

LATEST ISSUE  
~~DEMIER~~  
~~NUMERO~~

# CANAD<sup>E</sup>EXPORT

Vol.14, No. 6

APRIL 1996

April 1, 1996

*Becoming a Custom!*

## Consulate in Buffalo Facilitates Business at U.S. Border

**Success breeds success!**  
That's what the Canadian Consulate General in Buffalo, New York discovered in helping to initiate a seminar that would give Canadian exporters a better understanding of U.S. Customs rules and regulations.

Being knowledgeable on these matters ensures that Canadian exporters to the United States can avoid sometimes unpleasant and often unexpected delays at U.S. Customs.

So successful was the first seminar — on the steel sector — held February 29 in Hamilton, that seven more sectoral seminars on customs/import compliance are slated for Ontario between now

and November (see schedule on page 5).

And if imitation is the highest or sincerest form of flattery, the Canadian Consulate General in Buffalo has received serious inquiries about holding similar seminars in Quebec, Vancouver and Detroit!

### Seeds Sown for Seminars

The U.S. Customs Service, in a 1995 monitoring of exporters to the United States, found non-satisfactory compliance levels in a number of sectors.

The sectors were: automotive/auto parts; textiles; steel; fasteners and bearings; advanced display goods (computers); telecom-

munication equipment; machinery and machine tools; and agricultural products.

The need to improve this situation was apparent and the Canadian Consulate General in

### THE UNITED STATES SUPPLEMENT

*Pages I-VIII*

Buffalo joined forces with the U.S. Customs Service to determine measures that would help ensure the trade public's compliance with laws and regulations governing the importation of goods into the United States.

One such effort is an increased emphasis on informing exporters on the proper procedures to be followed if their goods are to comply with these regulations.

Working in cooperation with the U.S. Customs Service, the Canadian Consulate General in Buffalo initiated the series of seminars/workshops — at which U.S.

*Continued on page 5 — U.S.*

## Canada's International Business Strategy Compendium On-line

Searching for information on how to find foreign sales agents? Need to locate overseas investors to finance your plant expansion? Want to join a high-level provincial trade mission to Chile? Require a Japanese lexicon to help market your building products in the land of the rising sun?

Until now, each of these would have required a great deal of leg work — phone calls to the local Chamber of Commerce, ringing operator assistance to obtain the Premier's

phone number, a trip to the library to locate a Government of Canada directory, or possibly faxes to one's local Member of Parliament's office, in the hope that someone could help in the wade through the bureaucratic swamp.

### Key Strokes Take Business Pulse

Fret no more! The federal and provincial governments are pleased to announce the launch of the *CIBS Compendium*.

*Continued on page 8— CIBS*

### INSIDE

SHARING TRADE SECRETS.....	2-3
TRADE FAIRS .....	4
QUEBEC SOFTWARE SITES.....	5
BUSINESS OPPORTUNITIES .....	6
PUBLICATIONS .....	6
BUSINESS AGENDA.....	7