



## Annex B: Identifying companies using TRIO

### 1. Query: Canadian companies, from my Market and one of my Sectors.

The following are instructions on how to identify **Canadian companies** listed in TRIO that have an interest or are active in your **market**, according to an **industry sector**.

In TRIO, under the View “**My Canadian Clients**”, you will find the list of Canadian clients (Business and Partner) who have an interest or are active in your **market**.

Under that view, to identify which **Canadian Business clients** are from a specific **industry sector**, you will do a **Query**:

- ◆ Click on the screen tab “**Organizations**”.
- ◆ Select the View “**My Canadian Clients**”, which will display the list of Canadian clients in your **market**.
- ◆ Click on the button “**Query**”.

The screenshot shows the TRIO software interface. At the top, there's a menu bar with 'File', 'Edit', 'View', and 'Help'. Below it is a navigation bar with tabs: 'Home', 'Organizations' (selected), 'Contacts', 'Service Requests', 'Interactions', 'Leads/Opportunities', 'Events', 'Lists', and 'Calendar'. A 'View' dropdown is set to 'My Canadian Clients'. Below the navigation bar is a 'Canadian Organizations' section with a 'Query' button highlighted. A table lists several Canadian companies with columns for Type, Organization, Primary Activity, Home Page, Primary Contact, Markets, Sectors, Sub Sectors, Sub Sub-Sector, and Service Alerts.

Type	Organization	Primary Activity	Home Page	Primary Contact	Markets	Sectors	Sub Sectors	Sub Sub-Sector	Service Alerts
Canadian	S Marvelous Inc.	Manufacturer		Mark Burack	USA - Nor	Consumer Products			
Canadian	02 SPA BAR	Trading House/Dis	www.02spabar	Lizza Marie Charr	USA - Nor	Health Industries			
Canadian	1 800 Mascots	Manufacturer	www.1800mas	Shawn Hamilton	USA - Nor	Consumer Products			
Canadian	1 Litre Water Com	Manufacturer	www.1litre.com	Arie Sibonney	USA - Nor	Agriculture, Food & Beve			
Canadian	1000 Islands Trad	Trading House/Dis		Michelle Caron	USA - Nor	Agriculture, Food & Beve			
Canadian	100world.com Inc	Service	www.ebox.ca	David Marshall	USA - Nor	Information & Communica			
Canadian	1092313 Ontario	Broker/Agent/Dist		Abe Granat	USA - Nor	Agriculture, Food & Beve			Not Confirmed