

### TRADE ASSOCIATIONS EXPORT DEVELOPMENT

In 1987, EAITC identified 265 Canadian industry associations that expressed an interest in expanding their activities to include trade promotion. Financial assistance permits associations, with otherwise limited capacity, to undertake such promotion, to hire export marketing coordinators, develop educational programs or work on implementing an overall export strategy for their members. Partnerships with industry associations expand the capacity of EAITC to deliver its programs to a much broader array of Canadian businesses in all regions.

### MARKET STUDIES AND SEMINARS

A number of focused market studies are being undertaken in specific sub-sectors for dissemination to Canadian manufacturers, to help them better target their export promotion activities in the US. To gain maximum benefits from studies completed or updated, EAITC sponsors seminars and workshops for industry groups on specific results of their findings. This ensures new US market information is conveyed to exporters and that departmental programs are adequately publicized to all potential participants.

### CONTACT POINTS FOR ADDITIONAL INFORMATION ON US

Trade Promotion Activities (Participation in US Fairs and Missions)	Tel: (613) 991-9480 Fax: (613) 990-9119
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Investment Development	Tel: (613) 993-7348
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Tourism Development	Tel: (613) 998-8822
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Government Procurement	Tel: (613) 991-2100 Fax: (613) 990-9119
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FTA Coordination	Tel: (613) 991-2028
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#### Market Access

<i>Tariffs and Markings</i>	Tel: (613) 993-5078 Fax: (613) 990-9180
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<i>Rules of Origin</i>	Tel: (613) 993-5061 Fax: (613) 993-5060
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Temporary Entry for Business Visitors	Tel: (613) 993-6306
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Publications (Info Export)	Toll free: 1-800-267-8376 Fax: (613) 996-9709
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### IMPORTS TO CANADA FROM THREE PILLAR REGIONS

