

Statistics Canada
Information Section,
International Trade Division
Jean Talon Building
Tunney's Pasture
Ottawa, Ontario K1A 0T6
Tel: (613) 990-9647

Statistics Canada (StatsCan) prepares and publishes a wealth of statistical information of interest to exporters. It will also prepare special tabulations of unpublished data to meet the specific needs of users. The StatsCan library has an extensive collection of foreign trade reports and other trade information published by sources abroad. Statistics Canada regional offices and local public libraries are also often useful sources of statistical reports and information.

Canadian Chamber of Commerce
Head Office
International Affairs Division
200 Elgin Street
Suite 301
Ottawa, Ontario K2P 2J7
Tel: (613) 238-4000
Telex: 053-3051

The Canadian Chamber of Commerce and chambers of commerce and boards of trade in a number of centres carry out a broad range of activities designed to promote Canadian trade. These include seminars and conferences providing information on specific markets, documentation services required for exporting, and programs to put Canadian companies in touch with foreign buyers. The chamber also administers a series of bilateral and regional trade councils and recently opened a Canadian trade office in Taipei, Taiwan, the only permanent trade presence in that market. (See also Canadian Chamber of Commerce under Documentation later in this section.)

Canadian Exporters' Association
99 Bank Street
Suite 250
Ottawa, Ontario K1P 6B9
Tel: (613) 238-8888
Telex: 053-4888

The Canadian Exporters' Association is a private national, non-profit organization that has worked for the enhancement and promotion of Canadian exports since 1943. Membership is made up of some 500 Canadian companies of all sizes and from every industry sector with interests in export trade. Among the services provided to members are three regular newsletters: *Export News*, *Export Digest* and *Export USA* which feature concise but comprehensive information covering the entire spectrum of activities in the world of international trade.

The Canadian Manufacturers' Association
Head Office
Export Department
One Yonge Street
Suite 1400
Toronto, Ontario M5E 1J9
Tel: (416) 363-7261
Telex: 065-24693

With its national headquarters in Toronto, the Canadian Manufacturers' Association (CMA) operates 7 regional divisions, 22 branches and 11 offices across Canada. The CMA was an early starter in Canadian international trade.

CMA's agents were the forerunners of the official Canadian Trade Commissioner Service. As part of its international trade activities on behalf of Canadian manufacturers, the CMA publishes *World Trade News* monthly and *Canadian Trade Index* annually as

well as regular *Export Bulletins* and manuals on such topics as Understanding Export and Countertrade Advice for Exporters. It also conducts courses on export documentation, seminars on export marketing and organizes and escorts outgoing Canadian and incoming foreign trade missions.

Canadian Commercial Corporation
Head Office
Metropolitan Centre, 11th Floor
50 O'Connor Street
Ottawa, Ontario K1A 0S6
Tel: (613) 996-0034
Telex: 053-4359

A Crown corporation reporting to the Minister for International Trade, the Canadian Commercial Corporation (CCC) acts as prime contractor when foreign governments and international agencies wish to purchase goods and services from Canadian sources on a government-to-government basis. In responding to such requests, CCC identifies Canadian sources, obtains bid opportunities for suppliers and certifies their capability to perform. In addition to participating in negotiations, the corporation follows through on contract management, inspection, acceptance, shipping, payment to suppliers and collection from customers. Its participation helps to reduce the complexity of export sales for Canadian firms and often encourages foreign customers to deal with smaller or less well-known suppliers, since buyers have the comfort of dealing on a government-to-government basis through CCC.