
VI. YOUR BUSINESS VISIT TO THE SOUTHWEST

There is no substitute for the personal visit. Correspondence, while better than nothing, does not excite the sophisticated businessman. He wants to be shown.

Services of the Trade Commissioner

The Commercial Division of the Canadian Consulate in Dallas is equipped to function as the liaison between Canadian and local U.S. business and industry. It actively seeks business opportunities for Canada in the post territory and relays these to firms thought to be interested and capable. Potential buyers and sellers are introduced, and guidance is provided to either as required. Market surveys of reasonable proportions are conducted on behalf of Canadian firms and agents, distributors or other outlets recommended. The reception room of the Consulate is available for product displays and in-office shows. Hours of the Consulate are 8:30 a.m. to 5:00 p.m., Monday through Friday.

When planning your first business visit to the Southwest, advise the Commercial Section of the Consulate well in advance of your arrival. Good preparation should increase your chances of success.

When to Go

The best time to visit Dallas is during the Spring or Fall. Avoid the Christmas-New Year holiday period and the July-August vacation period.

How to Get There

Airlines

Air Canada offers direct flights from Montreal-Toronto to Dallas and Houston. Service is also provided between other points in Canada and cities in this terri-