

TRADE COMMISSIONER SERVICE

The Trade Commissioner Service (TCS) helps Canadian firms explore and exploit international market opportunities by:

- providing individual counselling, market information and intelligence;
- facilitating access to contacts worldwide through the TCS network;
- promoting Canadian trade interests in the international marketplace.

Specifically, trade officers link Canadian exporters with foreign buyers; manage and arrange trade shows and work to resolve market access issues. Trade officers can also advise an exporter on many export-related issues such as potential barriers to sales, normal distribution channels, buying practices in the target market, and social, cultural, business, market and political factors affecting sales. For Canadian exporters, these various services can result in improved sales.

Trade officers are located abroad in 128 offices as well as in 10 International Trade Centres (ITCs) across Canada and at the Department of Foreign Affairs and International Trade (DFAIT) in Ottawa.

An exporter is advised to consult with a trade officer at the nearest ITC, to begin the home desk-work of an export initiative.

To contact a trade officer call:

International Trade Centres (ITCs)

Vancouver (British Columbia and Yukon)

Tel: (604) 666-0434

Fax: (604) 666-8330