

Canadian Perspectives

Mr. Edward R. Siedlak, President,
Black Clawson Canada Ltd., Ville St-Laurent, Quebec

I believe that the Team Canada mission approach is the best concept that has been developed so far to generate export sales. I'm saying this after having over 25 years of experience selling services and turnkey packages to foreign markets.

Mr. Guy Nelson, Vice-President and Director,
Bracknell Airport Development Corporation, Toronto, Ontario

We expedited ongoing negotiations with the Indonesian government because of the visit. It provided a cost effective overview of three countries we do not export to, namely India, Pakistan and Malaysia. It provides a good opportunity to network among Canadian businesses active in a particular market.

Mr. Barry Ellis, DETAC Corporation, Innisfail, Alberta

The Team Canada mission helped to give legitimacy to a small business working overseas. It has opened doors and raised the profile of our work overseas. The High Commission in Malaysia has been particularly helpful in getting four new activities under way with new clients.

Mr. L.C. Barrett, President,
Emerson Electric Canada Limited, Markham, Ontario

Exports are a very important segment of our economy and 80 per cent go to the United States. Any businessman knows that 80 per cent with one customer is too risky. The Government of Canada acts as an organizer to bring together the various companies that can represent Canada as a reliable supplier. In so far as we are successful, jobs are created and that's an investment with a decent payback for Canada.