

Capital Projects Abroad: Role of Canadian consultant in identifying prospects abroad, pursuing and winning foreign contracts and maximizing Canadian content in these.

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Trade Commissioner with previous postings in Argentina, Chile, Peru, Jamaica, Australia, Britain and Spain. Three years as Regional Finance Manager, EDC, for Central America and the Caribbean. Presently Director of International Marketing, under Executive Interchange Program, for The SNC Group, Montreal.

Federal Government Assistance Available to Canadian Exporters

Canadian Government Role in Trade Promotion

Canada-U.S. Trade Relations

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Born St. Catharines, Ontario, 1938. Served in the Royal Canadian Air Force as a fighter pilot and pilot instructor 1956-64. Graduated St. Patrick's College, B.Comm., 1967. Joined the Trade Commissioner Service 1967. Served New Orleans 1968-71; Vienna (covering Romania and Bulgaria) 1971-74; Ottawa 1975-76 (Pacific, Asia, Africa and Middle East Bureau); Buffalo 1976-81; and Ottawa, 1981 - present. Currently serving as Deputy Director, Policy and Operations Division, U.S.A. Trade Development Bureau.

Canada's Trade Relations with particular reference to the United States

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Born Rio de Janeiro, Brazil, 1935. B.A. Oxford University (1957); Government of Rhodesia and Nyasaland (1958-1962); Secretariat of GATT (General Agreement on Tariffs and Trade), Geneva, Switzerland (1962-1968); Department of Industry, Trade and Commerce (1968-1975); Minister-Counsellor (Commercial), Canadian Embassy, Washington, D.C. (1976-1979); Director General, Bureau of Asian and Pacific Affairs, ITC (1980);