INTRODUCTION

A flat domestic market meant exports were the only way to grow. We've tripled our sales in

nine years.

J.L. Leblanc, Vice-President, Marketing, Lab-Volt Limited, Montreal, Quebec, a 1987 Canada Export Award Winner

Information on items which are subject to import controls can be obtained by contacting the Special Trade Relations Bureau (ESD), Department of External Affairs, Lester B. Pearson Building, 125 Sussex Drive, Ottawa, Ontario, K1A 0G2, Clothing/Textiles:(613) 996-5361; Other: 996-0640.

In order to determine the types of items to import, contact should be made with the embassies and consulates of foreign countries represented in Canada as they are responsible for promoting their country's products here. You could also contact the Canadian Importers Association, 60 Harbour Street, Toronto, Ontario, M5J 1B7, Tel: (416) 862-0002.