
Seattle - Jane Hardessen Shaw
Washington, D.C. - Connie Connor

Canadian engineering firms should, however, have reasonable expectations of what can and cannot be conducted by government officials abroad. While officers in both departments attempt to assist all Canadian companies, they concentrate their efforts on small and medium size companies that are "export ready". There are obviously many such companies in Canada and officers are consequently faced with a multitude of demands. Further advice regarding how to benefit from Canadian government services is presented in Section Thirteen.

10.6 Industry Associations and Lobby Groups

While the numbers and combinations of firms in these sectors are too numerous to conduct any detailed assessment in this study, we have provided below the location and telephone number for some appropriate industry associations. More detailed information on American "national associations" can be found in the Encyclopedia of Associations, a reference which describes 22 thousand associations⁵ in the United States, providing:

- name, address and telephone numbers;
- Executive Director or other contact;
- number of members;
- focus of organization;
- upcoming shows, meetings, conventions; and
- organization's publications and periodicals.

Information or copies of this reference may be obtained from the Encyclopedia of Associations, Gale Research Company in Detroit at (313) 961-2242. The cost is \$US 305 for the three-volume set. The same firm produces a five-volume document which describes 47 thousand "regional, state and local" associations and which costs \$US 405 for the set or \$US 95 per geographic region (five in total). Local business libraries and government offices might have copies of these documents.

Further information on Canadian associations is available from the Directory of Associations in Canada, produced by Micromedia in Toronto. The document costs \$C 190 and can be obtained by calling (416) 362-5211 or toll-free at (800) 387-2689. This publication describes 20 thousand Canadian organizations (including around 70 environmental groups).

⁵ This comprehensive guide also lists 54 "Elvis" organizations, including the Elvis Presley Fan Club of Luxembourg.