

## INTRODUCTION

This directory of trade contacts in provincial and territorial governments has been compiled to help Trade Commissioners know who their counterparts are in the area of trade development, policy and promotion. It also contains the names of contacts in other key sectoral ministries that have a trade mandate, by province. It is intended for internal use only and will be distributed to units in headquarters, regions and posts.

In carrying out the broad variety of tasks expected of the Trade Commissioner Service, we rely on the network of ten **International Trade Centres (ITCs)** located within the regional offices of Industry, Science and Technology across Canada. Headed by a Senior Trade Commissioner (STC), each ITC serves as the regional office of External Affairs and International Trade Canada. As such, the STCs maintain working relationships with their provincial counterparts and are the primary point of contact with provincial/territorial governments.

As projects or issues require you to communicate directly with trade representatives in a given province or territory, please remember to make your ITC colleagues aware of developments in order that they may function optimally as our representatives in the regions. As one example, the appropriate ITC should be routinely copied on any correspondence between headquarters or posts and their provincial/territorial counterparts.

A list of the **International Trade Centres** with their addresses and names of the Senior Trade Commissioner is included in this directory for your convenience.



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