

TRADE**COMMISSIONERS IN
CANADA AND ABROAD**

EAITC has a network of trade commissioners in Canada and abroad to assist Canadian exporters and to promote Canadian trade, investment and tourism.

Trade Commissioners in the department's International Trade Centres across Canada provide a range of services to potential and experienced exporters (see card 4: International Trade Centres).

Trade officers in Ottawa offer information and advice on export opportunities within specific product/service sectors, and within individual countries and regions (see cards 5 and 6: Sectoral Trade Divisions; Geographic Trade Divisions).

Trade Commissioners abroad help Canadian exporters undertake activities in individual target markets around the world. Trade Commissioners can:

- promote companies to local customers;
- advise on marketing channels;
- recommend appropriate trade fairs;
- identify suitable foreign firms to act as agents;
- help find credit and business information on potential foreign partners;
- intercede to help solve problems with duties, taxes or foreign exchange;
- advise on a country's current trade, business and financial environment and practices; and
- advise and assist with foreign joint ventures and licensing.

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