

TO HELP COMPANIES SEEK THESE OPPORTUNITIES, GOVERNMENTS OFFER A BROAD RANGE OF TRADE SUPPORT PROGRAMS AND MECHANISMS. DURING EXPORT TRADE MONTH, WE HIGHLIGHT THESE PROGRAMS SO THAT BUSINESS PEOPLE, PREPARED TO EXAMINE THE EXPORT OPTION, ARE AWARE THAT THEY DON'T HAVE TO GO IT ALONE. TRADE-SUPPORT MECHANISMS PROVIDED BY GOVERNMENT ARE PRACTICAL AND FOCUSED, AND I WANT TO MAKE THEM EVEN BETTER.

OVERSEAS SERVICES ARE PROVIDED BY OUR TRADE COMMISSIONERS, WHO CAN OFFER ADVICE ON FOREIGN MARKETS - THE IMPORT AND CURRENCY REGULATIONS, RULES ON JOINT VENTURES AND LOCAL LABOR CONTENT, ACCESS QUESTIONS AND A VARIETY OF OTHER ISSUES AND PROBLEMS WHICH EXPORTERS MAY CONFRONT. A NUMBER OF TRADE COMMISSIONERS FROM OUR 14 POSTS IN THE UNITED STATES ARE HERE WITH US TODAY TO ASSIST THE CANADIAN TRANSIT MANUFACTURERS AT THIS TRADE FAIR.

OTHER SERVICES AND PROGRAMS AVAILABLE TO THE EXPORTER INCLUDE PEMD, THE PROGRAM FOR EXPORT MARKET DEVELOPMENT, WHICH CAN PROVIDE FUNDING FOR EXPLORATION OF NEW MARKETS ON A "PAY IT BACK IF YOU SUCCEED" BASIS. TRADE FAIRS PROVIDE ANOTHER VEHICLE: OUR TRADE PROFESSIONALS CAN ASSIST YOU IN MAKING YOUR PRODUCT OR SERVICE BETTER KNOWN, VIA THE HUNDREDS OF TRADE FAIRS CANADIANS PARTICIPATE IN ANNUALLY AROUND THE WORLD. AND ASSISTANCE IS OFFERED TO THOSE WHO MAY BENEFIT FROM "INCOMING" TOURS OF FOREIGN BUYERS, OR "OUTGOING" CANADIAN MISSIONS TO FOREIGN MARKETS OF INTEREST. EXPORT INSURANCE AND FINANCING ARE OTHER MEANS BY WHICH GOVERNMENT SUPPORTS TRADE DEVELOPMENT EFFORTS.