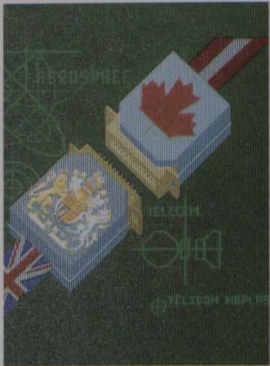


Where to get help with trade enquiries



Plug into Canada: Government offices in the UK can help set up trade connections

One way to find out about investment and trade opportunities with Canada is through the Canadian government trade commissioners in embassies, consulates and high commissions around the world.

In the UK, the Commercial/Economic Division of the Canadian High Commission in London and the Canadian Consulate General in Glasgow offer practical assistance by

- providing detailed information to UK business on sources of supply for Canadian products, services and technologies;
- informing Canadian companies of commercial prospects and market conditions in the United Kingdom;
- putting Canadian companies seeking product representation in Britain in touch with UK agents and importers;
- organising visits to Canada for British business-

men to meet with suppliers or to explore direct investment in Canada;

- putting Canadian and British manufacturers in touch with each other for sub-contracting or manufacturing under licence arrangements;
- assisting agents and distributors of Canadian products with display, merchandising aids, shows and seminars to promote sales of Canadian products in the UK;
- supporting the travel industry in marketing tourism in Canada;
- seeking out UK firms and counselling them on direct investment in Canada;
- encouraging the supply of Canadian goods and services to other countries, by putting Canadian firms in contact with financial, engineering and international project development companies located in Britain;
- promoting UK-Canada collaboration in the fields of science and technology.

Key trade and investment contacts within the Canadian government in Britain

London

Canadian High Commission
Macdonald House
1 Grosvenor Square
London W1X 0AB
Tel 01 629 9492
Telex 261592 (CDALDN G)



Sketch: Malcolm SurrIDGE

Minister (Commercial/Economic)
L. James Taylor

General enquiries
Carol Fox, Commercial Librarian

Agriculture, Fisheries, Resources and Related Products

John A Dawson, Counsellor (Commercial)
Agriculture, fisheries, resources, machinery, equipment and services.

R Bruce Gourlay, Counsellor
(Forest Products)

George D Cooper, Commercial Officer
(Agriculture and Fisheries)

Basil M Fillmore, Commercial Officer
(Agriculture)

Cyril I Rooke, Commercial Officer
(Forest and Building Products)

Kenneth P Scott, Commercial Officer
(Metals, Minerals and Energy)

Science, Technology and Environment

Donald Crosby, Counsellor (Science)

Manufactures, Defence, International Finance and Third Country Operations

Colin Russel, Counsellor (Commercial)
International project development, consulting services, equipment supply, financing and other operations in third country markets.

Ed Gorn, Counsellor (Commercial)
Aerospace, defence industries, equipment services

David Dix, Counsellor (Commercial)
Industrial development and client investment in Canada

John Mercer, Commercial Officer
(Manufactured Products)

George Edwards, Commercial Officer
(High Technology Products)

Commercial Policy and Economic Relations

Economic affairs, trading environment and market access, financial services, transportation, international commodity agreements.

Roger Ferland, Counsellor
(Commercial/Economic)

Nancy Stiles, Counsellor
(Economic)

Sheila Nelles, Counsellor
(Transportation)

Russell Merifield, First Secretary
(Commercial)

Tourism Canada

Canada House
Trafalgar Square
London SW1Y 5BJ
Tel 01 629 9492



Frank Galipeau, Counsellor (Commercial)
Marketing and communications

Paul Scoffield, First Secretary (Commercial)
Holiday Travel and trade promotion

Michael Alexander, First Secretary (Commercial)
Meetings and incentive Travel, research programmes

Cynthia Alcantra, Tourism Officer
Special promotions to the trade

John Munro, Tourism Officer
Research, meetings and incentive travel

Glasgow

Canadian Consulate General
Ashley House
195 West George Street
Glasgow G2 2HS
Tel 041 248 3026

All trade enquiries relating to Scotland and Northern Ireland

Wes Huxtable, Consul and Trade Commissioner

Bob Banks, Commercial Officer

Sketch: Max Pemberton

Front Cover

Verandah by Alex Colville, 1983, acrylic polymer emulsion, 80x80cm

Photo: Mira Godard Gallery, Toronto