

Industry, Science and Technology Canada Contact List for Service and Construction Industries

GENERAL INFORMATION
(613) 954-2991

BUSINESS AND PROFESSIONAL SERVICES
(613) 954-2988

Sectors: **Banking**
Commercial Education and Training
Insurance
Leasing
Physical Security
Venture Capital

DISTRIBUTION SERVICES
(613) 954-2954

Sectors: **Air Cargo**
Courier
Customs Brokerage
Food
Franchising
Freight Forwarding
Mail Order or Catalogue
Marine
Port Services
Public Warehousing
Rail Transportation
Retail
Trading Houses
Trucking
Vehicle Rental
Vending
Wholesale (merchants, agents and brokers)

CONSULTING AND ENGINEERING SERVICES
(613) 954-2981

Sectors: **Accounting**
Agricultural
Design (graphic, industrial and interior)
Engineering
Environmental
Geomatics
Health Care
Legal
Management Consulting
Other Scientific and Technical

CONSTRUCTION AND CAPITAL PROJECTS
(613) 954-2993

Sectors: **Architectural**
Capital Projects
Construction

OTHER SERVICES

Sectors: **Informatics**
(613) 954-3287
Telecommunications
(613) 954-0599
U.S. Tourism Marketing
(613) 954-3810

What a Trade Commissioner Can Do For You

"WE NEED YOU TO SPECIFY TO US WHAT IT IS THAT YOU'RE LOOKING FOR. IN TURN, WE WILL USE THE EXTENSIVE NETWORK OF CONTACTS THAT WE DO ESTABLISH IN OUR RESPECTIVE REGIONS, AND USE DATABANKS AS WELL AS OUR LIBRARY, WHICH CONTAINS ALL KINDS OF DIRECTORIES, MARKET SURVEYS AND PUBLICATIONS THAT MIGHT BE USEFUL TO YOUR PARTICULAR SECTOR."

Marta Moszczenska

Trade Commissioner
Canadian Consulate General
Boston, MA

External Affairs and International Trade Canada has trade centres located in almost every region of Canada, and more than 20 trade offices and consulates in the United States. The U.S. consulates are staffed by trade commissioners and commercial officers who have good knowledge of the local environment and can help you penetrate the market and region in question. The scope of help you can expect is outlined below:

They can help you by:

screening local industry contacts.
identifying market opportunities, if any.
identifying potential strategic allies.
identifying potential customers once the type of customer has been clarified.
advising on who the key decision makers are.
advising on government bidding procedures.
advising on practices and regulations, including trade agreements.
advising on local competition and market characteristics.
providing information on upcoming events.
assisting with an initial appointment schedule.

providing temporary office facilities and support during visits.

liaising with local strategic allies.

advising on the settlement of overdue accounts

advising on local facilities (e.g., hotels).

They cannot help you by:

selecting potential customers.

evaluating contract potential.

selecting potential strategic allies.

selecting potential customers.

acting as your sales agent.

preparing tenders for you.

helping you get exempted from "Buy America" restrictions.

developing your marketing plan.

ensuring your visibility at upcoming events.

accompanying you to appointments.

acting as your local office.

supervising local strategic allies.

acting as a debt collector.

acting as a travel agent.