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## VII. APPENDICES

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### APPENDIX A — YOUR ROAD MAP

The purpose here is to help you to plan and organize your pursuit of markets with the ADB. Have you...

#### In Canada

- contacted the ADB project representative in the Africa Trade Development Division (GAT) of External Affairs (tel: (613) 990-8133) or the international trade representative in the Department of Regional Industrial Expansion (DRIE) of your province?
- consulted the following documentation: the annual loan program, the latest quarterly summary of projects, and the project evaluations?
- discussed your market development plan with the ADB project representative in the Africa Trade Development Branch (GAT)?
- contacted the Canadian Embassy in Abidjan (telex 23593) to obtain information on the latest project stage, and the schedule for preparation and probable execution of the project?
- contacted, if necessary, the Canadian Embassies or their offices in the ADB project countries to inform them of the purpose of your visit and to arrange a meeting with those responsible for carrying out the project?
- consulted with the authorities in Canada (embassy, consulate, etc) of the countries receiving the ADB loan to gain information about the entry requirements for these countries (visa, vaccination, etc.)?

#### In the Project Country

- presented the professional references of your company to the project director, left a "letter of intent" officially expressing your desire to participate in the project, along with your company's brochures?
- explored, identified and started discussions to associate yourself with a local company or to find an agent?
- followed up your meetings with the Canadian commercial delegate accredited to the country receiving the loan, or if necessary, with the CIDA field representative?