

Information and advice on trade rules and regulations

Associations provide technical information and advice on import-export rules and regulations and offer consulting services on specific issues. Associations need to become more familiar with the tools available from DFAIT that could be used to assist their membership.

Trade negotiations

There may be potential for associations to play a role in trade negotiations with target partners using their important contacts to obtain information and comments regarding proposed policy etc.

Advocacy

Associations do advocacy work with the Canadian government and foreign governments.

Technical support for business start-ups

Associations provide technical support for business start-ups in foreign markets.

Team Canada's 1-888 number

The associations should offer members information that can also be obtained through Team Canada's 1-888 number. The associations and DFAIT can also seek to coordinate their provision of information on matters such as technical barriers to exporting and import-export rules and regulations.

International Business Opportunities Centre (IBOC)

Some associations offer services which, on paper at least, are similar to those offered by DFAIT's International Business Opportunities Centre (IBOC). This Centre and some of the associations could look into developing a closer partnership.