10
Calgary	6
Vancouver (RO) and Victoria (SO)	20
<b>Grand Total</b>	<b>120</b>

Source: HRMS, March 31, 2013 and the Regional Office Strategy and Operations Division.

\* The Windsor satellite office was moved to London in 2012-2013.

\*\* The Saskatoon RO was closed in 2012-2013 but one employee was still in place as of March 31, 2013.

*"Almirall, an international pharmaceutical company based in Spain, expanded its global presence in 2012 by establishing a new affiliate in Mississauga, Ontario after having considered other locations. Almirall plans to create over 45 new jobs in Canada. The decision to base its Canadian headquarters was made with the support of the Trade Commissioner Service of Foreign Affairs and International Trade Canada, in Spain and in Canada."*

—Ed Dybka, General Manager, Almirall Canada



Almirall Sant Feliu R&D centre in the outskirts of Barcelona (Spain)