



opportunities. The Government's trade and investment promotion programs, including the highly successful Team Canada trade missions abroad and New Exporters programs, encourage Canadian exporters and investors, particularly small and medium-sized enterprises, to take full advantage of international opportunities. The expansion of the Team Canada Inc service network to 20 federal organizations is designed to provide single-window access to Canadian business. This allows for a better co-ordinated strategic approach across the three core international business development departments: Foreign Affairs and International Trade, Industry Canada, and Agriculture and Agri-Food Canada.

Federal Government Members of the Team Canada Inc. On-line Virtual Trade Agency

Foreign Affairs and International Trade
Industry Canada
Agriculture and Agri-Food Canada
Export Development Corporation
Canadian International Development Agency
National Research Council
Statistics Canada
Canadian Commercial Corporation
Environment Canada
Canada Mortgage and Housing Corporation
Human Resources Development Canada
Transport Canada
Heritage Canada
Natural Resources Canada
Revenue Canada
Indian Affairs and Northern Development
National Farm Products Council
Développement économique Canada
Atlantic Canada Opportunities Agency
Western Economic Diversification.

The Government's concerted efforts to enhance access to foreign markets go hand-in-hand with the export and investment marketing activities presented in Team Canada Inc's 3 year Business Plan. For instance, DFAIT's new Global Opportunities (GO) Teams of Trade Commissioners are dispatched to liberalizing markets (e.g., Mexico and Chile) to exploit these connections. In addition, the positioning of additional Trade Commissioners in priority emerging markets helps Canadian suppliers and investors get the most out of market access openings.

We'd Like to Hear from Canadians Doing Business Abroad

Foreign Affairs and International Trade consults industry on market access issues through a variety of means including the newly formed private sector Team Canada Inc Advisory Board, which provides both market development and trade policy advice. This body engages the business community more directly, and complements the various Sectoral Advisory Groups on International Trade (SAGITs). We particularly welcome direct input from Canadian exporters and investors describing barriers they have encountered in foreign markets. Individuals, companies, industry associations and other interested organizations are encouraged to contact DFAIT with specific information on tariff or non-tariff barriers and other business irritants. Business people frequently alert Canadian Trade Commissioners and other DFAIT staff (such as agri-food or investment specialists based in markets around the world) to situations requiring local advocacy or troubleshooting. Often, these problems are reported to DFAIT headquarters for particular consideration from a strategic market access perspective. Business people are invited to report problems they are experiencing by communicating in strictest confidence to:

"Foreign Trade and Investment Barriers Alert"

Department of Foreign Affairs
and International Trade
125 Sussex Drive
Ottawa, Ontario K1A 0G2
Fax: (613) 992-6002
e-mail: eat@dfait-maeci.gc.ca

Business people are also encouraged to remain in touch with the Department on market access and other issues through its Web sites at www.dfait-maeci.gc.ca or www.exportsource.gc.ca. These sites contain additional information on many of the issues covered in this document.