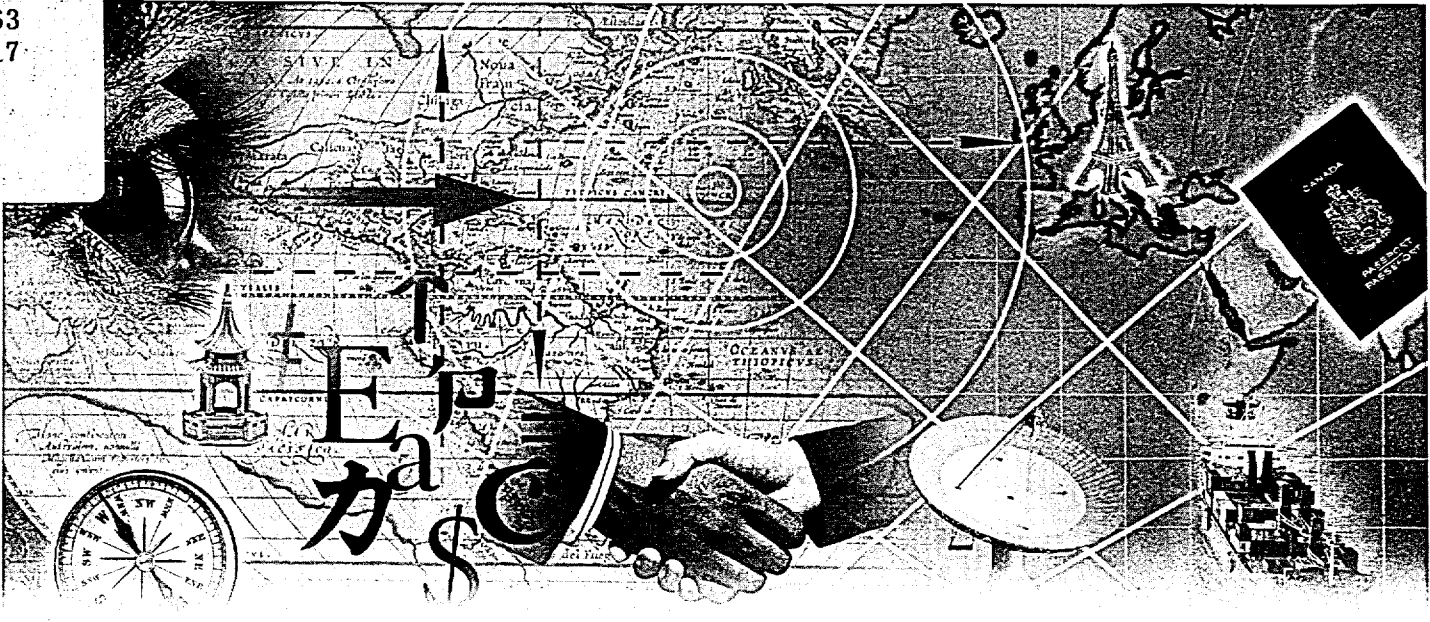


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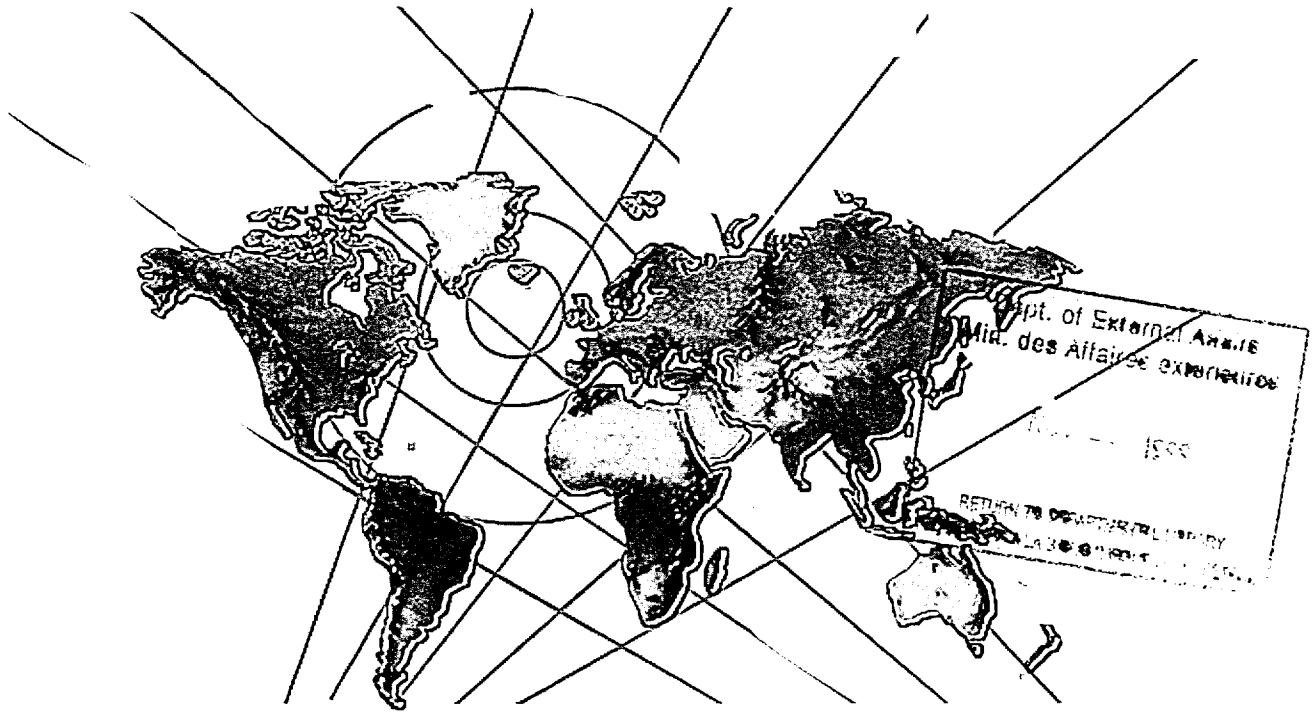


THE CANADIAN TRADE COMMISSIONER SERVICE

Canada's Trade Offices Abroad 1998-1999

*A new approach
to helping you do
business abroad*





THE CANADIAN TRADE COMMISSIONER SERVICE

52188677

Canada's Trade Offices Abroad 1998-1999

*The Trade Commissioner Service
welcomes your feedback!
Please call us with your comments
or to locate officers with whom
you have previously dealt.*

1 888 306-9991

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to helping you do
business abroad*

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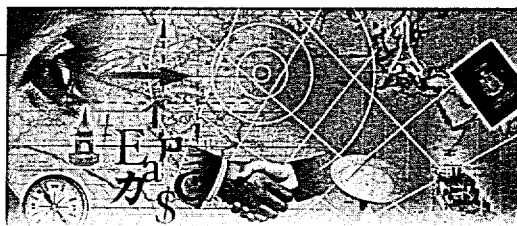


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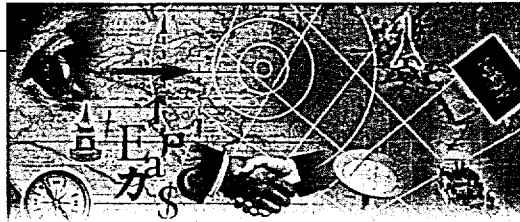
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A WORLDWIDE NETWORK OF PROFESSIONALS

Over 300 Canadian Trade Commissioners work for Canadian business in over 100 cities around the world. As part of the Department of Foreign Affairs and International Trade, these Canadian Trade Commissioners work alongside Commercial Officers who know local customs and business practices. Their job is to promote the economic interests of Canada in the global marketplace.

They have expertise in:

- foreign market access
- international business contacts
- exporting
- foreign business leads
- investment in Canada
- licensing
- joint venture development
- technology transfer

They provide client-focussed services. Today's Trade Commissioners are well equipped to offer business the information and assistance to go head-to-head against the best companies in the world.

Market Prospect — We'll help you assess your potential in your target market. We may have market reports available for some sectors. *Should you need additional market research, we can refer you to local firms.*

Key Contacts Search — Need a list of qualified contacts in your target market? We can get it. These sources have the local knowledge you need to refine and implement your market entry strategy. *We'll let you know of any charges for access to specialized databases.*

Local Company Information — We'll provide information on local organizations or companies you have identified. *You will always be informed of any access charges to specialized databases. Credit checks are generally referred to specialized agencies.*

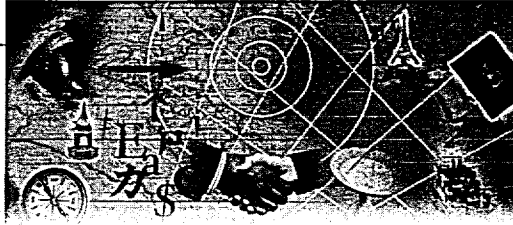
Visit Information — Once you decide to visit the country you want to do business in, we can provide practical advice on timing and organizing your trip. *Please use your travel agent to make appropriate hotel and travel arrangements.*

Face-to-face Briefing — One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. *Simply notify our office of your visit at least two weeks before your departure.*

Troubleshooting — Do you have an urgent business or market access problem? Call us for help. *We cannot enter into private disputes or act as customs brokers, sales agents, collection agents or lawyers.*

Need more help?

Some of our offices abroad provide services in addition to those mentioned here. To find out more, contact the office in the country in which you wish to do business. Offices not offering the service you require can refer you to a qualified third party who will typically charge a fee.



HELPING COMPANIES THAT HAVE RESEARCHED AND SELECTED THEIR TARGET MARKETS

The Canadian Trade Commissioner Service works with companies that can demonstrate their commitment to succeed in the global marketplace. Whether you're a small or large company, new or experienced in foreign markets, you need to prepare for the challenges of international business. Trade Commissioners can help you.

To maximize your results with Trade Commissioners, follow these three simple steps:

1. Research and select your target markets

Call Team Canada Inc 1 888 811-1119
or do your research at exportsource.gc.ca

Get in touch with Team Canada Inc to access the Government of Canada's full range of international business development services. An officer can answer your questions about trade missions and events, market reports, export education, and financing, or can direct you to the right contact.

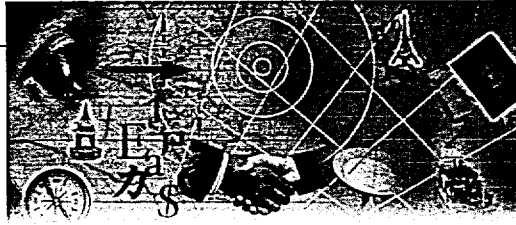
2. Register with WIN Exports — 1 800 551-4946

Trade Commissioners use WIN Exports as their client management database. It's your chance to let them know about your company. By registering with WIN, you will also make sure that Trade Commissioners can send you timely business leads.

3. Help us serve you better

Make sure you describe your company and your plans when contacting our offices abroad. To help you prepare, the following are typical questions asked by foreign clients and contacts:

- What is unique or special about your company, product or service?
- Who are the end-users of your product or service? Who do you sell to in Canada and abroad, and how?
- Which countries or regional markets (e.g. Northwestern U.S.) are you targeting and why? What do you know about your target market?
- How do you plan to enter the market: export, license, joint venture or investment?
- How would you describe the typical buyer, distributor, agent or partner you want to work with in your target market?
- When do you plan to visit the market? Have you considered adapting your product or service literature to the market at that time?



WIN IN FOREIGN MARKETS

Many companies compete and win in foreign markets every day. Here are their tips for success.

Zoom in on the most promising markets

Successful companies concentrate on one foreign market at a time, moving on to the next only after succeeding in the last.

Learn from successful companies

Talk to Canadian companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.

Plan the financial resources you'll need

Exploring foreign markets can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.

Gear up for demand

Be prepared to meet the increased demand from a successful foreign sale. Don't forget to plan how you will adapt your products or services to the needs and tastes of the target market.

Make personal visits

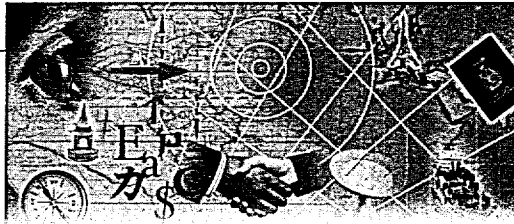
Building business relationships in foreign markets is best done face to face. Faxes and phone calls are great for follow-ups but nothing beats meeting in person.

Study the market and the culture

Business people and customers in most foreign markets will appreciate and reward your efforts to learn about their culture.

Set realistic expectations

Developing foreign markets is a long-term commitment. It takes time, effort and money. Make sure senior management is committed. Be prepared for the long haul and make perseverance your critical success factor.



THE TRADE COMMISSIONER SERVICE

helps new and experienced companies
which have researched and selected their target markets.

To save time and money,
obtain information in Canada

- *market research*
- *trade missions and events*
- *training and counselling*
- *financing*

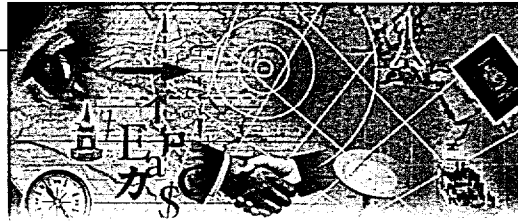


Team Canada Inc • Équipe Canada inc

Contact Team Canada Inc

1 888 811-1119

exportsource.gc.ca



TRADE OFFICES ABROAD

NOTE: All time differences are based on Eastern Standard Time (E.S.T.). Canada observes Daylight Savings Time from the first Sunday in April to the last Sunday in October. Consideration should be given to this Canadian custom when placing overseas calls. Not all provinces in Canada nor all countries in the world observe Daylight Savings Time.

Afghanistan (Islamic State of)

see Pakistan

Albania (Republic of)

see Hungary

Algeria (People's Democratic Republic of)

Canadian Embassy

Street Address:

18 Mustapha Khalef,
Ben Aknoun, Algiers, Algeria

Mailing Address:

B.P. 48, Alger-gare,
16000 Algiers, Algeria

Tel: (011-213-2) 91-49-51/91-49-60

Fax: (011-213-2) 91-47-20

E-mail: alger@alger01.x400.gc.ca

Office Hours: Sun-Wed: 0800-1630;

Thurs: 0800-1330

Major Holidays: (1998/99) Nov 1, Dec 25;
Jan 3, Jan 19-20, Mar 28, Apr 4, Apr 26,
June 27, July 5, Sept 6, Oct 11, Dec 26
(Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +5 (Summer);
+6 (Winter)

Mr. F.D. Pillarella
Ambassador

Mr. Gilles Poirier
Commercial Counsellor
E-mail: gilles.poirier@alger01.x400.gc.ca

Mr. Norman Bou Khalife
First Secretary
CIDA and Trade (Education/environment)

Mr. Rachid Benhacine
Commercial Officer (Defence,
telecommunications, high technology,
transportation, mines, oil and gas)

Mr. Farouk Ouroua
Commercial Officer (Agriculture, agri-food,
health, education, fisheries, forestry, pulp
and paper, banking recovery)

Andorra (Principality of)

see Spain

Angola (Republic of)

see Zimbabwe

Anguilla

see Barbados

Antigua

see Barbados

Argentina (Argentine Republic)

Canadian Embassy

Street Address:

Tagle 2828,
1425 - Buenos Aires, Argentina

Mailing Address:

Casilla de Correo 1598,
1000, Buenos Aires, Argentina

Tel: (011-54-1) 805-3032

Fax: (011-54-1) 806-1209

E-mail: commerce@bairs01.x400.gc.ca

Internet: <http://www.dfait-maeci.gc.ca/bairs>



Ask your Trade Commissioner for...

Market Prospect —

We'll help you assess your potential in your target market. We may have market reports available for some sectors. Should you need additional market research, we can refer you to local firms.

Territory: Argentina, Paraguay

Office Hours: Mon-Thurs: 0830-1730;
Fri: 0830-1400

Major Holidays: (1998/99) Oct 12, Dec 25;
Jan 1, Apr 1-2, May 25, June 14, June 21,
July 9, Aug 16, Oct 11, Dec 8, Dec 27

Time Difference (E.S.T.): +1

Mr. Jean-Paul Hubert
Ambassador

Ms. Susan Harper
Counsellor (Commercial/Economic)

Ms. Lauren Bowker
Second Secretary (Commercial/Economic)

Mr. G.L.B. Perkins
Senior Commercial Officer

Mr. Hans Glandsorp
Commercial Officer

Mrs. Elena Masciarelli
Commercial Officer

Mr. Thomas Cassart
Commercial Officer

Mrs. Monica Helft-Brummer
Senior Commercial Assistant

Miss Roxana Francile
Head of Information Centre

Mrs. Kathleen Gittins
Commercial Assistant

Miss Astrid Liliedal
Commercial Assistant

Armenia (Republic of)

see Russia

Australia

Canberra

Canadian High Commission

Street Address:

Commonwealth Avenue,
Canberra, ACT 2600,
Australia

Mailing Address: (same as above)

Tel: (011-61-2) 6273-3844

Fax: (011-61-2) 6270-4069

E-mail: td.cnbra@cnbra01.x400.gc.ca

Office Hours: Mon-Fri: 0830-1630

Major Holidays: (1998/99) Oct 5, Dec 25-28;
Jan 1, Jan 26, Mar 15, Apr 2-5, Apr 26,
June 14, July 1, Oct 4, Dec 27-28

Time Difference (E.S.T.): +15

Mr. Wm. Brian Schumacher
High Commissioner

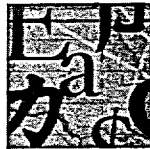
Mr. Jim Graham
Counsellor (Commercial/Economic)

Mr. Wayne Robson
First Secretary (Commercial/Economic)

Mrs. Jenny Brown
Commercial Officer (Defence, aerospace)

Mr. Gregory Luz
Commercial Officer (Minerals, energy,
forestry)

* *The High Commission in Canberra is primarily involved in market access issues and the development of industrial, economic and scientific co-operation with Australia. It also handles business development and trade enquiries with respect to government and defence*



Foreign clients often ask...

What is unique or special about your company, product or service?

procurement, aerospace, agriculture and food products, fisheries and sea products, power and energy, oil and gas products, forest products and mining, metals and minerals, plus trade promotion and business development in Papua New Guinea, the Solomon Islands, Nauru, Vanuatu, and New Caledonia. Other market enquiries should be directed to the Consulate General in Sydney.

Sydney

Canadian Consulate General

Street Address:

Level 5, Quay West,
111 Harrington Street,
Sydney, N.S.W., Australia 2000

Mailing Address: (same as above)

Tel: (011-61-2) 9364-3000

Fax: (011-61-2) 9364-3097/9364-3098

Territory: New South Wales, Northern Territory, Queensland, Victoria, Western Australia, South Australia, Tasmania

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 5, Dec 25-28;
Jan 1, Jan 26, Apr 2-5, Apr 26, June 14,
Aug 2, Oct 4, Dec 27-28

Time Difference (E.S.T.): +15

Mr. Alan G. Virtue
Consul General

Mr. Greg Goldhawk
Consul and Senior Trade Commissioner
E-mail: greg.goldhawk@sydney01.x400.gc.ca

Mr. Robert G. Gow
Commercial Officer (Environmental
equipment, mining)
E-mail: bob.gow@sydney01.x400.gc.ca

Ms. Cadia Maestri
Commercial Officer (Advanced technology,
agricultural machinery)
E-mail: cadia.maestri@sydney01.x400.gc.ca

Mr. Geoff Fox
Commercial Officer (Biotechnology,
medical/health care, transportation)
E-mail: geoff.fox@sydney01.x400.gc.ca

Mr. Kevin Skauge
Commercial Officer
(Consumer/construction products)
E-mail: kevin.skauge@sydney01.x400.gc.ca

Ms. Elizabeth Treweeke
Culture and Communications Officer
E-mail: elizabeth.treweeke@sydney01.x400.gc.ca

Austria (Republic of)

Canadian Embassy

Street Address:

Laurenzberg 2,
A-1010 Vienna, Austria

Mailing Address: (same as above)

Tel: (011-43-1) 531-38-3355

Fax: (011-43-1) 531-38-3906

E-mail: commerce@vienn02.x400.gc.ca

Office Hours: Mon-Fri: 0800-1700

Major Holidays: (1998/99) Oct 26, Dec 25-28;
Jan 1, Apr 2-5, May 24, July 1, Aug 6,
Sept 6, Oct 26, Dec 27-28

Time Difference (E.S.T.): +6

Mr. Paul Dubois
Ambassador

Mr. Gregory M. Kostyrsky
Counsellor (Commercial/Economic)
E-mail: gregory.kostyrsky@vienn02.x400.gc.ca

Mr. Roland J. Rossi
Business Development Officer
(Electrical/electronics, machinery, advanced
technology products NES)

Mr. Norbert Waldhäusl
Business Development Officer (Transportation,
environment, construction, resource products)

Ms. Susanne Knobloch
Marketing and Communications Officer
(Consumer products, agriculture, food, fish)

Ms. Gerda Rehling
Business Development Assistant

Azerbaijan (Republic of)

see Turkey

Azores

see Portugal

Bahamas (Commonwealth of the)

see Jamaica

Bahrain (State of)

see Saudi Arabia

Bangladesh (People's Republic of)

Canadian High Commission

Street Address:

House CWN 16/A,
Road 48, Gulshan,
Dhaka 1212, Bangladesh

Mailing Address:

G.P.O. Box 569,
Dhaka 1000, Bangladesh

Tel: (011-88-02) 9887091/97
Fax: (011-88-02) 883043

Office Hours: Sun-Wed: 0800-1630;
Thurs: 0800-1330

Major Holidays: (1998/99) Oct 1, Dec 16,
Dec 25; Feb 21, Mar 17, Apr 14, Aug 15,
Dec 16 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +11

Mr. Nicholas Etheridge
High Commissioner

Mr. Tanweer ul Islam
Senior Commercial Officer
E-mail: tanweer.islam@dhaka01.x400.gc.ca

Barbados

Canadian High Commission

Street Address:

Bishop's Court Hill,
St. Michael, Barbados

Mailing Address:

P.O. Box 404,
Bridgetown, Barbados

Cable: DOMCAN BRIDGETOWN

Tel: (246) 429-3550

Telex: (Destination code 392) 2247
(2247 CANADA WB)

Fax: (246) 437-8474

Territory: Barbados, Anguilla, Antigua,
Barbuda, British Virgin Islands, Dominica,
Grenada, Guadeloupe, Martinique, Montserrat,
St. Kitts and Nevis, St. Lucia, St. Maarten,
St. Vincent and the Grenadines

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 12, Nov 30,
Dec 25-28; Jan 1, Apr 2-5, June 1, July 1,
Aug 2, Oct 11, Nov 30, Dec 27-28

Time Difference (E.S.T.): +1

Mr. Duane Van Beselaere
High Commissioner

Mr. Michael Wondergem
Counsellor (Commercial)
E-mail:
michael.wondergem@bdgtn01.x400.gc.ca

Ms. Charlotte Hutson
Commercial Officer
E-mail: charlotte.hutson@bdgtn01.x400.gc.ca

Mrs. Elizabeth Clarke
Commercial Assistant
E-mail: elizabeth.clarke@bdgtn01.x400.gc.ca

Barbuda

see Barbados

Belarus (Republic of)

see Russia

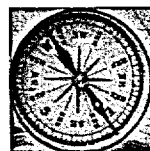
Belgium (Kingdom of)

Canadian Embassy

Street Address:

2 Tervuren Avenue,
B-1040 Brussels, Belgium

Mailing Address: (same as above)



**Zoom in on the most
promising markets**

Successful companies

*concentrate on one foreign market at
a time, moving on to the next only
after succeeding in the last.*

Tel: (011-32-2) 741.06.20

Fax: (011-32-2) 741.06.06

E-mail: commerce@bru03.x400.gc.ca

Territory: Belgium, Luxembourg

Office Hours: Mon-Fri: 0830-1730

Major Holidays: (1998/99) Oct 12, Nov 11,
Dec 25; Jan 1, Apr 2-5, May 13, May 24, July 1,
July 21, Aug 15, Sept 6, Oct 11, Nov 11,
Dec 27

Time Difference (E.S.T.): +6

Mr. Claude Laverdure
Ambassador

Mr. Paul Desbiens
Counsellor (Commercial/Economic)

Mr. Maurice Bernier
Counsellor (Forestry)

Mr. Francis Keymolen
Commercial Officer

Mr. Bart Roefmans
Commercial Officer

Mrs. Fabienne De Kimpe
Commercial Officer

Belize

see Jamaica

Benin (Republic of)

see Côte d'Ivoire

Bermuda

see United States (New York City)

Bhutan

see India

Bolivia (Republic of)

see Peru

Bosnia and Herzegovina

Embassy of Canada

Street Address:

Logavina 7,
71000 Sarajevo,
Bosnia and Herzegovina

Mailing Address: (same as above)

Tel: (011-387) 71-447-900

Fax: (011-387) 71-447-901

Major Holidays: (1998/99) Oct 12, Nov 11, Dec 25-28; Jan 1, July 1, Aug 2, Sept 6, Oct 11, Nov 11, Dec 27-28

Time Difference (E.S.T.): +6

Mr. Serge Marcoux
Ambassador

Mrs. Gordana Bosanac
Trade Assistant

Note: All trade enquiries should be referred to the Canadian Embassy in Hungary.

Botswana (Republic of)

see Zimbabwe

Brazil (Federative Republic of)

Brasilia

Canadian Embassy

Street Address:

Ses-Av. das Nações, Lote 16,
Brasilia - DF 70410-900, Brazil

Mailing Address:

Caixa Postal 00961,
Brasilia - DF 70359-970, Brazil

Cable: CANADA BRASILIA

Tel: (011-55-61) 321-2171

Fax: (011-55-61) 321-4529

Responsibilities: The Canadian Embassy in Brasilia is primarily involved in market access issues, the development of industrial, economic and scientific co-operation, and trade enquiries with respect to government procurement, plus trade in the federal district.



Ask your Trade Commissioner for...

Key Contacts Search —

Need a list of qualified contacts in your target market? We can get it.

These sources have the local knowledge you need to refine and implement your market entry strategy.

We'll let you know of any charges for access to specialized databases.

Office Hours: Mon, Tues, Thurs, Fri: 0830-1730; Wed: 0830-1400

Major Holidays: (1998/99) Oct 12, Dec 25; Jan 1, Feb 24-25, Apr 2, Apr 21, Sept 6, Oct 11, Dec 27

Time Difference (E.S.T.): +3; *(E.D.T.):* +1

Mr. Richard Kohler
Ambassador

Mr. David B. Weiner
First Secretary (Commercial/Economic)

Ms. Angela Ruth E.A. Santos
Commercial Officer

Ms. Silvia B. Reis
Cultural and Information Officer

São Paulo

Canadian Consulate General

Street Address:

Edifício Top Centre,
Avenida Paulista 854,
5 Andar,
01310-913 São Paulo, SP, Brazil

Mailing Address:

Caixa Postal 62693,
01214-970 São Paulo SP, Brazil

Tel: (011-55-11) 253-4944

Fax: (011-55-11) 3171-0058

E-mail: commerce@spalo01.x400.gc.ca

Office Hours: Mon-Thurs: 0900-1800; Fri: 0900-1430

Major Holidays: (1998/99) Oct 12, Nov 2, Nov 16, Dec 25; Jan 1, Feb 15-17, Apr 2, Apr 21, June 3, Sept 6, Oct 11, Nov 1, Nov 15, Dec 27

Time Difference (E.S.T.): +3; *(E.D.T.):* +1

Responsibilities: The Canadian Consulate General in São Paulo is responsible for trade development activities in all of Brazil, while the Embassy in Brasilia is responsible for government procurement and trade policy issues. Business development inquiries for all regions should therefore be directed to the Consulate General in São Paulo.

Mr. Jean-Claude Roy
Consul General

Mr. Claude Fontaine
Consul and Senior Trade Commissioner

Mr. Stéphane Charbonneau
Consul and Trade Commissioner
(Consulting engineering, rail/urban transit, banking and finance)

Mr. Todd M. Winterhalt
Vice-Consul and Assistant Trade Commissioner (Public Affairs, communications and information centre)

Mr. Robert Langlois
Vice-Consul and Assistant Trade Commissioner (Oil and gas)
(Resident in Rio de Janeiro)

Mr. William A. Jackson
Senior Commercial Officer
(Telecommunications, geomatics)

Ms. Mariangela Olivieri de Lima
Commercial Officer (Environment, construction, forestry)

Mr. Charles E. Perry
Commercial Officer (Advanced manufacturing technology, automotive)

Mr. Marcio Francesquine
Commercial Officer (Medical/health care, trading houses)

Mr. Paulo Limas
Commercial Officer (Agricultural products/services and machinery)

Ms. Júlia Mota
Commercial Officer (Defence, aerospace, personal security)
(Resident in Rio de Janeiro)

Ms. Lucie Elisabethsky
Commercial Officer (Information technology)

Mr. Maigon Pontuschka
Public Affairs Assistant (Education/training, cultural industries)

Mr. Jean Marcel Fernandes
Commercial Assistant

Ms. Simone Araujo
Commercial Assistant

Belo Horizonte

Canadian Trade Office,
Rua Timbras, 1200 - 4 andar,
30140-060 Belo Horizonte, MG, Brazil

Tel: (011-55-31) 213-1651/52

Fax: (011-55-31) 213-1647

E-mail: canconbh@fiemg.com.br

Mr. Franz Brandenbert
Commercial Officer (Mining, power)

Britain (United Kingdom of Great)

Canadian High Commission

Street Address:

Macdonald House,
1 Grosvenor Square,
London W1X 0AB, England

Mailing Address: (same as above)

Cable: DOMINION LONDON

Tel: (011-44-171) 258-6600

Fax: (011-44-171) 258-6384

E-mail: td.ldn@ldn02.x400.gc.ca

Territory: England, Channel Islands,
Gibraltar, Northern
Ireland, Scotland, Wales

Office Hours: Mon-Fri: 0900-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Apr 2-5, May 3, May 31, July 1, Aug 2,
Aug 30, Oct 11, Dec 27-28

Time Difference (E.S.T.): +5

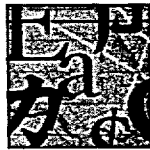
The Honourable Roy MacLaren
High Commissioner

Mr. Tom MacDonald
Minister (Commercial/Economic)

Manufactured Products; Investment, Science and Technology

Ms. Geneviève des Rivières
Counsellor (Investment/Trade)
Section Head

Mr. Christopher MacLean
First Secretary (Commercial)
(Defence, aerospace and related
products/services, transportation industries
and policies, products and services,
competition policy)



Foreign clients often ask...

*Who are the end-users of
your product or service? Who do you
sell to in Canada and abroad, and how?*

Mr. George T. Edwards
Commercial Officer (Information technologies,
telecommunications, geomatics)

Mr. Patrick Stratton
Commercial Officer (Environmental
equipment/products/services, scientific
equipment, medical/health care products/
services, pharmaceuticals, biotechnology,
consumer products, security systems/services,
health/beauty products - cosmetics)

Mr. Patrick Mattern
Investment Officer (Investment promotion
and prospecting)

Vacant
Science and Technology Officer
(Scientific and technical liaison,
bilateral/international science and technology
co-operation, technology acquisition)

Resource Sectors, Machinery and Service Industries

Mr. Allan Minz
Counsellor (Commercial)
Section Head
(Forest harvesting/woodworking equipment
and services, forestry and paper products,
chemicals/chemical specialities)

Mr. Jason Kee
Commercial Officer (Service industries,
construction equipment, building
materials/products/services, plastics and
packaging industries)

Mr. Simon Smith
Commercial Officer (Electronics and
electrical goods - non-IT or telecommunications,
advanced manufacturing technology,
industrial machinery, oil and gas, metals and
minerals, other resource-related equipment)

Agriculture and Fisheries

Mr. Ian Thomson
Counsellor (Commercial)
Section Head
(Agri-food trade development and policy,
Canadian food promotion program and
International Grains Council)

Ms. Janet Farmer
Commercial Officer (Primary agriculture
and fisheries trade development and policy,
agricultural and fisheries equipment/services)

British Virgin Islands

see Barbados

Brunei Darussalam

Canadian High Commission

Street Address:

Suite 51-52, Britannia House,
Jalan Cator, Bandar Seri Begawan BS8811,
Brunei Darussalam

Mailing Address:

P.O. Box 2808,
Bandar Seri Begawan BS8675,
Brunei Darussalam

Tel: (011-673-2) 220043

Fax: (011-673-2) 220040

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Nov 17, Dec 21,
Dec 25-28; Jan 1, Feb 17, Feb 23, May 31,
July 15, Oct 11, Dec 9, Dec 27-28

Time Difference (E.S.T.): +12

Mr. Gardiner J. Wilson
High Commissioner

Miss Audrey Choo
Commercial Officer
E-mail: audrey.choo@micro.X400.gc.ca

Bulgaria (Republic of)

see Romania

Burkina Faso

Canadian Embassy

Mailing Address:

01 P.O. Box 548,
Ouagadougou 01,
Agostino Neto Street,
Kadiogo Province, Burkina Faso

Tel: (011-226) 31.18.94

Fax: (011-226) 31.19.00

E-mail: ambacda@fasonet.bf

Major Holidays: (1998/99) Dec 11, Dec 25;
Jan 1, Apr 8, Apr 29, July 1, Aug 2, Dec 27
(Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +5

Mr. Jules Savaria
Ambassador

Mrs. Marie-Françoise Wininga
Program Agent

Mrs. Louise Minville
First Secretary

Mr. Dominique Rossetti
Director - Field Support Unit

Burma

see Thailand

Burundi (Republic of)

see Kenya

Cambodia (Kingdom of)

Canadian Embassy

Street Address:

c/o Australian Embassy,
#9, R.V. Senei Vinnavaut Oum (Street 254),
Sangkat Chaktamouk,
Khand Daun Penh,
Phnom Penh, Cambodia

Tel: (011-855-23) 426 001, ext. 426

Fax: (011-855-23) 211 389

E-mail: cdnemb@camnet.com.kh

Major Holidays: (1998/99) Oct 5, Oct 30,
Nov 2, Nov 9, Dec 10, Dec 25; Jan 1, Jan 7,
Apr 2-5, June 1, June 18, Sept 21, Oct 5,
Nov 2, Nov 9, Dec 10, Dec 27-28

Time Difference (E.S.T.): +12

Mr. D.G. Longmuir
Ambassador

Mr. Bunleng Men
Trade Advisor

Cameroon (Republic of)

Canadian High Commission

Street Address:

Immeuble Stamatiades,
rue de l'Hôtel de Ville,
Yaoundé, Cameroon

Mailing Address:

P.O. Box 572,
Yaoundé, Cameroon

Tel: (011-237) 23-23-11/23-02-03/22-16-90

Fax: (011-237) 22-10-90

Territory: Cameroon, Central African
Republic, Chad

Office Hours: Mon-Thurs: 0730-1630;
Fri: 0730-1300

Major Holidays: (1998/99) Oct 12, Dec 25;
Jan 1, Apr 2, May 24, July 1, Sept 6, Oct 11,
Dec 27

Time Difference (E.S.T.): +6

Mr. Claude Baillargeon
High Commissioner
Ambassador (Central African Republic, Chad)

Mr. Honoré Justin Mondomobé
Commercial Officer
E-mail:
honore.mondomobe@paris03.x400.gc.ca

Canary Islands

see Spain

Cape Verde (Republic of)

see Senegal

Cayman Islands

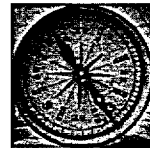
see Jamaica

Central African Republic

see Cameroon

Chad (Republic of)

see Cameroon



Learn from successful companies

Talk to Canadian

companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.

Chile (Republic of)

Canadian Embassy

Street Address:

Nueva Támara 481, Torre Norte, Piso 12,
Santiago, Chile

Mailing Address:

Casilla 139, Correo 10,
Santiago, Chile

Tel: (011-56-2) 362-9660

Fax: (011-56-2) 362-9664

E-mail: stago.rd@stago01.x400.gc.ca

Office Hours: Mon-Thurs: 0830-1730;
Fri: 0830-1300

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Apr 2, July 1, Oct 11, Dec 27-28

Time Difference (E.S.T.): (mid-Mar to mid-Oct) 0; (mid-Oct to mid-Mar) +2

Mr. Lawrence D. Lederman
Ambassador

Mr. Brian Oak
Counsellor (Commercial)
(Strategic planning and program overview;
investment, servicing and development;
banking/finance)

Mr. Rick Sudeyko
First Secretary
(Transportation systems/equipment,
infrastructure project development,
automotive, aerospace, consumer goods)

Ms. Josiane Simon
First Secretary (Commercial)
(FTAA and trade policy, seeds/grains and
oilseeds, horticulture, animal and poultry
breeding stock)

Mr. Chad Fleck
Second Secretary (Commercial)
(Defence programs/industries,
telecommunications, informatics, electronic
equipment/services, forestry/forest products)

Ms. Margot Edwards
Commercial Officer (Environment policy/
industries, oil and gas, petrochemicals/
chemicals, medical/health care)

Mr. Gonzalo Muñoz
Commercial Officer (Mining/metals/minerals,
power/energy, industrial machinery)

Mr. Patricio Cañete
Commercial Officer (Food products/services,
construction industry/building products,
fisheries/sea products)

Ms. Renée Plouffe
Director - Canadian Education Centre
(Education promotion)

* To ensure prompt arrival of parcels of any
kind, the sender should first consult with
the Santiago office about the method to use.

China (People's Republic of)

Beijing

Canadian Embassy

Street Address:
19 Dongzhimenwai Dajie,
Chaoyang District,
Beijing 100600, China

Mailing Address: (same as above)

Tel: (011-86-10) 6532-3536
Fax: (011-86-10) 6532-4072
E-mail: td.beijing@beijing03.x400.gc.ca

Territory: China (Municipalities of Beijing,
Tianjin and Chongqing; Provinces/Regions
of Gansu, Guangxi, Guizhou, Hebei,
Heilongjiang, Henan, Hubei, Hunan, Jilin,
Liaoning, Nei Monggol (Inner Mongolia),
Ningxia, Qinghai, Shaanxi, Shandong,
Shanxi, Sichuan, Xinjiang, Xizang (Tibet),
Yunnan); Mongolia

Office Hours: Mon-Fri: 0800-1630

Major Holidays: (1998/99) Oct 1-2, Nov 11,
Dec 25-28; Jan 1, Feb 16-17, May 3, July 1,
Oct 1-4, Nov 11, Dec 27-28

Time Difference (E.S.T.): (Mar-Oct) +12;
(Oct-Mar) +13

Mr. Howard Balloch
Ambassador

Commercial/Economic Section

Mr. Robert Collette
Minister (Commercial)
E-mail: robert.collette@beijing03.x400.gc.ca

Trade/Commercial Policy, Market Access, Financing, and Power Sector

Mr. Ron Hoffmann
Counsellor (Commercial) and Deputy
Program Manager
E-mail: ron.hoffman@beijing03.x400.gc.ca

Ms. Chen Qi
Commercial Officer
E-mail: qi.chen@beijing03.x400.gc.ca

Ms. Angel Chan
Commercial Assistant
E-mail: angel.chan@beijing03.x400.gc.ca

Agriculture, Agri-food and Fisheries

Mr. Bruce Howard
Counsellor (Commercial)
E-mail: bruce.howard@beijing03.x400.gc.ca

Mr. Adrian Kenworthy
Commercial Advisor (Agriculture)
E-mail: adrian.kenworthy@beijing03.x400.gc.ca

Ms. Wang Pei
Commercial Officer
E-mail: pie.wang@beijing03.x400.gc.ca

Construction, Forestry, Medical

Ms. Terry Brophy
Counsellor (Commercial)
E-mail: terry.brophy@beijing03.x400.gc.ca

Ms. Gu Yaoqin
Commercial Officer
E-mail: yaoqin.gu@beijing03.x400.gc.ca

Financial Services

Mr. Tony Sorrenti
First Secretary (Economic)
E-mail: tony.sorrenti@beijing03.x400.gc.ca

Transportation, Defence, Textiles and Machinery

Mr. David Murphy
First Secretary (Commercial)
E-mail: david.murphy@beijing03.x400.gc.ca

Ms. Zhang Xiaojie
Commercial Officer
E-mail: xiaojie.zhang@beijing03.x400.gc.ca

Advanced Technology and Telecommunications; Science and Technology, Space

Mr. Francis Normandin
Second Secretary (Commercial)
E-mail: francis.normandin@beijing03.x400.gc.ca

Ms. Zhang Jianqing
Commercial Officer
E-mail: jianqing.zhang@beijing03.x400.gc.ca

Environment, Oil and Gas, Chemicals

Ms. Ping Kitnikone
Second Secretary (Commercial)
E-mail: ping.kitnikone@beijing03.x400.gc.ca

Mr. Lui Ziaojie
Commercial Officer
E-mail: haiying.lui@beijing03.x400.gc.ca

Mining, Business Services, IFIs, Investment

Mr. Marc Parisien
Third Secretary (Commercial)
E-mail: marc.parisien@beijing03.x400.gc.ca

Ms. Wang Li
Commercial Officer
E-mail: li.wang@beijing03.x400.gc.ca

Consumer Products

Mr. Trevor Sponagle
Commercial Assistant
E-mail: trevor.sponagle@beijing03.x400.gc.ca



**Ask your Trade
Commissioner for...**

Local Company

*Information — We'll provide
information on local organizations or
companies you have identified. You
will always be informed of any access
charges to specialized databases.
Credit checks are generally referred to
specialized agencies.*

Guangzhou

Canadian Consulate General

Street Address:

Suite 801, China Hotel Office Tower,
Liu Hua Lu,
Guangzhou, 510015 China

Mailing Address: (same as above)

Tel: (011-86-20) 8666-0569

Fax: (011-86-20) 8667-2401

E-mail: gzconcan@publicl.guangzhou.gd.cn

Territory: Provinces of Guangdong, Guangxi,
Fujian, Hainan

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): (Mar-Oct) +12;
(Oct-Mar) +13

Mr. Paul S.H. Lau
Consul General

Mr. Rob McDowell
Consul (Commercial) and Trade Commissioner

Ms. Fay Wu
Commercial Officer (Information
technologies, telecommunications, health
care products/services)

Ms. Cathy Yao
Commercial Officer (Construction materials,
forestry products, transportation, energy)

Ms. Fenny Sun
Commercial Officer (Environmental
industries)

Ms. Eileen Lao
Commercial Officer (Cultural industries,
education, other products/services)



Foreign clients often ask...

Which countries or

*regional markets (e.g. Northwestern
U.S.) are you targeting and why?
What do you know about your target
market?*

Hong Kong

Consulate General of Canada

Street Address:

Commercial Division,
13/F, Tower I,
Exchange Square,
Central, Hong Kong

Mailing Address:

P.O. Box 11142 GPO,
Central, Hong Kong

Tel: (011-852) 2847-7414

Fax: (011-852) 2847-7441

E-mail: commerce@hkong02.x400.gc.ca

Internet: <http://www.canada.org.hk>

Territory: Hong Kong and Macau

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 1-2, Oct 6,
Oct 28, Dec 25-28; Jan 1, Feb 16-18, July 1,
Oct 1, Dec 27-28

Time Difference (E.S.T.): (Mar-Oct) +12;
(Oct-Mar) +13

Mr. Colin Russel
Consul General

Mr. Michael Fine
Senior Trade Commissioner and Consul
(Commercial policy, textiles)

Mr. Neil Clegg
Trade Commissioner and Consul
(Air services, team leader for agri-food and
information technologies)

Mr. Houston Wong
Commercial Officer (Agriculture, agri-food)

Ms. Kitty Ko
Commercial Officer (Agri-food, packaging
materials, pulp and paper)

Mr. Brian Wong
Commercial Officer (Information
technologies, telecommunications
equipment/services)

Ms. Amy Yung
Trade Commissioner (Investment, financial
services, team leader for power, transportation,
building materials and environment)

Mr. Endy Chung
Commercial Officer (Power, transportation,
gold, chemicals)

Ms. Eunice Wong

Commercial Officer (Building products,
construction services, furniture, wood products)

Ms. Fatima Lai

Commercial Officer (Biotechnology/medical,
environment, security, metals and minerals,
engineering services)

Shanghai

Canadian Consulate General

Street Address:

Tower 4, Suite 604,
Shanghai Centre,
1376 Nanjing Xi Lu,
Shanghai 200040, China

Mailing Address: (same as above)

Tel: (011-86-21) 6279-8400

Fax: (011-86-21) 6279-8401

Territory: Municipality of Shanghai;
provinces of Anhui, Jiangsu and Zhejiang

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 1-2, Nov 11,
Dec 25-28; Jan 1, Jan 28-29, Oct 1, Nov 11,
Dec 27-28

Time Difference (E.S.T.): +12

Mr. Edward (Ted) Lipman
Consul General

Mr. Duane McMullen
Senior Trade Commissioner and Consul
Program Manager
E-mail: mcmulld@shngipo.dfait.x400.gc.ca

Construction

Mr. Robert Foo
Trade Commissioner and Vice-Consul
E-mail: foor@shngipo.dfait.x400.gc.ca

Information Technology, Import Inquiries

Mr. Jan Scazighino
Trade Commissioner and Vice-Consul
E-mail: scazighj@shngipo.dfait.x400.gc.ca

Agricultural and Agri-food

Mr. Henry Deng
Senior Commercial Officer
E-mail: dengh@shngipo.dfait.x400.gc.ca

Ms. Tegan Tang
Agriculture Officer
E-mail: tangt@shngipo.dfait.x400.gc.ca

Cultural Industries, Education

Ms. Helena Chen
Commercial Officer
E-mail: chen@shngipo.dfait.x400.gc.ca

Finance, Investment, Energy

Ms. Claire Zhang
Commercial Officer
E-mail: zhangc@shngipo.dfait.x400.gc.ca

Transportation, Natural Resources

Mr. Thomas Chen
Commercial Officer
E-mail: chent@shngipo.dfait.x400.gc.ca

Chemicals, Consumer Products, Health Care, Industrial Machinery

Ms. Daphne Hong
Commercial Assistant
E-mail: hongd@shngipo.dfait.x400.gc.ca

Environment

Vacant
Commercial Officer

Chongqing

Canadian Consulate

Street Address:
Suite 1705, Metropolitan Tower,
Wu Yi Road,
Yu Zhong District,
Chongqing 40010, China

Mailing Address: (same as above)

Tel: (011-86-23) 6373-8077
Fax: (011-86-23) 6373-8026
E-mail: cdncon@public.cta.cq.cn

Ms. Mary Boyd
Consul

Ms. Stephanie Yang
Commercial Officer

Mr. Peter Liao
Commercial Officer

Colombia (Republic of)

Canadian Embassy

Street Address:
Calle 76, No. 11-52,
Santafe de Bogota, Colombia

Mailing Address:
Apartado Aereo 53531,
Santafe de Bogota 2, Colombia

Cable: CANADIAN BOGOTA
Tel: (011-57-1) 313-1355
Fax: (011-57-1) 313-3046
E-mail: td.bgota@bgota.x400.gc.ca

Office Hours: Mon, Tues, Thurs, Fri:
0800-1700; Wed: 0800-1330

Major Holidays: (1998/99) Oct 12, Nov 2,
Nov 16, Dec 8, Dec 25; Jan 1, Jan 11,
Mar 22, Apr 1-2, May 17, June 7, June 14,
July 5, July 20, Aug 16, Oct 18, Nov 1,
Nov 15, Dec 8, Dec 27

Time Difference (E.S.T.): 0

Mr. C. William Ross
Ambassador

Mr. Murray K. Esselmont
Counsellor (Commercial)
(Financial services, investment, civil
aviation/defence, press/media relations)

Mr. Kevin Sinnott
Second Secretary (Commercial)
(Environmental equipment and related,
advanced technologies, geomatics,
business/professional/educational services,
CIDA INC, PEMD)

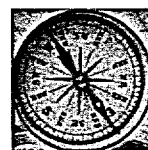
Mr. Carlos E. Rivera
Commercial Officer (Oil and gas, mining
equipment/services, power/energy and
related services, security and services,
transport industries)

Mr. Carlos Van Corthem
Commercial Officer (Agricultural, food
products-incl. fish/seafood and related, pulp
and paper, forestry equipment/services,
consumer products)

Mr. Aaron Malka
Commercial Officer (Telecommunications,
industrial machinery-incl. plastic processing
machinery, construction/building materials/
housing, chemicals, medical/health care)

Comoros (Islamic Federal Republic of)

see Tanzania



Plan the financial resources you'll need

Exploring foreign markets

can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.

Congo (Republic of)

see Gabon

Cook Islands

see New Zealand

Costa Rica (Republic of)

Canadian Embassy

Street Address:
Oficentro Ejecutivo La Sabana,
Sabana Sur, Detras de la Contraloria General
de la Republica,
Edificio #5, Piso #3,
San José, Costa Rica

Mailing Address:
Apartado Postal 351-1007,
Centro Colón,
San José, Costa Rica

Tel: (011-506) 296-4149
Fax: (011-506) 296-4280
E-mail: canadacr@sol.racsa.co.cr

Territory: Costa Rica, Honduras, Nicaragua

Office Hours: Mon-Thurs: 0800-1700;
Fri: 0800-1330

Major Holidays: (1998/99) Oct 12,
Dec 25-28; Jan 1, Apr 2, July 1, Sept 15,
Oct 11, Dec 27-28

Time Difference (E.S.T.): -1

Mr. Denis Thibeault
Ambassador

Mr. Jeff Blackstock
First Secretary (Commercial) and Consul

Mr. Manuel Ruiz R.
Commercial Officer

Mr. Adolfo Quesada V.
Commercial Officer

Mrs. Marjorie Escalante
Commercial Assistant

Mrs. Vilma Martínez
Commercial Assistant

Côte d'Ivoire (République de)

Abidjan

Canadian Embassy

Street Address:

Immeuble 'Trade-Center',
23, avenue Noguès,
Le Plateau, Abidjan,
Côte d'Ivoire

Mailing Address:

01 B.P. 4104,
Abidjan 01, Côte d'Ivoire

Tel: (011-225) 21-20-09

Fax: (011-225) 22-05-30

E-mail: commerce@abdjn01.x400.gc.ca

Territory: Côte d'Ivoire, Benin, Liberia, Niger

Office Hours: Mon/Tues/Thurs: 0730-1730;
Wed: 0730-1300; Fri: 0730-1230

Major Holidays: (1998/99) Dec 25; Jan 1,
Apr 19, May 7, May 18, July 1, Nov 1,
Nov 15, Dec 7, Dec 27 (Ramadan Dec 18-
Jan 19 approx.)

Time Difference (E.S.T.): +5

Mr. Donald McMaster
Ambassador

Ms. Andrée Vary
First Secretary (Commercial) and African
Development Bank (ADB) Liaison Officer
E-mail: andree.vary@abdjn01.x400.gc.ca

Mr. Ousmane Somali
Commercial Officer (Mines, petroleum, gas,
energy, transport, consumer products)
E-mail: somali.ousmane@abdjn01.x400.gc.ca

Mr. Justin-Barnabé Houedanou
Commercial Officer (Education, health,
environment, information technologies,
African Development Bank)
E-mail: justin.houedanou@abdjn01.x400.gc.ca



Ask your Trade Commissioner for...

Visit Information —

*Once you decide to visit the country
you want to do business in, we can
provide practical advice on timing
and organizing your trip. Please use
your travel agent to make appropriate
hotel and travel arrangements.*

Niamey

Office of the Canadian Embassy,
Sonara II Building,
avenue du Premier Pont,
Niamey, Niger

Mailing Address:

P.O. Box 362,
Niamey, Niger

Tel: (011-227) 75.36.86

Fax: (011-227) 75.31.07

Mr. Abdou Rabiou
Commercial Officer
E-mail: rabiou@cdaniger.ne

Croatia (Republic of)

Canadian Embassy

Street Address:

Mihanoviceva 1,
10000 Zagreb, Croatia

Mailing Address: (same as above)

Tel: (011-385-1) 4573-223/4577-884 (Trade)

Fax: (011-385-1) 457-7913

E-mail: canada@zg.tel.hr

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Dec 25; Jan 1,
Jan 6, May 31, June 22, July 1, Aug 5,
Aug 16, Sept 6, Nov 1, Dec 27

Time Difference (E.S.T.): +6

Mr. Donald W. Smith
Ambassador

Ms. Wendy Zecic
Commercial Officer
E-mail: wendy.zecic@micro.x400.gc.ca

*Note: All trade enquiries should be referred to
the Canadian Embassy in Hungary.*

Cuba (Republic of)

Canadian Embassy

Street Address:

Calle 30 No. 518,
Miramar, Havana, Cuba

NOTE: Send all mail to: Commercial Division,
P.O. Box 500 (HVAN),
Ottawa, Ontario K1N 8T7

Cable: CANADIAN HAVANA

Tel: (011-53-7) 24-2516/24-2517/24-2752

Fax: (011-53-7) 24-2044/24-1069

E-mail: td.havan@havan01.x400.gc.ca

Office Hours: Mon, Tues, Thurs,
Fri: 0800-1700; Wed: 0830-1400

Major Holidays: (1998/99) Oct 12, Nov 11,
Dec 25-28; Jan 1, Apr 2-5, May 24, July 1,
July 26, Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): 0

Mr. Keith H. Christie
Ambassador

Mr. Guy E. Salessé
Counsellor (Commercial) and Consul

Ms. Céline Boies
First Secretary (Commercial)

Mr. Tino Romaguera
Commercial Officer

Ms. Jo-Ann Salas
Commercial Officer

Trade Information Centre

Mrs. Gloria Rodríguez

Ms. Alicia Gozáñez

Cyprus (Republic of)

see Syria

Czech Republic

Canadian Embassy

Street Address:

Commercial Division,
Mickiewiczova 6,
125 33 Prague 6,
Czech Republic

Mailing Address: (same as above)

Tel: (011-420-2) 2431-1108
 Fax: (011-420-2) 2431-0294/2431-4060
 Internet: <http://www.dfait.maeci.gc.ca/~prague>

Territory: Czech Republic, Slovakia

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 28, Dec 24-25;
 Jan 1, Apr 5, July 5-6, Oct 28, Dec 24

Time Difference (E.S.T.): +6

Mr. Ronald Halpin
 Ambassador

Ms. Valerie Smith
 Counsellor (Commercial)
 (Foreign direct investmnet, financial services,
 OECD, European Union, bilateral agreements,
 arts/cultural industries)

Mrs. Ilona Boldova
 Commercial Officer (Aerospace/defence,
 agriculture, food/beverages, consumer products,
 fish/seafood products, medical/health care
 products/services, oil and gas, energy
 equipment, electrical power equipment/
 services, urban transit/rail equipment,
 automotive)

Ms. Eliska Grycova
 Commercial Officer (Environment/
 biotechnology industries, construction
 products/services, information technologies/
 telecommunications, advanced manufacturing
 technologies, chemicals, plastics, advanced
 materials, forest industries, resource
 equipment/technology, metals/minerals
 equipment/services)

Ms. Zora Breznova
 Trade Program (WIN Exports Manager)

Ms. Ivana Prendikova
 Commercial Assistant (Basic information on
 exporting to Canada, investing in Canada,
 investing in the Czech Republic,
 business/professional/educational services)



**Foreign clients
 often ask...**

*How do you plan to enter
 the market: export, license, joint
 venture or investment?*

**Democratic Republic of Congo
 (formerly Zaire)**

Canadian Embassy

Street Address:
 17, avenue Pumbu,
 Commune de Gombe,
 Kinshasa, Democratic Republic of Congo

Mailing Address:
 P.O. Box 8341,
 Kinshasa 1, Democratic Republic of Congo

Tel: (011-243) 123-4947/123-4147
 Fax: (011-243) 884-1277/880-3434

Time Difference (E.S.T.): +6

Mrs. Verona Edelstein
 Ambassador

Denmark (Kingdom of)

Canadian Embassy

Street Address:
 Kristen Bernikowsgade 1,
 DK-1105 Copenhagen K, Denmark

Mailing Address: (same as above)

Tel: (011-45-33) 48 32 00
 Fax: (011-45-33) 48 32 20

Territory: Denmark, Faroe Islands, Greenland

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
 Jan 1, Apr 1-5, June 1, July 1, Sept 6, Oct 11,
 Dec 27-28

Time Difference (E.S.T.): +6

Mr. Brian E. Baker
 Ambassador

Mr. Peter Fawcett
 Counsellor (Commercial)
 (Investment, trade relations, trade policy,
 military procurement)
 E-mail: peter.fawcett@copen01.x400.gc.ca

Mr. David S. Horup
 Commercial Officer (Advanced technology,
 telecommunications, military procurement,
 machinery and equipment, medical/
 pharmaceutical products, environmental
 technology, energy, transportation)
 E-mail: david.horup@copen01.x400.gc.ca

Ms. Bernadette Luscombe-Thomsen
 Commercial Officer (Fisheries, fish/seafood
 products, agriculture, food, forestry, UN
 procurement, building/construction,
 plastics/chemicals, mining/minerals)
 E-mail: bernadette.thomsen@copen01.x400.gc.ca

Ms. Wendy Sandsjö
 Trade Assistant (Consumer products)
 E-mail: wendy.sandsjo@copen01.x400.gc.ca

Djibouti (Republic of)

see Ethiopia

Dominica (Commonwealth of)

see Barbados

Dominican Republic

Office of the Canadian Embassy

Street Address:
 Capitón Eugenio de Marchena #39,
 La Esperilla,
 Santo Domingo, Dominican Republic

Mailing Address:
 P.O. Box 2054,
 Santo Domingo, Dominican Republic

Tel: (809) 685-1136
 Fax: (809) 682-2691

Office Hours: Mon-Fri: 0730-1530

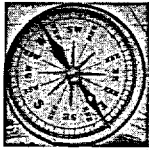
Major Holidays: (1998/99) Oct 12, Dec 25-28;
 Jan 1, Jan 22, Feb 26, Apr 2, May 24, July 1,
 Aug 16, Sept 6, Oct 11, Dec 24-27

Time Difference (E.S.T.): +1

Mr. Allan J. Stewart
 Ambassador
 (Resident in Caracas, Venezuela)

Mr. Pierre Giroux
 Chargé d'Affaires a.i.
 E-mail: pierre.giroux@micro.x400.gc.ca

Ms. Nancy Collado
 Commercial Officer
 E-mail: nancy.collado@micro.x400.gc.ca



Gear up for demand

Be prepared to meet the increased demand from a successful foreign sale. Don't forget to plan how you will adapt your products or services to the needs and tastes of the target market.

Ecuador (Republic of)

Canadian Embassy

Street Address:

Avda. 6 de Diciembre 2816 y Paul Rivet,
APRTD 17-11-6512 CCI,
Quito, Ecuador

Mailing Address:

Apartado 17-11-6512 CCI,
Quito, Ecuador

Tel: (011-593-2) 506-162/232-114/564-795/
232-040/238-418/506-163/232-041/232-115
Fax: (011-593-2) 503-108
E-mail: canada2@ecnet.ec

Mr. John Kneale
Ambassador

Mr. Ricardo Valdez
Commercial Officer

Egypt (Arab Republic of)

Canadian Embassy

Street Address:

5 Midan Al Saraya Al Kobra Street,
Garden City, Cairo, Egypt

Mailing Address:

P.O. Box 1667 Kasr El Doubara,
Cairo, Egypt

Tel: (011-20-2) 354-3110
Fax: (011-20-2) 354-7659
E-mail: td.cairo@cairo01.x400.gc.ca

Territory: Egypt, Sudan

Office Hours: Sun-Thurs: 0830-1430

Major Holidays: (1998/99) Oct 11, Dec 27-28;
Jan 3, Jan 7, July 1, Oct 10, Dec 26-27
(Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +7

Ms. Marie-Andrée Beauchemin
Ambassador

Mr. André L. Potvin
Counsellor (Commercial/Economic)
and Consul
E-mail: andre.potvin@cairo01.x400.gc.ca

Mr. Magdy E.S. Ghazal
Senior Commercial Officer
(Agriculture/food, forestry, consumer products)

Mr. Joseph H. Tadros
Commercial Officer (Computers,
telecommunications, energy, petroleum)
E-mail: joseph.tadros@cairo01.x400.gc.ca

Mr. Hany W. Ibrahim
International Trade Officer (Environment,
education, construction, services,
transportation, biotechnology)
E-mail: hany.ibrahim@cairo01.x400.gc.ca

El Salvador (Republic of)

Office of the Canadian Embassy

Street Address:

Avenida Las Palmas, No. 111,
Colonia San Benito,
San Salvador, El Salvador

Mailing Address:

Apartado 3078,
Centro de Gobierno,
San Salvador, El Salvador

Tel: (011-503) 279-4655
Fax: (011-503) 279-0765

Office Hours: Mon-Thurs: 0800-1630;
Fri: 0800-1330

Time Difference (E.S.T.): -1

Mr. Geoff Gartshore
First Secretary and Consul

Mr. Romeo Calderon
Commercial Officer

Note: Responsibility for the management of the commercial program in El Salvador rests with the Canadian Embassy in Guatemala City. However, general business inquiries should be addressed to San Salvador.

England

see Britain

Equatorial Guinea (Republic of)

see Gabon

Eritrea

see Ethiopia

Estonia (Republic of)

see Latvia

Ethiopia (Federal Democratic Republic of)

Canadian Embassy

Street Address:

Higher 23, Kebele 12, House No. 122,
Addis Ababa, Ethiopia

Mailing Address:

P.O. Box 1130,
Addis Ababa, Ethiopia

Tel: (011-251-1) 71 30 22
Fax: (011-251-1) 71 30 33
E-mail: addis@paris03.x400.gc.ca

Territory: Ethiopia, Djibouti, Eritrea

Office Hours: Mon-Thurs: 0800-1700;
Fri: 0800-1230

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Jan 7, Jan 28, Apr 9-12, Apr 16,
May 28, July 1, Oct 11, Dec 27-28

Time Difference (E.S.T.): +8

Mr. John R. Schram
Ambassador

Mr. Hugh Adsett
Third Secretary and Vice-Consul (Ethiopia,
Djibouti)

Mr. Maury Miloff
First Secretary (Eritrea)

Mr. Telahun Workeneh
Commercial Officer

European Union

Mission of Canada to the European Union

Street Address:

avenue de Tervuren, 2,
1040 Brussels, Belgium

Mailing Address: (same as above)

Tel: (011-32-2) 741-0660
Fax: (011-32-2) 741-0629
E-mail: Canada@mail.interpac.be

Responsibilities: European Union, the European Atomic Energy Community, the European Coal and Steel Community

Office Hours: Mon-Fri: 0900-1745

Major Holidays: (1998/99) Oct 12, Nov 11, Dec 25-28; Jan 1, Apr 2-5, May 24, July 1, Sept 6, Oct 11, Nov 11, Dec 27-28

Time Difference (E.S.T.): +6

Mr. Jean-Pierre Juneau
Head of Mission and Ambassador

Mr. Robert Hage
Deputy Head of Mission and Minister-Counsellor

Mr. Gordon Venner
Counsellor (General trade policy issues)
E-mail: gordon.venner@bru03.x400.gc.ca

Mr. Victor Jarjour
Counsellor (Agriculture)
E-mail: victor.jarjour@bru03.x400.gc.ca

Dr. William Coderre
Counsellor (Science and technology)
E-mail: william.coderre@bru03.x400.gc.ca

Mr. Maurice Bernier
Counsellor (Resource industries, business issues)
E-mail: maurice.bernier@bru03.x400.gc.ca

Mr. G. Daniel Caron
First Secretary (Fisheries, environment)
E-mail: daniel.caron@bru03.x400.gc.ca

Mr. Rambod Behboodi
First Secretary (Trade standards, regulatory issues)
E-mail: rambod.behboodi@bru03.x400.gc.ca



Ask your Trade Commissioner for...

Face-to-face Briefing —

One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. Simply notify our office of your visit at least two weeks before your departure.

Faroe Islands

see Denmark

Fiji

see New Zealand

Finland (Republic of)

Canadian Embassy

Street Address:
Pohjoisesplanadi 25 B,
FIN-00100 Helsinki, Finland

Mailing Address:
P.O. Box 779,
FIN-00101 Helsinki, Finland

Tel: (011-358-9) 171-141
Fax: (011-358-9) 601-060
E-mail: td.hsnki@paris03.x400.gc.ca

Office Hours: Mon-Fri: 0830-1630

Major Holidays: (1998/99) Oct 12, Dec 24-28;
Jan 1, Apr 2-5, May 13, June 25, Sept 6,
Oct 11, Dec 24-28

Time Difference (E.S.T.): +7

Mr. Craig T. MacDonald
Ambassador

Mr. John Pearce
Counsellor (Commercial) and Consul
(Defence, aerospace, investment)

Mrs. Karita Huotari
Business Development Officer (Information technologies, telecommunications, medical/health care, consumer goods, sporting goods, transportation)

Mr. Seppo Vihersaari
Business Development Officer
(Agriculture/agri-food, fisheries, chemicals, metals/minerals, machinery, environmental technology, forest products, building products, sporting goods)

Ms. Nina Lindberg
Commercial Assistant (General enquiries)

France (French Republic)

Canadian Embassy

Street Address:
35, avenue Montaigne,
75008 Paris, France

Mailing Address: (same as above)

Tel: (011-33) 144.43.29.00
Fax: (011-33) 144.43.29.98
E-mail: paris.td@paris02.x400.gc.ca
Internet: http://www.dfait-maeci.gc.ca/-paris

Territory: France, Monaco

Office Hours: Mon-Fri: 0845-1730

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Apr 2-5, June 1, June 29, July 14,
Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Mr. Jacques Roy
Ambassador

Mr. John McNab
Minister-Counsellor
(Economic/Commercial)

Agri-food, Consumer Goods, Natural Resources, Cultural Industries

Mr. Denis Robert
Counsellor (Commercial)

Mr. Yannick Dheilly
Commercial Officer (Agri-food, fisheries)

Ms. Linda Bernard
Commercial Officer (Consumer products, cultural industries)

Mr. Michel Montet
Commercial Officer (Natural resources, construction material)

High Technology

Mr. John Broadbent
Counsellor (Commercial)

Mr. Guy Ladequis
Commercial Officer (Aerospace, defence, security)

Mr. Musto Mitha
Commercial Officer (Health, environmental technologies, transportation)

Mr. François Gauthé
Commercial Officer (Telecommunications,
multi-media, informatics, micro-electronics)

Investment/Strategic Alliances

Mr. Robert Catellier
Counsellor (Investment)

Mr. Patrice Hidalgo
Commercial Officer (Investment)

Mr. Gaston Gauvin
Commercial Officer (Investment)

Science and Technology

Mr. Gilles Leclerc
Counsellor (Space Affairs, Science and
Technology)

Mr. Denis Lafeuille
Technological Exchanges Officer (Canadian
program for technology acquisition)

Economic/Finance

Mr. Jacques Paquette
Counsellor (Economic)
(Bilateral/multilateral economic relations,
economic/commercial policy, WTO,
OECD, G-7/8)

Mr. Richard Bastien
Counsellor (Financial)
(Monetary, financial and macro-economic
questions)

Mrs. Geneviève Weill
Economic and Financial Analyst

French Guiana

see Guyana

French Polynesia

see New Zealand

Gabon (Gabonese Republic)

Canadian Embassy

Mailing Address:

P.O. Box 4037,
Libreville, Gabon

Tel: (011-241) 74-34-64/65

Telex: GO 5527 (DOMCAN 5527 GO)

Fax: (011-241) 74-34-66

Territory: Gabon, Congo (Brazzaville),
Equatorial Guinea, Sao Tome and Principe

Office Hours: Mon-Thurs: 0730-1730;
Fri: 0730-1300

Major Holidays: (1998/99) Oct 30, Dec 25-28;
Jan 1, Apr 2-5, July 1, Aug 16, Dec 27-28
(Ramadan Dec 18-Jan 18 approx.)

Time Difference (E.S.T.): +6

Mr. Robert B. Noble
Ambassador

Mr. Michel Vermette
Commercial Officer
E-mail: michel.vermette@paris03.x400.gc.ca

Gambia (Republic of the)

see Senegal

Georgia (Republic of)

see Turkey

Germany (Federal Republic of)

Missions in Germany are organized on an
industry sector basis as opposed to a
geographic basis. Therefore, all trade
enquiries should be directed to the mission
identified as having specific responsibility for
the product in question.

Bonn

Canadian Embassy

Street Address:

Friedrich-Wilhelm-Strasse 18,
53113 Bonn, Germany

Mailing Address:

Postfach 12 02 40,
53044 Bonn, Germany

Tel: (011-49-228) 968-0

Fax: (011-49-228) 968-3900

E-mail: bonn.td@bonn01.x400.gc.ca

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Feb 22, Apr 2-5, June 1, July 1, Aug 2,
Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Sector Responsibilities: aerospace and defence
products, security equipment, books,
musical instruments, fish and seafood,
environment, chemicals, cultural industries,
health care, medical and pharmaceutical
products and services, policy and regulatory
matters, government procurement, remote
sensing (incl. satellite space communications),
power and energy equipment, management
consulting services; Liaison with Telecom.

Mr. Gaëtan Lavertu
Ambassador

Mr. Norbert Kalisch
Counsellor and Head of Commerce,
Investment and Science and Technology

**Commerce, Investment and Science and
Technology Section**

Mr. Hans J. Himmelsbach
Counsellor (Commercial)

Dr. Bill Bhaneja
Counsellor (Science/Technology)

Mr. Emmanuel Skoulas
Third Secretary (Commercial)

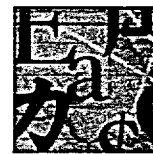
Dr. Bruno Wiest
Technology Development Officer

Mr. Jens-Peter Otto
Commercial Officer

Mr. Detlef Engler
Investment Development Officer

Dr. Steffen Preusser
Technology Development Officer

Mr. Ralf Schliephake
Investment Development Officer



**Foreign clients
often ask...**

How would you describe

*the typical buyer, distributor, agent or
partner you want to work with in your
target market?*

Economic Division

Mr. Ross Miller
Counsellor (Economic)

Ms. Micheline Aucoin
Counsellor (Finance)

Ms. Dorothea Greiff
Policy Analyst/Research Assistant

Berlin

Office of the Canadian Embassy

Street Address:

Internationales Handelszentrum,
Friedrichstrasse 95,
23rd Floor,
10117 Berlin, Germany

Mailing Address: (same as above)

Tel: (011-49-30) 20 31 20
Fax: (011-49-30) 20 312 590

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Feb 22, Apr 2-5, June 1, July 1, Aug 2,
Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

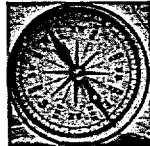
Sector Responsibilities: economic and commercial relations with Berlin and the five new German states; construction industry and related engineering services, agricultural equipment and computer-based training (CBT)/educational software for all of Germany.

Ms. Fredericka Gregory
Minister

Mr. Leslie T. Reissner
First Secretary (Commercial)

Mr. Thorsten Henke
Commercial Officer

Ms. Ina Hoelzmann
Commercial Officer



Make personal visits

Building business

relationships in foreign

markets is best done face to face.

Faxes and phone calls are great for follow-ups but nothing beats meeting in person.

Düsseldorf

Canadian Consulate

Street Address:

Prinz-Georg-Str. 126,
D-40479 Düsseldorf, Germany

Mailing Address: (same as above)

Tel: (011-49-211) 17 21 70
Fax: (011-49-211) 35 91 65

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Feb 15, Apr 2-5, May 24, July 1,
Aug 2, Sept 6, Oct 11, Dec 24-27

Time Difference (E.S.T.): +6

Sector Responsibilities: agri-food, oil and gas, mining, minerals and metals, primary and secondary industry machinery (excl. agricultural machinery).

Mr. John R. Schofield
Consul and Senior Trade Commissioner
E-mail: john.schofield@bonn02.x400.gc.ca

Mr. Stephan Rung
Commercial Officer (Agriculture)
E-mail: stephan.rung@bonn02.x400.gc.ca

Hamburg

Consulate of Canada

Street Address:

ABC-Strasse 45,
20354 Hamburg, Germany

Mailing Address: (same as above)

Tel: (011-49-40) 35556-295
Fax: (011-49-40) 35556-294

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Feb 22, Apr 2-5, June 1, July 1, Aug 2,
Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Sector Responsibilities: fish (contact to importers, promotional initiatives shared with Bonn), water transport industries, forest products, wood furniture, building products (shared with Berlin).

Mr. Harold McNairnay
Consul and Senior Trade Commissioner

Mr. Wolfgang M. Schefczyk
Commercial Officer

Munich

Canadian Consulate

Street Address:

Tal 29,
80331 Munich, Germany

Mailing Address: (same as above)

Tel: (011-49-89) 21-99-57-0
Fax: (011-49-89) 21-99-57-57
E-mail: munic.td@bonn02.x400.gc.ca

Office Hours: Mon-Thurs: 0900-1700;
Fri: 0900-1530

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Feb 22, Apr 2-5, June 1, July 1,
Aug 2, Sept 6, Oct 11, Dec 24-27

Time Difference (E.S.T.): +6

Sector Responsibilities: automotive and surface transportation equipment, electronic products, computers and computer software and hardware, telecommunications equipment and services, consumer products and services.

Mr. Jon Scott
Consul and Senior Trade Commissioner
E-mail: jon.scott@bonn02.x400.gc.ca

Ms. Deborah Peterson
Vice-Consul and Assistant Trade Commissioner
E-mail: deborah.peterson@bonn02.x400.gc.ca

Mr. Cliff Singleton
Commercial Officer
E-mail: cliff.singleton@bonn02.x400.gc.ca

Ms. Frieda Saleh
Commercial Assistant
E-mail: frieda.saleh@bonn02.x400.gc.ca

Ghana (Republic of)

Canadian High Commission

Street Address:

46 Independence Avenue,
Accra, Ghana

Mailing Address:

P.O. Box 1639,
Accra, Ghana

Tel: (011-233-21) 228555/228566/773791

Fax: (011-233-21) 773-792

E-mail: td.accra@accra01.x400.gc.ca

Territory: Ghana, Togo

Office Hours: Mon-Thurs: 0730-1600;
Fri: 0730-1300

Major Holidays: (1998/99) Oct 12, Nov 11,
Dec 25; Jan 1, Apr 2-5, July 1, Sept 6,
Oct 11, Nov 11, Dec 27

Time Difference (E.S.T.): +5

Ms. Janet Graham
High Commissioner (Ghana)
Ambassador (Togo)

Mr. Michael Siewecke
First Secretary (Commercial)
E-mail: michael.siewecke@accra01.x400.gc.ca

Mr. S.B. Martin-Daniels
Commercial Officer
E-mail: samuel.martin-
daniels@accra01.x400.gc.ca

Gibraltar

see Britain

Greece (Hellenic Republic)

Canadian Embassy

Street Address:

4 Ioannou Ghennadiou Street,
115 21 Athens, Greece

Mailing Address: (same as above)

Tel: (011-30-1) 727-3400

Fax: (011-30-1) 727-3460

E-mail: commerce@athns01.x400.gc.ca

Office Hours: Mon-Fri: 0730-1530

Major Holidays: (1998/99) Dec 25; Jan 1,
Mar 25, Apr 9-13, July 1, Dec 27



Ask your Trade Commissioner for...

Troubleshooting —

*Do you have an urgent business or
market access problem? Call us for
help. We cannot enter into private
disputes or act as customs brokers,
sales agents, collection agents or
lawyers.*

Time Difference (E.S.T.): +7

Mr. David Hutton
Ambassador

Mr. David R. Cohen
Counsellor (Commercial)

Mrs. Marianna Saropoulos
Commercial Officer (Agri-food,
environment, oil and gas, consumer
products, medical/health care, mining,
metals and minerals, industrial machinery,
forestry/construction)

Mr. George E. Dimitriou
Commercial Officer (Telecommunications/
information technology, power/energy,
transportation)

Mrs. Marguerita Niada
Commercial Assistant

Ms. Maria-Louise Economou
Commercial Assistant

Greenland

see Denmark

Grenada

see Barbados

Guadeloupe

see Barbados

Guam

see Philippines

Guatemala (Republic of)

Canadian Embassy

Street Address:

13 Calle 8-44, Zona 10,
Edyma Plaza, 8th Floor,
Guatemala City 01010, Guatemala, C.A.

Mailing Address:

P.O. Box 400,
Guatemala City, Guatemala, C.A.

Cable: CANADIAN GUATEMALA CITY

Tel: (011-502) 333-6102

Fax: (011-502) 333-6189

E-mail: td.gtmla@gtmla01.x400.gc.ca

Territory: Guatemala, El Salvador

Office Hours: Mon-Fri: 0800-1630

Major Holidays: (1998/99) Oct 19, Nov 2,
Dec 25-28; Jan 1, Apr 1-2, May 24, July 2,
Sept 15, Oct 11, Nov 1, Dec 24-28, Dec 31

Time Difference (E.S.T.): -1

Mr. Daniel Livermore
Ambassador

Mr. Wayne A. McKenzie
Counsellor (Commercial) and Consul
E-mail: wayne.mckenzie@gtmla01.x400.gc.ca

Vacant
Commercial Officer

Ms. Margo Dannemiller
Commercial Assistant
E-mail: margo.dannemiller@gtmla01.x400.gc.ca

Guinea (Republic of)

Canadian Embassy

Street Address:

Corniche Sud, Quartier Coléah,
Commune Matam,
Conakry, Guinea

Mailing Address:

P.O. Box 99,
Conakry, Guinea

Tel: (011-224) 46 23 95/46 44 48/46 32 90/
46 32 91/46 37 32

Fax: (011-224) 46 42 35

E-mail: Cnaky@paris03.x400.gc.ca

Territory: Guinea, Sierra Leone

Office Hours: Mon-Thurs: 0800-1645;
Fri: 0800-1300

Major Holidays: (1998/99) Oct 2, Dec 25-28;
Jan 1, Apr 6, Apr 13, June 8, Dec 27-28

Time Difference (E.S.T.): (Summer) +4;
(Winter) +5

Mr. Denis Briand
Ambassador

Mr. Souleymane N'Diaye
Development Officer (Commercial/
Co-operation)

Guinea-Bissau (Republic of)

see Senegal

Guyana (Republic of)

Canadian High Commission

Street Address:
Young and High Streets,
Kingston, Georgetown, Guyana

Mailing Address:
P.O. Box 10880,
Georgetown, Guyana

Tel: (011-592-2) 72081-5
Fax: (011-592-2) 58380

Territory: Guyana, French Guiana, Suriname

Office Hours: Mon-Fri: 0800-1630

Major Holidays: (1998/99) Oct 19, Dec 25-28;
Jan 1, Feb 23, Apr 2-5, July 3, Aug 2,
Dec 27-28

Time Difference (E.S.T.): +1

Mr. Allan Bowker
High Commissioner

Mr. Tom Bearss
Counsellor (Commercial)
(Resident in Port of Spain, Trinidad and
Tobago)

Ms. Lyris Primo
Commercial Officer
E-mail: lyris.primo@extott18.x400.gc.ca

Ms. Janice Khan
Commercial Assistant
E-mail: janice.khan@extott18.x400.gc.ca

Haiti (Republic of)

Canadian Embassy

Street Address:
Delmas 18, Édifice Scotia Bank, Delmas,
Port-au-Prince, Haiti

Mailing Address:
P.O. Box 826,
Port-au-Prince, Haiti

Tel: (011-509) 23 23 58
Fax: (011-509) 23 87 20/23 87 03

Office Hours: Mon-Thurs: 0730-1600;
Fri: 0730-1300

Major Holidays: (1998/99) Dec 25; Jan 1,
Feb 12, Apr 2-5, July 1, Sept 6, Dec 27

Time Difference (E.S.T.): 0

Mr. Gilles Bernier
Ambassador

Mr. Philippe Beaulne
Counsellor and Consul
(Political/Commercial)

Mrs. Nathalie Gissel
Commercial Officer

Honduras (Republic of)

see Costa Rica

Hungary (Republic of)

Canadian Embassy

Street Address:
Zugligeti út 51-53,
1121 Budapest, Hungary

Mailing Address: (same as above)

Tel: (011-36-1) 275-1200
Fax: (011-36-1) 275-1215
E-mail: td.bpest@bpest01.x400.gc.ca

Territory: Hungary, Albania, Bosnia and
Herzegovina, Croatia, Slovenia

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 23, Dec 25-28;
Jan 1, Apr 5, May 24, July 1, Aug 20, Sept 6,
Oct 22, Dec 24-27

Time Difference (E.S.T.): +6

Ms. Susan M.W. Cartwright
Ambassador (Hungary, Slovenia, Albania)

Mr. W.G. (Gib) McEwen
Counsellor (Commercial) and Consul

Mr. Béla Gyönyör
Commercial Officer (Agri-food, energy,
primary/secondary industrial products)

Ms. Éva Bösze
Commercial Officer (Advanced technology/
telecommunications, industrial electronics,
transportation equipment/services)

Mr. Roland Farkas
Commercial Officer (Environment,
construction, medical equipment/services,
chemical products)

Ms. Martha Rauhoffer
Trade Assistant (Consumer products,
business/professional/educational services,
tourism)

Iceland (Republic of)

see Norway

India (Republic of)

New Delhi

Canadian High Commission

Street Address:
7/8 Shantipath, Chanakyapuri,
New Delhi 110 021, India

Mailing Address:
P.O. Box 5208,
New Delhi, India

Tel: (011-91-11) 687-6500
Fax: (011-91-11) 687-5387
E-mail: delhi.commerce@delhi01.x400.gc.ca

Territory: India, Bhutan, Nepal

Office Hours: Mon-Thurs: 0830-1730;
Fri: 0830-1300

Major Holidays: (1998/99) Oct 2, Oct 19,
Dec 25-28; Jan 1, Jan 25, Apr 2-5, July 1,
Sept 6, Dec 27-28



**Zoom in on the most
promising markets**

Successful companies

*concentrate on one foreign market at
a time, moving on to the next only
after succeeding in the last.*

Time Difference (E.S.T.): +10 1/2

Mr. Peter F. Walker
High Commissioner

Mr. Bill Johnston
Counsellor (Commercial)
E-mail: bill.johnston@delhi01.x400.gc.ca

Ms. Kathleen Mackay
First Secretary (Commercial)
(Insurance, financial and agency services,
defence programs/products and related,
multi-sector/other-incl. NEBS, NEXOS)

Ms. Nancy Segal
Second Secretary (Commercial)
(Transportation equipment, technology
services system, non-sectoral-incl.
investment, S&T, R&D)

Mr. Ramesh C. Kamo
Senior Commercial Officer (Information
technology, GIS, business/professional/
educational services, other services)

Mr. Ram Gupta
Commercial Officer (Agriculture, agri-food
and related, mining/metal/minerals, fisheries,
sea products and related, forest products
and related)

Mr. Viney Gupta
Commercial Officer (Environment,
biotechnology, medical/health care
products/services, consumer products)

Mr. Ashwani Nanda
Commercial Officer (Power/energy
equipment/services, chemicals, chemical
products and related, oil and gas products
and related, primary/secondary industrial
machinery)

Mr. Madhu Toshniwal
Commercial Officer (Telecommunications
equipment/services, construction products
and related)

Mumbai (Bombay)

Consulate of Canada

Street Address:
41/42 Maker Chambers VI,
Jamnalal Bajaj Marg,
Nariman Point,
Mumbai (Bombay) 400 021, India

Mailing Address: (same as above)

Tel: (011-91-22) 287-6027/287-5479
Fax: (011-91-22) 287-5514
E-mail: consulate.canada@coc.sprintrpg.ems.
vsnl.net.in

Territory: States of Karnataka, Maharashtra,
Gujarat, and Goa

Office Hours: Mon-Thurs: 0900-1730;
Fri: 0900-1500

Major Holidays: (1998/99) Oct 2, Oct 19,
Dec 25-28; Jan 1, Mar 5, July 1, Oct 1,
Oct 18, Dec 27-28

Time Difference (E.S.T.): +10 1/2

Mr. Ron Bollman
Consul and Trade Commissioner

Mr. Sanjeev Chowdhury
Vice-Consul and Assistant Trade
Commissioner

Mr. Apurva Mehta
Commercial Officer

Mr. Amitabh Arora
Commercial Officer

Bangalore

Trade Office of Canada,
Office No. 103, 1st Floor,
Prestige Meridien 1, Rear Wing, 29 M.G. Road,
Bangalore 560 001, India

Tel: (011-91-80) 5599418/5581116
Fax: (011-91-80) 5599424

Mr. D.P. Vittal Nath
Trade Advisor and Commercial Officer



Foreign clients often ask...

*When do you plan to visit
the market? Have you considered
adapting your product or service
literature to the market at that time?*

Chandigarh

Office of the High Commission,
SCO No. 33,34,35, Sector 17-A,
Near Jagat Cinema,
Chandigarh 160 017, India

Tel: (011-91-172) 716-020
Fax: (011-91-172) 716-025

Mr. G.S. Sobti
Commercial Officer

Indonesia (Republic of)

Canadian Embassy

Street Address:
Wisma Metropolitan 1,
5th Floor,
Jalan Jendral Sudirman Kav. 29,
Jakarta 12920, Indonesia

Mailing Address:
P.O. Box 8324/JKS.MP,
Jakarta 12084, Indonesia

Tel: (011-62-21) 525-0709
Fax: (011-62-21) 571-2251/550-1494
E-mail: jkrta.td@jkrta02.x400.gc.ca
Internet: <http://www.dfait-maeci.gc.ca/jakarta>

Office Hours: Mon-Thurs: 0730-1615;
Fri: 0730-1300

Major Holidays: (1998/99) Nov 17, Dec 25;
Jan 1, Jan 19-20, May 13, Aug 17, Nov 17,
Dec 27 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +12

Mr. Ken Sunquist
Ambassador

Ms. Marta Moszczenska
Counsellor (Commercial)

Mr. Rene Wassill
First Secretary (Commercial)
(Mining, metals and minerals, rail/urban
transit, consulting engineering)

Mr. Graham Shantz
First Secretary (Commercial)
(Financial services, power/energy, services
industries, investment development)

Ms. Ginette Martin
First Secretary (Political/Trade)
(APEC/Trade policy issues)

Ms. Julie Insley
Second Secretary (Commercial)
and Vice-Consul
(Science and technology, telecommunications,
information technology, marine technology,
aerospace/aviation, remote sensing/mapping,
multimedia, cultural industries)

Ms. Lies Suroto
Commercial Officer (Construction/building
products, forestry, oil and gas, ports/highways,
iron/steel)

Mr. Tommy Ruslim
Commercial Officer (Agriculture/food,
fisheries/seafood, biotechnology)

Mr. Husni Djaelani
Commercial Officer (Environmental
technology, education, consumer products,
textiles/clothing)

Mr. Hermawan
Commercial Officer (Industrial machinery,
plastics industry, chemical/petrochemical,
electronic products, automotive,
medical/health)

Iran (Islamic Republic of)

Canadian Embassy

Street Address:
57 Shahid Javad Sarafraz Street,
Ostad Motahari Avenue,
Tehran 15868, Iran

Mailing Address:
P.O. Box 11365-4647,
Tehran, Iran

Tel: (011-98-21) 873-2623/24/25/26
Fax: (011-98-21) 873-3202

Office Hours: Sun-Thurs: 0800-1600

Major Holidays: (1998/99) Oct 11,
Dec 24-27; Jan 1, Mar 21-22, Apr 1, July 1,
Sept 5, Oct 10, Dec 25-28 (Ramadan
Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +8 1/2

Mr. Michel de Salaberry
Ambassador

Mr. Andrew Shisko
Senior Trade Commissioner
(Financial institutions, wheat)
E-mail: andrew.shisko@teran01.x400.gc.ca

Mr. Eric Robinson
Third Secretary (Commercial)
(Oil and gas, power/energy, environment,
chemicals/petrochemicals, consulting
engineering, services)
E-mail: eric.robinson@teran01.x400.gc.ca

Mr. Sohrab Oshidar
Commercial Officer (Agriculture, forest
products, geomatics, health/medical,
telecommunications, information technologies)
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Mr. Siavash Bakhtiari
Commercial Officer (Industrial machinery,
mining/mineral processing, transportation,
instrumentation, electronics, safety/security)
E-mail: siavash.bakhtiari@teran01.x400.gc.ca

Iraq (Republic of)

see Jordan

Ireland

Canadian Embassy

Street Address:
Canada House,
65 St. Stephen's Green,
Dublin 2, Ireland

Mailing Address: (same as above)

Tel: (011-353-1) 478 1988
Fax: (011-353-1) 478 1285
E-mail: Cdnembsy@iol.ie

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 26,
Dec 25-28; Jan 1, Mar 17, Apr 2-5, May 3,
June 7, July 1, Aug 2, Oct 25, Dec 27-28

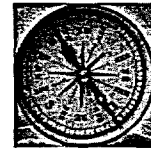
Time Difference (E.S.T.): +5

The Honourable Ronald A. Irwin
Ambassador

Mrs. Monica Heron
Counsellor (Commercial)

Mr. John Sullivan
Commercial Officer

Mrs. Gerry Mongey
Commercial Assistant



Study the market and the culture

*Business people and
customers in most foreign markets
will appreciate and reward your
efforts to learn about their culture.*

Israel (State of)

Canadian Embassy

Street Address:
3 Nirim Street,
Tel Aviv 67060, Israel

Mailing Address: (same as above)

Tel: (011-972-3) 636-3300/636-3351 (Trade)
Fax: (011-972-3) 636-3385 (Trade)

Office Hours: Mon-Thurs: 0800-1630;
Fri: 0800-1330

Major Holidays: (1998/99) Oct 5, Dec 25;
Jan 1, Apr 1-5, Apr 7, Apr 21, May 21, July 1,
Sept 20, Dec 27

Time Difference (E.S.T.): +7

Mr. David Berger
Ambassador

Ms. Goldie Schermann
First Secretary (Commercial)
(Program management, multilateral/bilateral
economic issues, trade policy, banking/
financial services)
E-mail: goldie.schermann@taviv01.x400.gc.ca

Mr. Tim Martin
First Secretary and Consul
(Ramallah, West Bank and Gaza Strip)
E-mail: tim.martin@taviv01.x400.gc.ca

Ms. Atalia Kahan
Senior Commercial Officer (Agri-food,
environment, health care, biotechnology,
chemicals and plastics, geomatics, cosmetics,
textile, apparel)
E-mail: atalia.kahan@taviv01.x400.gc.ca

Mr. Avi Goldstein
Commercial Officer (Telecommunications, electronic and computers, energy, oil and gas, transportation, construction, industrial machinery, defence, security products, sporting goods)
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Ms. Lilian Green
Commercial Assistant (Forestry products, residential/institutional furniture, household, "do-it-yourself" and hardware, building and building materials, consumer products/giftware, security products, construction equipment/materials, WIN)
E-mail: lilian.green@taviv01.x400.gc.ca

Ms. Darla Hurwitz Scott
Commercial Assistant (Consumer products-electronics, education equipment/services, fine arts, giftware, housewares, musical instruments, office products, toys and games, plastics-not furniture, health/beauty; general trade enquiries)
E-mail: darla.hurwitz@taviv01.x400.gc.ca

Italy (Italian Republic)

Rome

Canadian Embassy

Street Address:

Via G.B. de Rossi 27,
00161 Rome, Italy

Mailing Address: (same as above)

Tel: (011-39-06) 44598.1

Fax: (011-39-06) 44598.754/44598.752

E-mail: rome@rome01.x400.gc.ca

Territory: Provinces of Abruzzo, Basilicata, Calabria, Campania, Lazio, Marche, Molise, Puglia, Sardegna, Sicilla, Toscana, Umbria;
Other countries: Malta, San Marino

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28; Jan 1, Apr 2-5, July 1, Aug 16, Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Mr. Jeremy K.B. Kinsman
Ambassador

Mr. William H. Pound
Minister-Counsellor (Economic/Commercial)
(Trade and investment program management, economic issues, trade policy, banking/financial services)

Mr. Peter Egyed
First Secretary (Commercial)
(Aerospace, defence programs, investment development and strategic alliances, urban transit/rail equipment, science and technology, marine transport and equipment, cultural and educational services, commercial and transport services, public procurement)

Mr. Michael J. McDermott
Commercial Officer (Market access issues, statistics, agri-food, fisheries, forestry, grains and oilseeds)

Mr. John B. Picard
Commercial Officer (Telecommunications equipment/services, information technologies/geomatics, space, consumer electronics, defence electronics and security products, broadcasting/ audio-visual products/services)

Mr. Alex L. Jones
Commercial Officer (Financial/economic reporting, environmental industries, oil and gas, power/energy, banking/financial services, building products, investment development, transport equipment and services)

Mrs. Luciana Tranquilli-Spila
Commercial Assistant (Consumer products and services, health care products/services, men's and children's apparel, educational products, toys and games)

Mrs. Patrizia Giuliotti
Economic and Commercial Assistant

Ms. Sheryl MacLean
Commercial Assistant

Milan

Canadian Consulate General

Street Address:

Via Vittor Pisani 19,
20124 Milan, Italy

Mailing Address: (same as above)

Tel: (011-39-02) 6758-1

Fax: (011-39-02) 6758-39006758-3945

E-mail: milan@milan01.x400.gc.ca

Internet: <http://www.canada.it>

Territory: Provinces of Emilia-Romagna, Friuli, Liguria, Lombardia, Piemonte, Trentino-Alto Adige, Val d'Aosta and Veneto

Office Hours: Mon-Fri: 0845-1715;
(Summer) Mon-Thurs: 0830-1730;
Fri: 0830-1300

Major Holidays: (1998/99) Oct 12, Dec 25-28; Jan 1, Apr 2-5, July 1, Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Vacant
Consul General

Mr. Grant Manuge
Consul and Senior Trade Commissioner
(Trade and investment program, corporate liaison/investment development)

Mr. Bruno Hamel
Vice-Consul and Assistant Trade Commissioner
(Information/communication technologies, electronic components)

Mr. Nicola De Paolis
Commercial Officer (Primary/secondary industrial machinery, packaging, instrumentation, plastics, geomatics, mining products/equipment, chemicals)

Mrs. Clara Baglietto
Commercial Officer (Agri-food, fisheries, design industries, cultural industries)

Mr. Pier Paolo Chicco
Commercial Officer (Automotive, strategic ventures, technology inflow)

Mrs. Sandra Marchesi
Commercial Assistant (Medical devices, TID program administration, special events co-ordination)



**Ask your Trade
Commissioner for...**

Market Prospect —

We'll help you assess your potential in your target market. We may have market reports available for some sectors. Should you need additional market research, we can refer you to local firms.

Mrs. Paola Molteni
Commercial Assistant (Investment/business immigration program, security products, franchising, business services)

Mrs. Carmen Travagin
Commercial Assistant (Consumer goods, aboriginal products)

Jamaica

Canadian High Commission

Street Address:
30-36 Knutsford Boulevard,
Kingston 5, Jamaica, W.I.

Mailing Address:
P.O. Box 1500,
Kingston 10, Jamaica, W.I.

Cable: BEAVER KINGSTON JA
Tel: (1-876) 926-1500
Telex: (Destination code 291) 2130
(2130 BEAVER JA)
Fax: (1-876) 960-3861
E-mail: td.kngtn@kngtn01.x400.gc.ca

Territory: Jamaica, Bahamas, Belize, Cayman Islands, Turks and Caicos Islands

Office Hours: Mon-Fri: 0800-1630

Major Holidays: (1998/99) Oct 19, Dec 25-28;
Jan 1, Feb 25, Apr 2-5, May 24, July 1,
Aug 6, Oct 19, Dec 27-28

Time Difference (E.S.T.): 0

Mr. Gavin Stewart
High Commissioner

Mr. W.P. (Pat) Molson
Counsellor (Commercial)
(Trade policy, economic reporting,
investment, aid and development-incl.
CIDA INC program management)

Miss Yasmin M. Chong
Commercial Officer (Agriculture, fisheries,
food products/grains, minerals, fossil fuels,
semi-finished wood products, Capital
Projects/CIDA INC, pulp and paper,
transport equipment/services-excl. aircraft,
electrical/power generation equipment/services)

Mr. Gregory Shervington
Commercial Officer (Computers/software,
general industrial machinery, textiles, clothing,
consumer products, sporting goods, medical/
veterinary products, chemicals, fertilizer,
plastics, office supplies/equipment, hardware/
building products, telecommunications,
electronic products)

Ms. Flavia Weir
Commercial Assistant

Japan

Tokyo

Canadian Embassy

Street Address:
7-3-38 Akasaka,
Minato-ku,
Tokyo 107, Japan

Mailing Address: (same as above)

Cable: CANADIAN TOKYO
Tel: (011-81-3) 5412-6200
Fax: (011-81-3) 5412-6247 (Trade)
E-mail: d-tko-td@tokyo04.x400.gc.ca
Internet: <http://www.dfait-maeci.gc.ca/ni-ka>

Office Hours: Mon-Fri: 0900-1730

Major Holidays: (1998/99) Dec 25-28; Jan 1,
Apr 2, May 5, July 1, Dec 27-28

Time Difference (E.S.T.): +14

Mr. Leonard J. Edwards
Ambassador

Mr. Melvyn L. MacDonald
Minister (Economic/Commercial)

Commercial Division

– Agriculture, Fisheries and Consumer Products

Mr. Ron Davidson
Counsellor (Commercial)

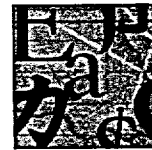
Ms. Yvonne Gruenthaler
Second Secretary (Commercial)

Ms. Pamela Hay
Third Secretary (Commercial)

Mr. Yuzuru Kagi
Commercial Officer

Mr. Hiroshi Matsunaga
Commercial Officer

Mr. Masao Nakai
Commercial Officer



Foreign clients often ask...

*What is unique or special
about your company, product or
service?*

Ms. Ruriko Koike
Commercial Officer

– Energy, Forestry and Minerals

Mr. Brian Parrott
Counsellor (Commercial)

Mr. David Bostwick
First Secretary (Commercial)

– High Technology and Industrial Products

Mr. Robert Brocklebank
Counsellor (Commercial)

Mr. Allan Edwards
Second Secretary (Commercial)

Mr. Andrew Smith
Second Secretary (Commercial)

Mr. Yasujiro Yabe
Commercial Officer

Mr. Hideyo Owaki
Commercial Officer

Mr. Noboru Aoki
Commercial Officer

Ms. Emiko Kawagoshi
Commercial Officer

Investment, Science and Technology Co-operation Section

Mr. Louis A. Boisvert
Counsellor (Investment)

Ms. Patricia Cronin
First Secretary (Commercial)

Mr. Shiro Kiyohara
Commercial Officer

Ms. Peggy Tsang
Counsellor (Science and Technology)

Ms. Noriko Abe
Science and Technology Program Officer

Ms. Yukiko Suzuki
Program Support Officer

Mr. Isao Kaneko
Commercial Officer

Fukuoka

Canadian Consulate

Street Address:

FT Bldg. 9F,
4-8-28 Watanabe-dori,
Chuo-ku, Fukuoka 810-0004, Japan

Mailing Address: (same as above)

Tel: (011-81-92) 752-6055
Fax: (011-81-92) 752-6077
E-mail: tokyo@tokyo03.x400.gc.ca

Territory: Prefectures of Fukuoka, Kagoshima, Kumamoto, Miyazaki, Nagasaki, Oita, Okinawa, Saga

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +14

Mr. Benoît Préfontaine
Consul and Trade Commissioner

Mr. Kazuhiro Uemura
Commercial Officer

Nagoya

Canadian Consulate

Street Address:

Nakato Marunouchi Bldg. 6F,
3-17-6 Marunouchi, Naka-ku,
Nagoya 460-0002, Japan

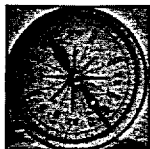
Mailing Address: (same as above)

Tel: (011-81-52) 972-0450
Fax: (011-81-52) 972-0453
E-mail: tokyo@tokyo03.x400.gc.ca

Territory: Prefectures of Aichi and Gifu

Office Hours: Mon-Fri: 0900-1730

Time Difference (E.S.T.): +14



Set realistic expectations

Developing foreign

markets is a long-term commitment. It takes time, effort and money. Make sure senior management is committed. Be prepared for the long haul and make perseverance your critical success factor.

Mr. Terry Greenberg
Consul and Trade Commissioner

Mr. Takeo Hatano
Commercial Officer

Osaka

Canadian Consulate General

Street Address:

Daisan Shoho Building,
12th Floor,
2-2-3 Nishi-Shinsaibashi,
Chuo-ku, Osaka 542-0086, Japan

Mailing Address:

P.O. Box 150,
Osaka Minami, 542-8691 Japan

Tel: (011-81-6) 212-4910

Fax: (011-81-6) 212-4914

E-mail: tokyo@tokyo05.x400.gc.ca

Territory: Prefectures of Osaka, Hyogo, Kyoto, Nara, Okayama, Shiga, Wakayama

Office Hours: Mon-Fri: 0900-1730

Major Holidays: (1998/99) Dec 25-28;
Jan 1, Apr 2, May 3, July 1, Dec 27-28

Time Difference (E.S.T.): +14

Mr. Peter G. Campbell
Consul General

Mr. Christian Hansen
Consul and Trade Commissioner

Mr. Yoshio Horiuchi
Commercial Officer (Housing, construction materials)

Mr. Kiyoji Hanasaki
Commercial Officer (Consumer products, health care)

Mr. Toshihisa Seki
Commercial Officer (Agri-food, fisheries)

Jordan (Hashemite Kingdom of)

Canadian Embassy

Street Address:

Pearl of Shmeisani Building,
Shmeisani, Amman, Jordan

Mailing Address:

P.O. Box 815403,
Amman 11180, Jordan

Tel: (011-962-6) 566-6124

Fax: (011-962-6) 568-9227

Territory: Jordan, Iraq

Office Hours: Sun-Thurs: (Winter) 0830-1630; (Summer) Sun-Wed: 0800-1630; Thurs: 0800-1330

Major Holidays: (1998/99) Nov 14-16, Dec 25-26; Jan 1-2, Jan 17-19, Mar 27-31, Apr 11, May 1, May 25, June 15, June 24, Aug 11, Nov 4, Nov 14, Dec 25 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +7

Mr. Michael Molloy
Ambassador

Mr. George Sanderson
Counsellor (Commercial)
(Resident in Damascus, Syria)

Mrs. Hala Helou
Commercial Officer

Kazakhstan (Republic of)

Canadian Embassy

Street Address:

34 Karasai Batir Street (Vinogradov Street),
480100 Almaty, Kazakhstan

Mailing Address: (same as above)

Tel: (011-7-3272) 50 11 51/50 11 52/50 11 53

Fax: (011-7-327) 581 1493

E-mail: almat@micro.x400.gc.ca

Territory: Kazakhstan, Kyrgyz Republic, Tajikistan

Office Hours: Mon-Fri: 0900-1730

Major Holidays: (1998/99) Oct 12, Nov 11, Dec 16, Dec 25-28; Jan 1, Apr 2-5, July 1, Sept 6, Oct 11, Nov 11, Dec 16, Dec 27-28

Time Difference (E.S.T.): +11

Mr. C.R. Mann
Ambassador

Mr. Andreas R. Weichert
Trade Commissioner and Vice-Consul

Mr. Jalil Sharafutdinov
Commercial Officer

Ms. Tatiana Kutovaya
Commercial Officer

Kenya (Republic of)

Canadian High Commission

Street Address:

Comcraft House,
Haile Selassie Avenue,
Nairobi, Kenya

Mailing Address:

P.O. Box 30481,
Nairobi, Kenya

Cable: DOMCAN NAIROBI

Tel: (011-254-2) 214-804

Fax: (011-254-2) 226-987/216-485

E-mail: commerce@nrobi01.x400.gc.ca

Territory: Kenya, Burundi, Rwanda, Somalia,
Uganda

Office Hours: Mon-Thurs: 0730-1600;
Fri: 0730-1300

Major Holidays: (1998/99) Oct 12, Oct 20,
Dec 14, Dec 25-28; Jan 1, Apr 9-12,
Apr 30, July 1, Sept 6, Oct 11, Oct 20,
Dec 12, Dec 24-27

Time Difference (E.S.T.): +8

Mr. Gerry Campbell
High Commissioner

Mr. Bryan Burton
Counsellor

Mr. Benjamin Wamahiu
Commercial Officer

Ms. Thelma R. Staussi
Senior Commercial Assistant

Kiribati

see New Zealand

Korea (Republic of)

Seoul

Canadian Embassy

Street Address:

10th Floor, Kolon Building,
45 Mugyo-dong, Jung-Ku,
Seoul 100-170, Korea

Mailing Address:

C.P.O. Box 6299,
Seoul 100-662, Korea



Ask your Trade Commissioner for...

Key Contacts Search —

*Need a list of qualified contacts in
your target market? We can get it.
These sources have the local
knowledge you need to refine and
implement your market entry strategy.
We'll let you know of any charges for
access to specialized databases.*

Cable: SEOUL DOMCAN

Tel: (011-82-2) 3455-6000

Fax: (011-82-2) 755-0686 (Commercial);
773-8966 (Alberta); 778-0367 (Economic)

Office Hours: Mon-Fri: 0800-1630

Major Holidays: (1998/99) Oct 5-6, Dec 25-28;
Jan 1, Jan 27-28, Apr 2-5, May 3, July 1,
Sept 6, Oct 5-6, Dec 27-28

Time Difference (E.S.T.): (Mar-Oct) +13;
(Oct-Mar) +14

Mr. Arthur C. Perron
Ambassador

Commercial/Economic Division

Mr. James Feir
Minister-Counsellor (Commercial)
E-mail: jim.feir@seoul01.x400.gc.ca

Ms. J.S. Kook
Senior Commercial Assistant
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Commercial Policy, Market Access, Power and Energy, Consumer Products and Investment

Mr. Kris Panday
Counsellor (Commercial) and Deputy
Program Manager
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Ms. H.M. Park
Commercial Assistant
E-mail: hyun-mi.park@seoul01.x400.gc.ca

Energy, Construction and Forest Products, Resources and Chemicals

Mr. C.S. Lee
Senior Commercial Officer
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Ms. J.S. Kook
Senior Commercial Assistant
E-mail: jin-sook.kook@seoul01.x400.gc.ca

Agriculture, Fisheries and Food Products

Mr. Murray Pearson
Counsellor (Agriculture/Food)
E-mail: murray.pearson@seoul02.x400.gc.ca

Mr. J.H. Kim
Commercial Officer
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Ms. Ok Jin Cho
Commercial Assistant
E-mail: okjin.cho@seoul02x400.gc.ca

Advanced Technology and Telecommunications; Science and Technology

Mr. Ronald Laing
First Secretary (Commercial)
E-mail: ronald.laing@seoul01x400.gc.ca

Mr. S.M. Kim
Commercial Officer
E-mail: sang-myun.kim@seoul01x400.gc.ca

Ms. J.E. Lee
Commercial Assistant
E-mail: jeun.lee@seoul01x400.gc.ca

Transportation, Defence, Environment, Machinery, Medical and Biotechnology

Mr. Jean-Philippe Linteau
Third Secretary (Commercial)
E-mail: jean-philippe.linteau@seoul02x400.gc.ca

Mr. Y.H. Choi
Commercial Officer
E-mail: ho.choi@seoul01x400.gc.ca

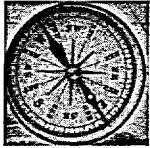
Ms. J.E. Kwak
Commercial Assistant
E-mail: jung-eun.kwak@seoul01x400.gc.ca

Alberta Government Office

Mr. Neil Simpson
First Secretary (Commercial) and Alberta
Representative
E-mail: neil.simpson@seoul02x400.gc.ca

Mr. H.K. Yoon
Commercial Officer
E-mail: ha-kyun.yoon@seoul02x400.gc.ca

Ms. S.A. Choi
Executive Assistant
E-mail: seong-ah.choi@seoul02x400.gc.ca



Zoom in on the most promising markets

Successful companies

concentrate on one foreign market at a time, moving on to the next only after succeeding in the last.

Pusan

Canadian Consulate

Street Address:

4th Floor, BumIn Security Building #32-1 2-ka, Daechong-dong, Chung-ku, Pusan, Korea

Mailing Address: (same as above)

Tel: (011-82-51) 246-7024/240-1813 (Commercial)

Fax: (011-82-51) 247-8443

Mr. Hyung-Woo Koo
Honorary Consul

Ms. Jin-Sook Lee
Consular Assistant

Commercial Division

Mr. Bonn K. Lee
Commercial Officer
E-mail: bonnlee@soback.kornet.nm.kr

Ms. Elan S.K. Kim
Commercial Assistant

Kuwait (State of)

Canadian Embassy

Street Address:

24 Al-Mutawakel Street, Block 4, Da'Aiah Area, Kuwait City, Kuwait

Mailing Address:

P.O. Box 25281, Safat 13113, Kuwait City, Kuwait

Cable: CANADA KUWAIT

Tel: (011-965) 256-3025

Fax: (011-965) 256-4167

Territory: Kuwait, Qatar

Office Hours: Sat-Wed: 0730-1500

Major Holidays: (1998/99) Nov 11, Dec 26-27; Apr 7, May 15, July 3, Aug 4, Sept 4, Oct 9, Nov 10, Dec 25-25 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +8

Mr. Terry W. Colfer
Ambassador

Mr. Douglas R. Bingeman
First Secretary (Commercial) and Consul (Export and investment development program manager)

Miss Ibtissam Hajj
Commercial Officer (Agriculture, fisheries, grains and oilseeds, informatics, telecommunications, consumer products, health care, environment, related services)

Mr. Stewart J. Innes
Commercial Officer (Power and energy, transportation, forestry, metals/minerals, oil and gas, chemicals, construction, general machinery and equipment, related services)

Kyrgyz Republic

see Kazakhstan

Laos (People's Democratic Republic)

see Thailand

Latvia (Republic of)

Canadian Embassy

Street Address:

Doma Laukums 4, Riga LV-1977, Latvia

Mailing Address: (same as above)

Tel: (011-371) 783-0141

Fax: (011-371) 783-0140

E-mail: canembr@bkc.lv

Territory: Latvia, Estonia, Lithuania

Office Hours: Mon-Fri: 0900-1700

Time Difference (E.S.T.): +7

Mr. William L. Clarke
Ambassador
(Resident in Stockholm, Sweden)

Mr. Gerald Skinner
Chargé d'affaires

Mr. Sean M. Boyd
First Secretary (Commercial) and Consul

Mr. Zigmars Brunavs
Commercial and Public Affairs Officer

Lebanon (Lebanese Republic)

Canadian Embassy

Street Address:

Coolrite Building (Seaside), 1st Floor, 434 Jal-el-Dib Highway, Jal-el-Dib, Lebanon

Mailing Address:

P.O. Box 60163, Jal-el-Dib, Lebanon

Tel: (011-961-4) 521-163

Fax: (011-961-4) 521-167

E-mail: td.berut@paris03.x400.gc.ca

Major Holidays: (1998/99) Oct 12, Nov 23, Dec 25-28; Jan 1, Feb 9, Apr 2-5, Apr 9-12, May 6, July 1, Aug 15, Sept 6, Oct 11, Nov 1, Nov 22, Dec 27-28 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +7

Mr. Haig Sarafian
Ambassador

Ms. Andrée L. Bazinet
Counsellor (Commercial)
(Agri-food, environment, financial services)

Vacant

Commercial Officer (Telecommunications, information technologies, GIS, transport, construction, industrial products, education, pharmaceuticals/health care)

Lesotho (Kingdom of)

see South Africa

Liberia (Republic of)

see Côte d'Ivoire

Libya (Socialist People's Libyan Arab Jamahiriya)

see Tunisia

Liechtenstein (Principality of)

see Switzerland

Lithuania (Republic of)

see Latvia

Luxembourg (Grand Duchy of)

see Belgium

Macau

see China (Hong Kong)

Macedonia (The Former Yugoslav Republic of)

see Yugoslavia

Madagascar (Democratic Republic of)

see Tanzania

Madeira

see Portugal

Malawi (Republic of)

see Zambia

Malaysia

Canadian High Commission

Street Address:

Plaza OSK, 7th Floor,
172 Jalan Ampang,
50450 Kuala Lumpur, Malaysia

Mailing Address:

P.O. Box 10990,
50732 Kuala Lumpur, Malaysia

Tel: (011-60-3) 261-2000
Fax: (011-60-3) 261-3428/261-1270
(Commercial)

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 19, Dec 25-28;
Jan 1, Jan 28-30, July 1, Aug 31, Oct 19,
Dec 27-28

Time Difference (E.S.T.): +12

Mr. André S. Simard
High Commissioner

Mr. Otfried von Finckenstein
Commercial Counsellor and Senior
Trade Commissioner
(Program management/budget, investment,
financial services, aerospace/aviation,
education, trade policy, EMC/EDC/CCC)

Ms. Jacqueline Bogden
First Secretary (Commercial) and Trade
Commissioner (Transportation,
infrastructure, APEC)

Ms. Pamela O'Donnell
Second Secretary (Commercial) and Trade
Commissioner (Environment, oil and gas,
chemicals, power and energy, CIDA INC,
PEMD, trade plans/CIBS)

Mr. John L. Nojey
Sector Manager (Informatics,
telecommunications-incl. multimedia super-
corridor, construction, geomatics, consulting
services-incl. architecture)

Ms. Sharon Fam
Sector Manager (Agri-food, fisheries, health
care, pharmaceuticals, biotechnology, consumer
products, statistics, general inquiries)

Maldives (Republic of)

see Sri Lanka

Mali (Republic of)

Canadian Embassy

Mailing Address:

P.O. Box 198,
Bamako, Mali

Tel: (011-223) 21 22 36
Fax: (011-223) 21 43 62

Office Hours: Mon-Thurs: 0730-1600; Fri:
0730-1300

Time Difference (E.S.T.): +5 (winter);
+4 (summer)



**Foreign clients
often ask...**

*Who are the end-users of
your product or service? Who do you
sell to in Canada and abroad, and how?*

Mr. Yves Boulanger
Ambassador

Mr. Raymond Drouin
First Secretary and Consul
E-mail: drouin@scc.malinet.ml

Mr. Yoro Diakité
Commercial Consultant
E-mail: yoro@scc.malinet.ml

Malta (Republic of)

see Italy (Rome)

Marshall Islands (Republic of)

see Philippines

Martinique

see Barbados

Mauritania (Islamic Republic of)

see Senegal

Mauritius (Republic of)

see South Africa

Mexico (United Mexican States)

Mexico City

Canadian Embassy

Street Address:

Calle Schiller No. 529,
Colonia Rincón del Bosque,
Polanco 11560, México D.F.

Mailing Address:

Apartado Postal 105-05,
11560 México D.F.

Tel: (011-525) 724-7900
Fax: (011-525) 724-7982
E-mail: trade@canada.org.mx
Internet: http://www.canada.org.mx

Office Hours: Mon-Fri: 0845-1715

Major Holidays: (1998/99) Nov 20, Dec 25;
Jan 1, Apr 1-2, Sept 16, Dec 27

Time Difference (E.S.T.): -1

Mr. Stanley E. Gooch
Ambassador

Commercial and Economic Division

Mr. Roland Goulet
Minister-Counsellor (Economic/trade program manager, investment promotion, co-ordination export financing, CIDA INC projects, business and professional services)
E-mail: gouletrg@canada.org.ca

Mr. Carl Rockburne
Commercial Counsellor and Deputy Manager (Co-ordination trade promotion, mining, telecommunications, informatics, industrial technologies, education)
E-mail: rockbuc@canada.org.mx

Mr. Marco Rodríguez
Commercial Officer (Telecommunications, informatics, software, instrumentation, advanced manufacturing/technologies)
E-mail: rodrigma@canada.org.mx

Ms. Mary Carmen Fernandez
Commercial Officer (Education, space/ocean technologies, aboriginal products/services/technologies)
E-mail: fernanmc@canada.org.mx

Ms. Diane Simsovic
Second Secretary (Commercial) (Energy, plastics, chemicals)
E-mail: simsovds@canada.org.mx

Ms. Laura Hernández
Commercial Officer (Automotive, bio/health, pharmaceuticals, geomatics, safety/security)
E-mail: hernanle@canada.org.mx

Mr. Daniel Vézina
Commercial Counsellor (Agriculture, agri-food trade promotion and access issues, fish/seafood products, construction industry)
E-mail: vezinadr@canada.org.mx

Mr. Ricardo del Castillo
Commercial Officer (Food/beverages, consumer products, labelling/packaging, forest industries)
E-mail: castilrc@canada.org.mx

Trade Policy and Economic Division

Ms. Katharine Funtek
Second Secretary (Trade policy co-ordinator)
E-mail: funtekka@canada.org.mx

Mr. Javier Ortiz de Montellano
Commercial Officer (Economic analysis, customs issues, financial services, environmental industry)
E-mail: ortizj@canada.org.mx

Ms. Heather Brason
Commercial Officer (Transport-incl. land/rail/airports/ports, trade policy)
E-mail: brasonhj@canada.org.mx

Guadalajara

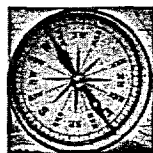
Canadian Consulate

Street Address:
Hotel Fiesta Americana,
Aurelio Aceves No. 225 Local 31,
Col. Vallarta Poniente,
Guadalajara, Jalisco 44100, Mexico
Tel: (011-52-3) 615-6215/615-6266/
615-6270/615-5642
Fax: (011-52-3) 615-8665
E-mail: guadalajara@canada.org.mx
Office Hours: Mon-Fri: 0830-1700

Mr. John Grantham
Consul and Trade Commissioner
E-mail: granthj@canada.org.mx

Mr. Fernando Baños Francia
Commercial Officer (Electronic manufacturing, agricultural products/equipment, food processing equipment, machinery, environment, telecommunications, investment)
E-mail: banosfb@canada.org.mx

Mr. Juan Carlos Muñoz
Trade System Specialist (Livestock, education)
E-mail: munozjm@canada.org.mx



Learn from successful companies

Talk to Canadian

companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.

Monterrey

Canadian Consulate

Street Address:
Edificio Kalos, Piso C-1, Despacho 108-A,
64000 Monterrey, N.L.

Tel: (011-52-8) 344-3200/344-2753
Fax: (011-52-8) 344-3048
E-mail: monterrey@canada.org.mx

Office Hours: Mon-Fri: 0900-1730

Mr. Thomas Cullen
Consul and Trade Commissioner
E-mail: cullent@canada.org.mx

Ms. Patricia Chapa
Senior Commercial Officer (Co-ordination of visits; food processing/agriculture, forest products, mining, automotive, electrical power equipment/services, information technologies/telecommunications, advanced manufacturing/technologies/industrial machinery, transportation)
E-mail: chapap@canada.org.mx

Ms. Verónica Fernández
Commercial Officer (Education/cultural products, environment, geomatics, oil and gas, petrochemicals equipment/services, chemicals, construction, health care/biotechnology, consumer products, plastics, air conditioning/heating/ventilation products/services)
E-mail: fernanv@canada.org.mx

Micronesia (Federated States of)

see Philippines

Moldova

see Romania

Monaco (Principality of)

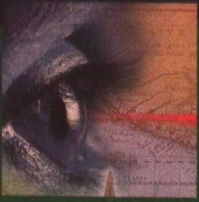
see France

Mongolia

see China (Beijing)

Montserrat

see Barbados



The Trade Commissioner Service welcomes your feedback! Please call us with your comments or suggestions.

Telephone: 1 888 306-9991



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- ▶ over 100 offices



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The Trade Commissioner Service promotes the economic interests of Canada in the global marketplace.

- ▶ foreign market access
- ▶ investment in Canada
- ▶ exporting
- ▶ international business contacts
- ▶ foreign business leads
- ▶ licensing
- ▶ joint venture development
- ▶ technology transfer

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Department of Foreign Affairs and International Trade / Ministère des Affaires Étrangères et du Commerce International

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Register with WIN Exports,

the client database of the Trade Commissioner Service. Call 1 800 551-4946.

Make sure you briefly **describe your company and your plans** when contacting our offices abroad. To help you prepare, the following are typical questions asked by foreign clients and contacts:

- ✓ What is unique or special about your company, product or service?
- ✓ Who are the end-users of your product or service? Who do you sell to in Canada and abroad, and how?
- ✓ Which country or regional market (e.g. North-western U.S.) are you targeting and why? What do you know about your target market?
- ✓ How do you plan to enter the market: export, license, joint venture or investment?
- ✓ How would you describe the typical buyer, distributor, agent or partner you want to work with in your target market?
- ✓ When do you plan to visit the market? Have you considered adapting your product or service literature to the market at that time?

Many of our offices abroad operate Web sites that provide valuable market information and advice. You can visit these sites through "The Trade Commissioner Service" at **www.infoexport.gc.ca**

Have you researched and selected your target markets?

Put your plan in gear abroad by using...

The Trade Commissioner Service

Our Service Commitment

- We will contact you within five working days of receiving your inquiry
- We treat all requests confidentially
- All of our trade offices abroad provide the services listed below

Market Prospect

We'll help you assess your potential in your target market and provide: • advice on doing business in the market • an indication of major barriers, regulations and certifications • notification of upcoming events (trade fairs, conferences, seminars, trade missions) • suggested next steps. We may have market reports available for some sectors. *Should you need additional market research, we can refer you to local firms.*

Key Contacts Search

Need a list of qualified contacts in your target market? We can get it. These sources have the local knowledge you need to refine and implement your market entry strategy. The list can include: • potential buyers, partners • agents, manufacturers' representatives • distributors, importers • consultants, accountants • government officials • associations, chambers of commerce • freight forwarders • lawyers and patent attorneys • technology sources • financial institutions. *We'll let you know of any charges for access to specialized databases.*

Local Company Information

We'll provide information on local organizations or companies you have identified. *You will always be informed of any access charges to specialized databases. Credit checks are generally referred to specialized agencies.*

Visit Information

Once you decide to visit the country you want to do business in, we can provide practical advice on timing and organizing your trip, including lists of: • local hotels • business support services • interpreters and translators • local transport providers. *Please use your travel agent to make appropriate hotel and travel arrangements.*

Face-to-face Briefing

One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. *Simply notify our office of your visit at least two weeks before your departure.*

Troubleshooting

Do you have an urgent business or market access problem? Call us for help. *We cannot enter into private disputes or act as customs brokers, sales agents, collection agents or lawyers.*

Need more help?

Some of our offices abroad provide services in addition to those mentioned above. To find out more, contact the office in the country in which you wish to do business. Offices not offering the service you require can refer you to a qualified third party who will typically charge a fee.

In countries where we do not have offices, our ability to provide the above services is limited.

Morocco (Kingdom of)

Canadian Embassy

Street Address:

13 bis, rue Jaafar As-Saddik,
Rabat-Agdal, Morocco

Mailing Address:

C.P. 709,
Rabat-Agdal, Morocco

Tel: (011-212-7) 67-28-80

Fax: (011-212-7) 67-21-87

E-mail: rabat-td@rabat01.x400.gc.ca

Office Hours: Mon-Thurs: 0800-1730;

Fri: 0800-1330

Major Holidays: (1998/99) Oct 12, Nov 18,
Dec 25; Jan 1, Mar 3, Mar 31, July 1,
Oct 11, Nov 18, Dec 27

Time Difference (E.S.T.): +5

Mr. Mark Bailey
Ambassador

Ms. Hélène Guillot
First Secretary (Commercial)

Mr. Zouhair Kanouni
Commercial Officer (Agriculture/food
products, defence-related programs/products,
fish/seafood, forestry, mining/minerals, oil
and gas, energy equipment, transportation
systems)

Mrs. Asmae Amrouche
Commercial Officer (Advanced
manufacturing technologies, biotechnology,
medical/health care products/services,
business/professional/education, chemicals,
construction products, environment products/
services, financial services/insurance-health
care)

Mozambique (Republic of)

Office of the Canadian High Commission

Street Address:

Avenida Julius Nyerere, #1128,
Maputo, Mozambique

Mailing Address:

P.O. Box 1578,
Maputo, Mozambique

Tel: (011-258-1) 492-623/4

Telex: 6-684 ACDI MO

Fax: (011-258-1) 492-667

Office Hours: Mon-Thurs: 0800-1700;
Fri: 0730-1300

Major Holidays: (1998/99) Dec 25; Jan 1,
Feb 3, Dec 27

Time Difference (E.S.T.): +6

Ms. Anne Charles
Ambassador
(Resident in Harare, Zimbabwe)

Mr. Roberto Carr-Ribeiro
Counsellor

Myanmar/Burma

see Thailand

Namibia (Republic of)

see South Africa

Nauru (Republic of)

see Australia (Canberra)

Nepal (Kingdom of)

see India

Netherlands (Kingdom of the)

Canadian Embassy

Street Address:

Sophialaan 7,
2514 JP The Hague, The Netherlands

Mailing Address:

Commercial Division,
P.O. Box 30820,
2500 GV The Hague, The Netherlands

Tel: (011-31-70) 311-1600

Fax: (011-31-70) 311-1682

E-mail: td.hague@hague01.x400.gc.ca

Office Hours: Mon-Fri: 0900-1730

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Apr 2-5, Apr 30, May 21, July 1,
Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Mrs. Marie Bernard-Meunier
Ambassador

Mr. Simon Doyon
Counsellor (Commercial/Public Affairs)

Mr. Jordan Reeves
Second Secretary (Commercial/Public Affairs)

Mr. Frits Zechner
Commercial Officer

Mr. Chris Rowley
Commercial Officer

Ms. Catherine Curtis
Commercial Officer (Investment)

Mr. Hans Herklots
Technology Development Officer

Ms. Judith Baguley
Commercial Assistant

Ms. Anne Staal
Commercial Assistant

Netherlands Antilles - Curaçao

see Venezuela

New Caledonia

see Australia (Canberra)

New Zealand

Wellington

Canadian High Commission

Street Address:

3rd Floor, 61 Molesworth Street, Thorndon,
Wellington, New Zealand

Mailing Address:

P.O. Box 12-049,
Thorndon, Wellington,
New Zealand



**Ask your Trade
Commissioner for...**

Local Company

Information — We'll provide
information on local organizations or
companies you have identified. You
will always be informed of any access
charges to specialized databases.
Credit checks are generally referred to
specialized agencies.

Tel: (011-64-4) 473-9577
Fax: (011-64-4) 471-2082

Territory: New Zealand, Cook Islands, Fiji, Kiribati, Niue, Tonga, Tuvalu, Western Samoa, French Polynesia (Consular only)

Office Hours: Mon-Fri: 0830-16:30

Major Holidays: (1998/99) Oct 26, Dec 25-28; Jan 1, Jan 4, Jan 25, Apr 2-5, June 7, July 1, Oct 25, Dec 27-28

Time Difference (E.S.T.): +16 (Summer); +18 (Winter)

Ms. Valerie Raymond
High Commissioner

Mr. Brian Watson
Counsellor

* *The High Commission in Wellington is primarily involved in market access issues when discussed between governments. Enquiries from Canadian companies regarding export marketing, technology, joint ventures and investment should be directed to the Canadian Government Trade Office, Auckland.*

Auckland

Canadian Government Trade Office,
9th Floor,
48 Emily Place,
Auckland 1, New Zealand

Mailing Address:
P.O. Box 6186,
Wellesley St. Post Office,
Auckland, New Zealand

Tel: (011-64-9) 309-3690
Fax: (011-64-9) 307-3111
E-mail: akland@micro.x400.gc.ca

Territory: New Zealand, Cook Islands, Fiji, French Polynesia, Kiribati, Niue, Tonga, Tuvalu, Western Samoa

Office Hours: Mon-Fri: 0830-1630

Major Holidays: (1998/99) Oct 26, Dec 25-28; Jan 1, Jan 4, Jan 25, Feb 5, Apr 2-5, June 1, July 1, Oct 26, Dec 27-28

Time Difference (E.S.T.): +16 (Summer); +18 (Winter)

Mr. John M. Hill
Trade Commissioner

Mr. Brian Emsley
Commercial Officer

Nicaragua (Republic of)

see Costa Rica

Niger (Republic of the)

see Côte d'Ivoire

Niue

see New Zealand

North Atlantic Council

Delegation of Canada to the North Atlantic Council

Street Address:
Léopold III Boulevard,
1110 Brussels, Belgium

Mailing Address: (same as above)

Cable: CANDEL BRUSSELS
Tel: (011-32-2) 726-4646
Fax: (011-32-2) 728-7129

Responsibilities: NATO headquarters and NATO agencies

Office Hours: Mon-Fri: 0900-1800

Time Difference (E.S.T.): +6

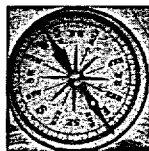
Mr. David Wright
Ambassador and Permanent Representative

Mr. E.C. (Ted) Whiteside
Counsellor (Defence Support)

LCol. E. Lascelles
Senior Staff Officer - Industry Co-operation

Northern Ireland

see Britain



Plan the financial resources you'll need

Exploring foreign markets

can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.

Northern Marianas

see Philippines

Norway (Kingdom of)

Oslo

Canadian Embassy

Street Address:
Wergelandsveien 7,
0244 Oslo, Norway

Mailing Address: (same as above)

Tel: (011-47) 22 99 53 00
Fax: (011-47) 22 99 53 01
E-mail: td.oslo@oslo01.x400.gc.ca

Territory: Norway, Iceland

Office Hours: (Sept 15-May 14)
Mon-Fri: 0830-1645; (May 15-Sept 14)
Mon-Fri: 0800-1530

Major Holidays: (1998/99) Oct 12, Dec 25-28; Jan 1, Apr 1-5, May 13, May 17, May 24, July 1, Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Ms. Marie-Lucie Morin
Ambassador

Mr. Ron McLeod
Counsellor and Consul
(Oil and gas, energy, TID program, other sectors)
E-mail: ron.mcleod@oslo01.x400.gc.ca

Mr. Bjørn Just Hanssen
Commercial Officer (Advanced technology, electronics, telecommunication products, medical/hospital, construction/building)
E-mail: bjorn.hanssen@oslo01.x400.gc.ca

Ms. Jill Ringius
Commercial Officer (Environment, food/agriculture, fisheries/aquaculture, forestry, consulting/service sector)
E-mail: jill.ringius@oslo01.x400.gc.ca

Mr. John Winterbourne
Commercial Officer (Defence, investment promotion, transportation, aerospace, resource industries, science and technology)
E-mail: john.winterbourne@oslo01.x400.gc.ca

Ms. Ingrid Tøien Markussen
Commercial Assistant



Foreign clients often ask...

Which countries or

regional markets (e.g. Northwestern U.S.) are you targeting and why? What do you know about your target market?

Reykjavik

Canadian Consulate General

Street Address:

Sudurlandsbraut 10,
108 Reykjavik, Iceland

Mailing Address:

P.O. Box 8094,
128 Reykjavik, Iceland

Tel: (011-354) 568-0820

Fax: (011-354) 568-0899

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Apr 1-5, May 13, May 17, May 24,
July 1, Sept 6, Oct 11, Dec 27-28

Mr. John Bergs

Honorary Consul General
E-mail: bergs@mmedia.is

Ms. Kristbjorg Agustsdottir

Vice-Consul
E-mail: kristbj@mmedia.is

Oman (Sultanate of)

see Saudi Arabia

Organization for Economic Co-operation and Development

Permanent Delegation of Canada to the OECD

Street Address:

15 bis, rue de Franqueville,
75116 Paris, France

Mailing Address: (same as above)

Tel: (011-33-1) 44.43.2090

Fax: (011-33-1) 44.43.2099

Office Hours: Mon-Fri: 0900-1700

Time Difference (E.S.T.): +6

Mr. Kimon Valaskakis
Ambassador and Permanent Representative

Mr. François Nadeau
Counsellor (Commercial)

Pakistan (Islamic Republic of)

Islamabad

Canadian High Commission

Street Address:

Diplomatic Enclave,
Sector G-5,
Islamabad, Pakistan

Mailing Address:

G.P.O. Box 1042,
Islamabad, Pakistan

Tel: (011-92-51) 279-100

Fax: (011-92-51) 279-111

E-mail: commerce@isbad01.x400.gc.ca

Territory: Pakistan, Afghanistan

Office Hours: Mon-Thurs: 0800-1700;

Fri: 0800-1230

Major Holidays: (1998/99) Oct 12, Dec 25;
Jan 1, Apr 5, Apr 26, May 28, July 1, Aug 9,
Sept 1, Oct 11, Dec 27

Time Difference (E.S.T.): +10

Mr. Ferry de Kerckhove
High Commissioner

Mr. Richard Bale
Counsellor (Commercial)

Mr. Ahsan ul Haq
Commercial Officer (Energy, oil and gas,
automotive, transportation)

Mr. Ali Khan
Commercial Officer (Telecommunications,
information technologies, agriculture,
environment, consumer products)

Karachi

Canadian Trade Office,
Beach Luxury Hotel, 1st Floor,
M.T. Khan Road, Karachi, Pakistan

Tel: (011-92-21) 561-0672

Fax: (011-92-21) 561-0684

E-mail: cancom@fascom.com

Mr. Azhar Kirmani
Commercial Officer

Palau (Republic of)

see Philippines

Panama (Republic of)

Canadian Embassy

Street Address:

Avenida Samuel Lewis,
Edificio Banco Central Hispano, 4to piso,
Panama City, Panama

Mailing Address:

Apartado 3658,
Balboa, Acon, Panama City, Panama

Tel: (011-507) 264-7115/264-9731

Fax: (011-507) 263-8083

Time Difference (E.S.T.): 0

Vacant

Ambassador

Mr. Jeff Blackstock

First Secretary (Commercial)
(Resident in San José, Costa Rica)

Mr. Manuel Ruiz

Commercial Officer
(Resident in San José, Costa Rica)

Papua New Guinea (Independent State of)

see Australia (Canberra)

Paraguay (Republic of)

see Argentina

Peru (Republic of)

Canadian Embassy

Street Address:

Libertad 130, Miraflores,
Lima, Peru

Mailing Address:

Casilla 18-1126, Correo Miraflores,
Lima 18, Peru

Tel: (011-51-1) 444-4015

Fax: (011-51-1) 444-4347

E-mail: commerce@lima01.x400.gc.ca

Territory: Peru, Bolivia

Office Hours: Mon, Tues, Thurs,
Fri: 0800-1700; Wed: 0800-1300;
(Summer - Jan/Feb) Mon, Tues, Thurs:
0800-1700; Wed, Fri: 0800-1300

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Apr 2, July 28-29, Sept 6, Oct 11,
Dec 27-28

Time Difference (E.S.T.): 0

Mr. Graeme C. Clark
Ambassador

Mr. Patrice Veilleux
Counsellor (Commercial)

Mr. Kenneth Ko
Second Secretary (Commercial) and Vice-
Consul (Agriculture/agri-food, construction,
education, informatics, machinery, health,
telecommunications)

Mr. Oscar G. Vásquez
Commercial Officer (Energy, environment,
geomatics, mining, fisheries, oil and gas,
transportation)

Ms. Katia Rivadeneyra
Trade Information Officer (Trade
Information Centre, consumer products,
telecommunications, informatics, health)

Mrs. Mary Carmen Thomas
Commercial Assistant
(Trade Information Centre)

Ms. Ariana A. Vindrola
Commercial Assistant
(Trade Information Centre)

Philippines (Republic of the)

Canadian Embassy

Street Address:

11th Floor, Allied Bank Centre,
6754 Ayala Avenue,
Makati City, Metro Manila, Philippines 1200

Mailing Address:

P.O. Box 2168,
Makati Central Post Office,
1299 Makati City,
Metro Manila, Philippines 1299

Tel: (011-63-2) 867-0095/867-0001

Fax: (011-63-2) 810-1699

Internet: <http://www.dfait-maeci.gc.ca/manila>

Territory: Philippines, Guam, Marshall
Islands, Micronesia, Northern Marianas,
Palau

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, July 1, Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +13

Mr. John H. Treleven
Ambassador

Ms. Judith A. St. George
Counsellor (Commercial) and Senior Trade
Commissioner (International Business
Development management, general trade
policy issues, financial services, CIDA INC)
E-mail: judith.stgeorge@manil01.x400.gc.ca

Mr. Arthur Fraser
Commercial Counsellor, Asian Development
Bank Liaison
E-mail: arthur.fraser@manil01.x400.gc.ca

Mr. Eric Bertram
Third Secretary (Commercial)
(Defence, aerospace, investment, services
co-ordinator)
E-mail: eric.bertram@manil01.x400.gc.ca

Mr. Marciano de la Cruz, Jr.
Commercial Officer (Agri-food, agricultural
policy, fisheries, forestry, health care/
pharmaceuticals)
E-mail: marciano.delacruz@manil03.x400.gc.ca

Mr. Ramon Yazon
Commercial Officer (Energy, mining,
environment, construction, industrial)
E-mail: ramon.yazon@manil02.x400.gc.ca

Ms. Evelyn Rothery
Commercial Officer (Telecommunications,
information technologies, broadcasting,
GIS/remote sensing, surface and marine
transportation)
E-mail: lynn.lozada@manil01.x400.gc.ca

Ms. Catalina Blanco
Commercial Officer (ABD research, education)
E-mail: katie.blanco@manil03.x400.gc.ca

Poland (Republic of)

Canadian Embassy

Street Address:

Ulica Jana Matejki 1/5,
00-481 Warsaw, Poland

Mailing Address: (same as above)

Tel: (011-48-22) 629-80-51

Fax: (011-48-22) 622-98-03

E-mail: commerce@wsaw01.x400.gc.ca

Office Hours: Mon-Fri: 0830-1630

Major Holidays: (1998/99) Oct 12, Oct 30,
Dec 25-28; Jan 1, Apr 2-5, May 4, June 3,
July 2, Aug 15, Nov 1, Nov 11, Dec 24-27

Time Difference (E.S.T.): +6

Mr. Serge April
Ambassador

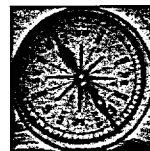
Ms. Barbara Giacomini
Counsellor (Commercial)
(Foreign direct investment, OECD,
European Union, bilateral agreements)

Ms. Tammy Ames
Second Secretary (Commercial)
(Cultural industries, legal, accounting,
transportation, advertising, services-general)

Ms. Hanna Mróz
Commercial Officer (Agriculture/food
products, information technologies,
banking/finance, fishing industry)

Mr. Adam Kapitan Bergman
Commercial Officer (Oil and gas,
mining/steel, construction, pulp and paper,
machinery, defence)

Ms. Ewa Gawron-Dobroczyńska
Commercial Officer (Process control/
measuring devices, consumer goods,
electronics, environment, forestry, geomatics,
medical/dental/pharmaceutical products,
security systems)



Gear up for demand

*Be prepared to meet the
increased demand from a*

*successful foreign sale. Don't forget
to plan how you will adapt your
products or services to the needs and
tastes of the target market.*

Portugal (Portuguese Republic)

Canadian Embassy

Street Address:

Av. da Liberdade,
144-4th Floor,
1250 Lisbon, Portugal

Mailing Address: (same as above)

Tel: (011-351-1) 347-4892/347-4896

Fax: (011-351-1) 342-5628

E-mail: lsbon.td@lsbon01.x400.gc.ca

Territory: Portugal, Azores, Madeira

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Dec 25-28;
Jan 1, Apr 2-5, June 10, Sept 6, Dec 27-28

Time Difference (E.S.T.): +5

Mr. Robert Vanderloo
Ambassador

Mr. Keith McFarlane
Commercial Counsellor

Mr. Manuel J.D. Lima
Senior Commercial Officer
(Telecommunications, informatics,
aerospace, defence)

Mr. Carlos Lindo da Silva
Commercial Officer (Environmental
technologies, medical devices, professional
services, ocean industries)

Ms. Fátima Carvalho
Commercial Officer (Urban transit/rail
equipment, construction products,
automotive, professional services)

Puerto Rico

see United States (Atlanta)

Qatar (State of)

see Kuwait

Romania

Canadian Embassy

Street Address:

36, Nicolae Iorga,
Bucharest, Romania

Mailing Address:

P.O. Box 2966,
Post Office No. 22,
71118 Bucharest, Romania

Tel: (011-40-1) 222-9845/312-0365

Fax: (011-40-1) 312-0366

E-mail: td.bucst@bucst01.x400.gc.ca

Territory: Romania, Bulgaria, Moldova

Office Hours: Mon-Fri: 0900-1700

Major Holidays: (1998/99) Dec 1, Dec 25;
Jan 1, Apr 20, Dec 1, Dec 27

Time Difference (E.S.T.): +7

Mr. David Collins
Ambassador

Mr. Claude Charland
Counsellor (Commercial)

Mr. Valeriu Costea
Commercial Officer (Info-technology,
electronics, aerospace, oil and gas)

Mr. Octavian Bonea
Commercial Officer (Consumer products,
agriculture, construction)

Russia (Russian Federation)

Moscow

Canadian Embassy

Street Address:

Starokonyushenny Pereulok 23,
Moscow 12100, Russia

Mailing Address: (same as above)

Cable: CANAD MOSCOW

Tel: (011-7-095) 956-6666

Fax: (011-7-095) 232-9949

E-mail: td.mosco@mosco01.x400.gc.ca

Territory: Russia, Armenia, Belarus, Uzbekistan

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Jan 7, Mar 9, Apr 2, May 10, July 1,
Oct 11, Dec 27-28

Time Difference (E.S.T.): +8

Ms. Anne Leahy
Ambassador

Mr. Thomas D. Marr
Minister-Counsellor (Commercial)

Ms. Jennifer L.O. Rosebrugh
Counsellor (Commercial)
(Oil and gas, mining, geophysics,
petrochemicals)



Ask your Trade Commissioner for...

Visit Information —

*Once you decide to visit the country
you want to do business in, we can
provide practical advice on timing
and organizing your trip. Please use
your travel agent to make appropriate
hotel and travel arrangements.*

Mr. Tracy Reynolds
Third Secretary (Commercial)
(Telecommunications, aerospace, rail/urban
transportation, software, science and
technology, departmental planning)

Mr. Robert Sinclair
Third Secretary (Commercial)
(Fur, fisheries, pharmaceuticals/medical,
engineering, other services-incl. bilateral
trade agreements [FIPA, DTA], local economic
legislation, WTO Accession, WIN Exports)

Ms. Irina Litvinova
Commercial Officer (Forestry, power
generation, automotive, consumer goods)

Mr. Valery Makarov
Commercial Officer (Shipping, banking,
insurance/other financial services,
construction and housing, manufactured
wood products/furniture)

Ms. Lilya Panova
Commercial Officer (Environment, mining,
chemicals, petrochemicals, metals/minerals,
industrial machinery)

Ms. Marina Fomitcheva
Commercial Officer (Agriculture/food,
agriculture equipment, veterinary products)

Saint-Petersburg

Canadian Consulate General

Street Address:

32, Malodetskosselsky Prospect,
198013 St. Petersburg, Russia

Mailing Address: (same as above)

Tel: (011-7-812) 316-3346/325-8448

Fax: (011-7-812) 325-8393

Territory: North-west of Russian Federation incl. St. Petersburg, Republic of Karelia and the regions of Archangelsk, Leningrad, Murmansk, Novgorod, Pskov

Office Hours: Mon-Fri: 0900-1700

Major Holidays: (1998/99) Oct 12, Nov 4, Dec 25-28; Jan 1, Apr 1-5, July 1, Sept 6, Oct 11, Nov 4, Dec 27-28

Time Difference (E.S.T.): +8

Ms. Linda McDonald
Consul General

Ms. Margarita Sandal
Commercial Officer

Rwanda (Rwandese Republic)

see Kenya

San Marino (Republic of)

see Italy (Rome)

Sao Tome and Principe (Democratic Republic of)

see Gabon

Saudi Arabia (Kingdom of)

Canadian Embassy

Street Address:

Diplomatic Quarter,
Riyadh, Saudi Arabia

Mailing Address:

P.O. Box 94321,
Riyadh 11693, Saudi Arabia

Cable: DOMCAN RIYADH

Tel: (011-966-1) 488-2288

Fax: (011-966-1) 488-0137

E-mail: td.ryadh@ryadh01.x400.gc.ca

Territory: Saudi Arabia, Bahrain, Oman,
Yemen

Office Hours: Sat-Wed: 0800-1600

Major Holidays: (1998/99) Oct 10, Dec 26-27;
Jan 2, Jan 18-20, Mar 27-29, May 22, Oct 9,
Dec 25-26 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +8

Mr. Daniel E. Hobson
Ambassador

Mr. Robert W. Craig
Minister-Counsellor (Commercial)
(Management of Commercial/Economic
Division, bilateral trade and economic
relations, Canada/Saudi Arabia Joint
Economic Commission, economic/trade
policy issues/agreements/World Trade
Organization, financial sector liaison,
investment co-ordination)

Mr. George Debbané
Counsellor (Commercial)
(Defence/security systems, aerospace/civil
aviation, telecommunications/informatics,
advanced technology/electronics/
geomatics)

Mr. Steven Goodinson
Second Secretary (Commercial)
(Oil and gas, petrochemical technology/
products/equipment, power/energy
equipment/services, education/training
institutions, chemicals, mining/minerals/
metals, environmental equipment/services)

Mr. Joe M. Fakhri
Commercial Officer (Transportation
systems, construction/industrial safety
equipment/services, architectural services,
urban planning/building materials, general
machinery/equipment)

Mr. Nader G. Nassif
Commercial Officer (Agriculture, grains and
oilseeds, health care products/services,
consumer products, commercial services-
excl. education, agri-food, forest products)

Senegal (Republic of)

Canadian Embassy

Street Address:

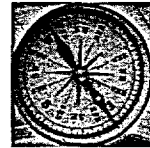
4th Floor, Sorano Building,
45, boul. de la République,
Dakar, Senegal

Mailing Address:

P.O. Box 3373,
Dakar, Senegal
Tel: (011-221) 823-9290
Fax: (011-221) 823-8749
E-mail: dakar@dakar01.x400.gc.ca

Territory: Senegal, Cape Verde, Gambia,
Guinea-Bissau, Mauritania

Office Hours: Mon-Thurs: 0800-1700;
Fri: 0800-1230



Zoom in on the most promising markets

Successful companies

*concentrate on one foreign market at
a time, moving on to the next only
after succeeding in the last.*

Major Holidays: (1998/99) Oct 13, Dec 25-28;
Jan 1, Jan 25, Apr 5, June 1, July 1, Oct 13,
Dec 27-28

Time Difference (E.S.T.): (Summer) +4;
(Winter) +5

Ms. Michèle Levesque
Ambassador

Ms. Chantal De Varennes
First Secretary and Consul
E-mail: chantal@dakar01.x400.gc.ca

Mr. Jacques Laberge
Industrial Co-operation Program
E-mail: labergej@dakar01.x400.gc.ca

Mr. Abdoulaye Bâ
Senior Commercial Officer
E-mail: baal@dakar01.x400.gc.ca

Seychelles (Republic of)

see Tanzania

Sierra Leone (Republic of)

see Guinea

Singapore (Republic of)

Canadian High Commission

Street Address:

IBM Towers, 14th Floor,
80 Anson Road,
Singapore 079907, Singapore

Mailing Address:

Robinson Road P.O. Box 845,
Singapore 901645, Singapore

Tel: (011-65) 325-3200

Fax: (011-65) 325-3297

E-mail: cdatanjs@singnet.com.sg

Office Hours: Mon-Fri: 0800-1630

Major Holidays: (1998/99) Oct 19, Dec 25;
Jan 1, Jan 28-29, Aug 9, Oct 18, Dec 27

Time Difference (E.S.T.): +12

Mr. Barry Carin
High Commissioner

Mr. David Wynne
Senior Trade Commissioner
(Trade management, investment and economic programs, trade policy)

Ms. Jacqueline Draper
First Secretary (Agriculture-ASEAN)
(Agriculture/food products, fisheries, sea products)

Mr. Arun Alexander
Third Secretary (Commercial)
(Environmental technologies, oil and gas, technology inflow program, power and energy, transportation systems, petrochemicals and chemicals)

Mr. Frank S.H. Quah
Commercial Officer (Telecommunications/informatics, advance technology, electronics)

Mr. Peter C.M. Ho
Commercial Officer (Aerospace/aviation, building materials, forest products, mining, metals and minerals, industrial machinery/plants)

Mr. Francis S.S. Chan
Commercial Officer (Agriculture/food products, fisheries, sea products, training, education, medical/health care, consumer products)

Slovakia (Republic of)

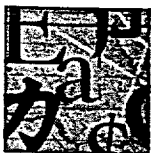
see Czech Republic

Slovenia (Republic of)

see Hungary

Solomon Islands

see Australia (Canberra)



Foreign clients often ask...

How do you plan to enter the market: export, license, joint venture or investment?

Somalia (Somali Democratic Republic)

see Kenya

South Africa (Republic of)

Canadian Trade Office

Street Address:
Cradock Place, 1st Floor,
10 Arnold Street, Rosebank 2196,
Johannesburg, South Africa

Mailing Address:
P.O. Box 1394, Parklands 2121,
Johannesburg, South Africa
Tel: (011-27-11) 442-3130
Fax: (011-27-11) 442-3325
E-mail: jburg@pret01.x400.gc.ca
Internet: http://www.canada.co.za

Territory: South Africa, Lesotho, Mauritius, Namibia, Swaziland

Office Hours: Mon-Thurs: 0800-1645;
Fri: 0800-1330

Major Holidays: (1998/99) Dec 16, Dec 25-28;
Jan 1, Apr 27, June 16, Sept 24, Dec 16,
Dec 27-28

Time Difference (E.S.T.): +6

Mr. James Bartleman
High Commissioner
(Resident in Pretoria, South Africa)

Mr. Jean-Pierre Hamel
Senior Trade Commissioner

Ms. Larissa Pergat
Trade Commissioner (Telecommunications, broadcasting, agriculture, agri-food, fisheries, sea products, education, cultural industries)

Mr. Bruce B. Fraser
Commercial Officer (Mining/metals/minerals, oil and gas, power/energy equipment, primary/secondary industrial machinery, transportation, defence, aircraft, chemicals, forestry)

Ms. Fathima Haniff
Commercial Officer (Computer software/hardware/IT, construction, environment, medical/health care products, social services)

Spain (Kingdom of)

Canadian Embassy

Street Address:
Nuñez de Balboa 35,
28001 Madrid, Spain

Mailing Address:
Apartado 117,
28080 Madrid, Spain

Cable: CANADIAN MADRID
Tel: (011-34-1) 431-4300
Fax: (011-34-1) 577-9811/431-2367
E-mail: td.madrid@mdrid01.x400.gc.ca
Internet: http://www.canada-es.org

Territory: Spain, Andorra, Canary Islands

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Jan 6, Apr 1-2, Sept 6, Oct 11, Dec 24

Time Difference (E.S.T.): +6

Mr. Anthony G. Vincent
Ambassador

Mr. Kenneth Cook
Minister-Counsellor and Consul

Mr. Louis Poisson
Counsellor (Commercial)
(Trade, investment, science and technology issues, aerospace program)

Mr. Isidro Garcia
Commercial Officer (Environment, science and technology, construction, biotechnology, power and energy equipment/services)

Mr. Michael F. Crawcour
Commercial Officer (Agriculture/food products, medical, fisheries, services industries, trading houses)

Mr. Alonso Herrero
Commercial Officer (Transportation, industrial machinery, defence equipment, petrochemicals, informatics/electronics, communications, oil and gas)

Mrs. Amaya Jauregui
Commercial Officer (Forestry, cultural/education industries, mining, consumer products, metal and mineral products)

Mr. Leonard Loos
Commercial Officer (WIN systems, M.I/I)

Sri Lanka (Democratic Socialist Republic of)

Canadian High Commission

Street Address:

6 Gregory's Road,
Colombo, Sri Lanka

Mailing Address:

P.O. Box 1006,
Colombo, Sri Lanka

Tel: (011-94-1) 695841/42/43

Fax: (011-94-1) 68-70-49

Territory: Sri Lanka, Maldives

Office Hours: Mon-Thurs: 0800-1635;

Fri: 0800-1310

Major Holidays: (1998/99) Dec 24-25; Jan 1,
Jan 12, Jan 14, Apr 8-14, May 11-12, Dec 24

Time Difference (E.S.T.): +11 1/2

Ms. Ruth Archibald
High Commissioner (Sri Lanka)
Ambassador (Maldives)

Mr. Chris S. Pullenayegem
Commercial Officer
E-mail: chris.pullenayegem@clmbo01.x400.gc.ca

St. Kitts and Nevis

see Barbados

St. Lucia

see Barbados

St. Martin

see Barbados

St. Pierre-et-Miquelon

see United States (Boston)

St. Vincent and the Grenadines (Commonwealth of)

see Barbados

Sudan (Republic of the)

see Egypt

Suriname (Republic of)

see Guyana



Plan the financial resources you'll need

Exploring foreign markets

can take longer and cost more than expected. Be prepared for significant costs for market research, product launchings and several personal visits.

Swaziland (Kingdom of)

see South Africa

Sweden (Kingdom of)

Canadian Embassy

Street Address:

Tegelbacken 4, 7th Floor,
Stockholm, Sweden

Mailing Address:

P.O. Box 16129,
S-103 23 Stockholm, Sweden

Tel: (011-46-8) 453-3000

Fax: (011-46-8) 24 24 91

E-mail: commerce@stkdm01.x400.gc.ca

Office Hours: Mon-Fri: 0830-1730

Major Holidays: (1998/99) Oct 12, Dec 24-28;
Jan 1, Apr 2-5, June 1, July 1, Oct 11, Dec 24

Time Difference (E.S.T.): +6

Mr. William L. Clarke
Ambassador

Mr. Bruce Christie
First Secretary (Commercial)
(Investment, aerospace, defence)
E-mail: bruce.christie@stkdm01.x400.gc.ca

Mrs. Ulla Hansson
Commercial Officer (Agriculture/grain
seeds, fisheries, forestry, mining/metals/
minerals, construction)
E-mail: ulla.hansson@stkdm01.x400.gc.ca

Ms. Inga-Lill Olsson
Commercial Officer (Chemicals, plastics,
security, environmental equipment, power,
energy)
E-mail: inga.olsson@stkdm01.x400.gc.ca

Ms. Catharina Nordbeck
Commercial Officer (Automotive/auto parts,
transportation/urban transit, education,
medical/health care/biotechnology,
consumer goods)
E-mail: catharina.nordbeck@stkdm01.x400.gc.ca

Mr. Robbin Battisson
Commercial Officer (Information technology,
telecommunications, advanced technology)
E-mail: robbin.battisson@stkdm01.x400.gc.ca

Ms. Helena Savolainen
Commercial Assistant
E-mail: helena.savolainen@stkdm01.x400.gc.ca

Ms. Maria Stenberg
Commercial Assistant
E-mail: maria.stenberg@stkdm01.x400.gc.ca

Switzerland (Swiss Confederation)

Canadian Embassy

Street Address:

Kirchenfeldstrasse 88,
CH-3005 Berne, Switzerland

Mailing Address:

P.O. Box 234,
CH-3000 Berne 6, Switzerland

Tel: (011-41-31) 357-3200

Fax: (011-41-31) 357-3210

Territory: Switzerland, Liechtenstein

Office Hours: (Winter) Mon-Fri: 0800-1645;
(Summer) Mon-Fri: 0800-1615

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Apr 2-5, May 13, May 24, July 2,
Sept 6, Oct 11, Dec 27-28

Time Difference (E.S.T.): +6

Mr. John Noble
Ambassador

Mr. Charles R. Larabie
Counsellor (Commercial)
E-mail: charles.larabie@bern01.x400.gc.ca

Mr. Werner Naef
Commercial Officer (Environment, sporting goods, agri-food/fish, construction, mining, energy, forest products, machinery, housewares)
E-mail: werner.naef@bern01.x400.gc.ca

Ms. Nicole Bellieres
Commercial Officer (Medical, pharmaceuticals, chemicals, security systems, consumer goods, transportation/aerospace)
E-mail: nicole.bellieres@bern01.x400.gc.ca

Ms. Marianne Burkhard
Commercial Assistant (Informatics, telecommunications)
E-mail: marianne.burkhard@bem01.x400.gc.ca

Syria (Syrian Arab Republic)

Canadian Embassy

Street Address:
Mezzeh Autostrade, Lot 12,
Damascus, Syria

Mailing Address:
P.O. Box 3394,
Damascus, Syria

Tel: (011-963-11) 611-6692/611-6851/
611-6870
Fax: (011-963-11) 611-2761/611-4000

Territory: Syria, Cyprus

Office Hours: Sun-Wed: 0800-1630;
Thurs: 0800-1330

Major Holidays: (1998/99) Oct 6, Nov 16,
Dec 25; Jan 1-2, Jan 17-19, Mar 8, Mar 21,
Mar 29-31, Apr 5, Apr 11, June 15, Oct 6,
Nov 16 (Ramadan Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): +7

Ms. Alexandra Bugailiskis
Ambassador

Mr. George Sanderson
Commercial Counsellor
E-mail: george.sanderson@dmcus01.x400.gc.ca

Mr. Issam Mechhad
Commercial Officer

Taiwan

Canadian Trade Office

Street Address:
13th Floor,
365 Fu Hsing North Road,
Taipei, 10483 Taiwan

Mailing Address: (same as above)

Tel: (011-886-2) 2547-9500
Fax: (011-886-2) 2712-7244
E-mail: ctotinfo@ctot.org.tw
Internet: http://www.ctot.org.tw

Office Hours: Mon-Fri: 0830-1730

Major Holidays: (1998/99) Oct 5, Oct 12,
Nov 12, Dec 25; Jan 27-29, Apr 5, July 1,
Oct 5, Oct 11, Nov 12, Dec 27

Time Difference (E.S.T.): +13

Mr. David Mulroney
Director

Mr. Stewart Beck
Executive Deputy Director
and Senior Trade Commissioner

Mr. Martin Charron
Trade Commissioner (Agri-food products,
agriculture commodities)

Mr. David Wong
Trade Commissioner (Agriculture)

Mr. Marcel Laneville
Trade Commissioner (Information technology,
hardware/software)

Mr. Handol Kim
Trade Commissioner (Investment,
biotechnology)



Ask your Trade Commissioner for...

Face-to-face Briefing —

One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. Simply notify our office of your visit at least two weeks before your departure.

Mr. James Lee
Senior Commercial Officer
(Telecommunications, aerospace)

Ms. Karen Huang
Commercial Officer (Agriculture, consumer products)

Mr. Edward Ng
Commercial Officer (Environment, building materials, investment)

Mr. Shane Lo
Commercial Officer (Consulting services, transportation, heavy industries, natural resources commodities)

Mr. Mark McDowell
Cultural industries

Ms. Teresa Lu
Manager, Canadian Education Centre
(Education marketing, corporate training)

(This is an office of the Canadian Chamber of Commerce.)

Tajikistan (Republic of)

see Kazakhstan

Tanzania (United Republic of)

Canadian High Commission

Street Address:
38 Mirambo Street/Garden Avenue,
Dar-es-Salaam, Tanzania

Mailing Address:
P.O. Box 1022,
Dar-es-Salaam, Tanzania

Cable: DOMCAN DAR-ES-SALAAM
Tel: (011-255-51) 112832-5/112837/
112863/112865-6
Fax: (011-255-51) 116896-7

Territory: Tanzania, Comoros, Madagascar, Seychelles

Office Hours: Mon-Fri: 0730-1530

Major Holidays: (1998/99) Dec 9, Dec 25-28;
Jan 1, Apr 2-5, July 1, Dec 9, Dec 27-28

Time Difference (E.S.T.): +8

Mr. Wayne Hammond
High Commissioner

Mr. Robert Lawrence
Counsellor
E-mail: robert.lawrence@paris03.x400.gc.ca

Mr. Gaspar M. Tarimo
Commercial Officer (Mining, oil and gas)
E-mail: gaspar.tarimo@paris03.x400.gc.ca

Mr. Noel F. Amos
Commercial Officer (Fisheries, agriculture, telecommunications)
E-mail: noel.amos@paris03.x400.gc.ca

Mrs. Suad Msellem
Commercial Assistant
E-mail: suad.msellem@paris03.x400.gc.ca

Thailand (Kingdom of)

Canadian Embassy

Street Address:
15th Floor, Abdulrahim Place,
990 Rama IV Road,
Bangkok 10500, Thailand

Mailing Address:
P.O. Box 2090,
Bangkok 10500, Thailand

Tel: (011-66-2) 636-0540
Fax: (011-66-2) 636-0565; 636-0568 (Trade)
E-mail: td.bngkk@bngkk02.x400.gc.ca

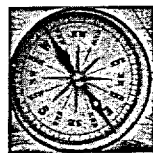
Territory: Thailand, Burma/Myanmar, Laos

Office Hours: Mon-Thurs: 0730-1615;
Fri: 0730-1300

Major Holidays: (1998/99) Dec 7, Dec 25,
Dec 31; Jan 1, Apr 5-6, May 5, May 11,
July 1, Aug 12, Dec 7, Dec 24, Dec 31

Time Difference (E.S.T.): +12

Mr. Bernard Giroux
Ambassador



Make personal visits

Building business

relationships in foreign

markets is best done face to face.

Faxes and phone calls are great for follow-ups but nothing beats meeting in person.

Mr. Ken Lewis
Senior Trade Commissioner
(Aerospace, transportation, infrastructure projects)

Mr. Gordon Parsons
Counsellor (Commercial)
(Natural resources, agriculture)

Mr. Alan Bowman
Second Secretary (Commercial)
(Environment, telecommunications, services)

Mr. Thawee Thaiprasithporn
Senior Commercial Officer (Primary industries)

Ms. Veena Ngoacharoenchitr
Commercial Officer (Power sector, information and high technology)

Ms. Viyada Vanichrojanarat
Commercial Officer (Services, consumer products)

Togo (Togolese Republic)

see Ghana

Tonga (Kingdom of)

see New Zealand

Trinidad and Tobago (Republic of)

Canadian High Commission

Street Address:
Maple House, Tatil Centre,
3-3A Sweet Briar Road,
St. Clair,
Port of Spain, Trinidad and Tobago

Mailing Address:
P.O. Box 1246,
Port of Spain, Trinidad and Tobago
Tel: (868) 622-6232 (6-CANADA)
Fax: (868) 628-2576
E-mail: commerce@pspan02.x400.gc.ca
Internet: <http://www.opus.co.tt/canada>

Office Hours: Mon-Thurs: 0730-1600;
Fri: 0730-1300

Major Holidays: (1998/99) Dec 25-28; Jan 1, Apr 12, Dec 27-28

Time Difference (E.S.T.): +1

Mr. Peter M. Lloyd
High Commissioner

Mr. Tom Bearss
Counsellor (Commercial)

Mr. Ramesh Tiwari
Commercial Officer (Agriculture, food products, medical/health-care products, oil and gas, primary and secondary industrial machinery)

Ms. Jacqueline Tardieu
Commercial Assistant

Tunisia (Republic of)

Canadian Embassy

Street Address:
3, rue du Sénégal,
Place d'Afrique,
1002 Belvédère,
Tunis, Tunisia

Mailing Address:
C.P. 31, Le Belvédère 1002,
Tunis, Tunisia

Tel: (011-216-1) 796-577
Fax: (011-216-1) 792-371
E-mail: tunis.td@paris03.x400.gc.ca

Territory: Tunisia, Libya

Office Hours: Mon-Thurs: 0800-1700;
Fri: 0800-1330; Summer & Ramadan:
Mon-Fri: 0700-1430

Major Holidays: (1998/99) Nov 7, Dec 25-28;
Jan 1, Apr 2-5, July 1, Dec 27-28 (Ramadan
Dec 18-Jan 19 approx.)

Time Difference (E.S.T.): + 5 (Summer);
+6 (Winter)

Mr. Arsène G. Després
Ambassador

Mr. Russell Merifield
Counsellor (Commercial) and Consul

Mr. Lassaâd Bourguiba
Commercial Officer

Turkey (Republic of)

Canadian Embassy

Street Address:
Nenehatun Caddesi 75,
Gaziosmanpasa, 06700 Ankara, Turkey

Mailing Address: (same as above)

Cable: 42369 DMCAN TR
Tel: (011-90-312) 436 12 75
Fax: (011-90-312) 446 28 11/446 44 37
(General)

Territory: Turkey, Azerbaijan, Georgia, Turkmenistan

Office Hours: Mon-Thurs: 0830-1745;
Fri: 0830-1300

Major Holidays: (1998/99) Oct 29, Dec 25;
Jan 1, Jan 29, Apr 1-2, Apr 23, May 24,
July 1, Aug 30, Sept 6, Oct 29, Dec 27

Time Difference (E.S.T.): +7

Mr. Michael T. Mace
Ambassador

Mr. Amir Guindi
Counsellor (Commercial)
(Agriculture/food products, defence/aerospace,
power/energy, transportation, oil and gas,
financial/business services)

Mr. John Rodney
Third Secretary (Commercial)
(Telecommunications, information
technologies, forest products, mining,
consumer products, education, medical,
construction, environment)

Mr. Can Ozcuc
Senior Commercial Officer (Agriculture/food
products, defence/aerospace,
telecommunications, information
technologies, transportation, consumer
products, financial/business services)

Mr. Akin Kosetorunu
Commercial Officer (Power/energy, mining,
forest products, oil and gas, education,
medical, construction, environment)

Ms. Nuriye Dibirdi
Commercial Assistant

Ms. Selva Ozturk
Commercial Assistant

Turkmenistan

see Turkey

Turks and Caicos Islands

see Jamaica

Tuvalu

see New Zealand

Uganda (Republic of)

see Kenya

Ukraine

Embassy of Canada

Street Address:
31 Yaroslaviv Val Street,
Kyiv 252034, Ukraine

Mailing Address:
P.O. Box 205,
Kyiv 252001, Ukraine

Tel: (011-380-44) 464-1144
Fax: (011-380-44) 464-1133

Office Hours: Mon-Fri: 0830-1700

Major Holidays: (1998/99) Oct 8, Oct 11,
Dec 25; Jan 1, Jan 7, Mar 26, Apr 12, July 1,
Aug 24, Oct 8, Oct 11, Dec 27

Time Difference (E.S.T.): +7

Mr. Derek Fraser
Ambassador

Mr. Larry Duffield
Counsellor Commercial
E-mail: larry.duffield@kiev01.x400.gc.ca

Mr. George Grushchenko
Senior Commercial Officer (Primary
industries, agriculture/agri-food, oil and
gas/energy)
E-mail: george.grushchenko@kiev01.x400.gc.ca

Mr. Volodymyr Vereta
Commercial Officer (Secondary industries,
construction/building materials, forest
products, transportation, communications,
information technologies)
E-mail: volodymyr.vereta@kiev01.x400.gc.ca



**Foreign clients
often ask...**

*When do you plan to visit
the market? Have you considered
adapting your product or service
literature to the market at that time?*

Mrs. Victoria Vinogradova
Trade Assistant (WIN Exports, consumer
products, health, veterinary)
E-mail: victoria.vinogradova@kiev01.x400.gc.ca

United Arab Emirates

Abu Dhabi

Canadian Embassy

Street Address:
Al Bateen District, #440 Al Nahyan Street
(26th Street, corner of Dalma and
Al Nayhan Streets)
Abu Dhabi, United Arab Emirates

Mailing Address:
P.O. Box 6970,
Abu Dhabi, United Arab Emirates

Tel: (011-971) 2-456969
Fax: (011-971) 2-458787
E-mail: Canada@emirates.net.ae

Office Hours: Sat-Wed: 0830-1600

Major Holidays: (1998/99) Oct 19, Dec 2,
Dec 26-27; Jan 2, Jan 19, Mar 28-29, Apr 17,
June 26, Sept 4, Oct 9, Nov 6, Dec 25-26

Time Difference (E.S.T.): +9

Mr. Stuart B. McDowall
Ambassador

Mr. Maher Abou-Guendia
Counsellor (Commercial)

Ms. Nicole AbiAad Zaroubi
Commercial Officer

Dubai

Canadian Consulate

Street Address:
Juma Al Majid Building,
Suite 708,
Khalid Ibn Al Waleed Street,
Dubai, United Arab Emirates

Mailing Address:
P.O. Box 52472,
Dubai, United Arab Emirates

Tel: (011-971) 4-521717
Fax: (011-971) 4-517722

Office Hours: Sun-Thurs: 0800-1330

Major Holidays: (1998/99) Oct 19, Dec 2, Dec 27; Jan 3, Jan 18, Mar 28-29, Apr 1, Apr 18, July 1, Sept 5, Oct 10, Dec 2, Dec 26

Time Difference (E.S.T.): +9

Mr. Richard J. Winter
Consul and Senior Trade Commissioner
E-mail: richard.winter@paris03.x400.gc.ca

Mr. Rick Seguin
Consul and Trade Commissioner
(Agri-food)
E-mail: richard.seguin@paris03.x400.gc.ca

Mr. Fouad Soueid
Commercial Officer
E-mail: fouad.soueid@paris03.x400.gc.ca

Mrs. Sanam Shahani
Commercial Program Assistant
E-mail: sanam.shahani@paris03.x400.gc.ca

Mrs. Persis Khemani
Agriculture Program Assistant
E-mail: persis.khemani@paris03.x400.gc.ca

United Kingdom

see Britain

United Nations

Permanent Mission of Canada to the United Nations

Street Address:

One Dag Hammarskjold Plaza,
885 Second Avenue, 14th Floor,
New York, New York 10017, U.S.A.

Mailing Address: (same as above)

Tel: (212) 848-1100

Fax: (212) 848-1195

E-mail: prmny-gr@prmny01.x400.gc.ca

Responsibilities: UN Procurement

Office Hours: Mon-Fri: 0900-1730

Mr. Robert R. Fowler
Ambassador and Permanent Representative

Mr. Michel Duval
Deputy Permanent Representative

Mr. Sam Hanson
Counsellor (UN finance/management)

United States of America

Washington

Canadian Embassy

Street Address:

501 Pennsylvania Avenue, N.W.,
Washington, D.C. 20001, U.S.A.

Mailing Address: (same as above)

Tel: (202) 682-1740

Fax: (202) 682-7726; 682-7795

(Trade/Economic Policy/Business Development)

Office Hours: Mon-Fri: 0830-1700

Major Holidays (observed in the U.S.A.):

(1998/99) Oct 12, Nov 11, Nov 26,
Dec 25-28; Jan 1, Apr 2-5, May 24, July 1,
Sept 6, Oct 11, Nov 11, Nov 25, Dec 27-28

Time Difference (E.S.T.): 0

Mr. Raymond A.J. Chrétien
Ambassador

Mr. D.G. Waddell
Minister (Economic) and Deputy Head
of Mission

Ms. Astrid Y. Pregel
Minister-Counsellor (Commercial)
(Manager of Business Development Program)
E-mail: astrid.pregel@wshdc01.x400.gc.ca

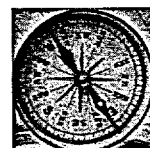
Mr. Terry Wood
Counsellor (Transportation)
E-mail: terry.wood@wshdc01.x400.gc.ca

Mr. Robert Webb
Counsellor (Science and Technology)
E-mail: robert.webb@wshdc01.x400.gc.ca

Government Markets

Ms. Judith A. Bradt
Director (Government procurement-defence
and civilian, defence economic co-operation,
military/civilian aerospace; public sector
market access; export controls)
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Mr. Richard Malloy
Business Development Officer (Defence)
(Navy; marine technology; Special Operations -
U.S. Defence/Security Agencies; security/law
enforcement technology; defence supplier
partnerships; market access issues)
E-mail: richard.malloy@wshdc01.x400.gc.ca



Study the market and the culture

Business people and customers in most foreign markets will appreciate and reward your efforts to learn about their culture.

Ms. Allison Saunders
Second Secretary (Commercial)
(Computer hardware/software-all markets;
Technology Partnership Program; U.S.
civilian government agencies; state
government procurement; non-defence
products; professional services for
government markets. U.S. procurement)
E-mail: allison.saunders@wshdc01.x400.gc.ca

Trade and Investment Development

Territory: District of Columbia, Virginia,
Maryland, Delaware and Eastern Pennsylvania

Mr. Gregory Rust
Counsellor (Commercial) - Manager
(Trade and Investment Development Program)
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Ms. Kathryn Aleong
First Secretary (Commercial)
(Environmental products/services, space-
related industries, geomatics)
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Mr. Manuel M. Ellenbogen
Business Development Officer (Health
care/biotechnology, telecommunications,
high technology, construction,
industrial/agriculture equipment)
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Mrs. Cynthia Stevenson
Business Development Officer (Agri-food,
seafood, professional/business services,
consumer products, cultural industries)
E-mail: cynthia.stevenson@wshdc01.x400.gc.ca

Office for Liaison with International Financial Institutions (OLIFI)

Ms. Marie A. Stamp
Third Secretary (Commercial)
(IBRD/IADB procurement contracts)
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Mr. J. Matthew Clark
Business Development Officer
(International finance)
E-mail: matthew.clark@wshdc01.x400.gc.ca

Ms. Connie Connor
Business Development Officer
(Aid to Canadian companies)
E-mail: connie.connor@wshdc01.x400.gc.ca

Economic and Trade Policy

Mrs. Colleen Swords
Minister-Counsellor (Economic/trade policy)
(Management of bilateral economic and trade relationship)
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Mr. Jamal Khokhar
Counsellor (Trade policy)
(Matters affecting trade in goods, hemispheric trade)
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Ms. Kate Lannan
Counsellor (Trade policy)
(Metals/minerals)
E-mail: kate.lannan@wshdc01.x400.gc.ca

Mr. Robert Cairns
First Secretary (Commercial)
(Trade remedy law, competition policy, softwood lumber)
E-mail: robert.cairns@wshdc01.x400.gc.ca

Mr. Marvin Heldebrand
First Secretary (Agriculture and agri-food)
E-mail: marvin.heldebrand@wshdc01.x400.gc.ca

Mr. Billy Hewett
First Secretary (Agricultural trade issues)
E-mail: billy.hewett@wshdc01.x400.gc.ca

Mr. David McLellan
Counsellor (Energy)
E-mail: david.mclellan@wshdc01.x400.gc.ca

Mr. Jean-Pierre Gombay
Counsellor (General services issues, i.e., telecommunications, cultural industries, intellectual property issues, investment policy)
E-mail: jeanpierre.gombay@wshdc01.x400.gc.ca

Mr. Brian Smith
Counsellor (Finance)
(Financial services issues, taxation issues, fiscal and monetary issues)
E-mail: brian.smith@wshdc01.x400.gc.ca

Mr. Matthew Levin
First Secretary (Economic issues, U.S. foreign-aid policies, labour issues)
E-mail: matthew.levin@wshdc01.x400.gc.ca

Mr. Stewart Wheeler
Second Secretary (Energy)
(Oil and gas issues)
E-mail: stewart.wheeler@wshdc01.x400.gc.ca

Market Access

Ms. Birgit Matthiesen
Commercial Officer (Economic/trade policy)
(Customs, FDA)
E-mail: birgit.matthiesen@wshdc01.x400.gc.ca

Atlanta

Canadian Consulate General

Street Address:
1175 Peachtree Street N.E.,
1700 - 100 Colony Square,
Atlanta, Georgia 30361-6205, U.S.A.

Mailing Address: (same as above)

Tel: (404) 532-2000
Fax: (404) 532-2050
E-mail: atnta@atnta01.x400.gc.ca

Territory: Georgia, Alabama, Florida, Mississippi, North Carolina, South Carolina, Tennessee; Other: Puerto Rico, U.S. Virgin Islands

Office Hours: Mon-Fri: 0830-1645

Time Difference (E.S.T.): 0

Mr. Marc-André Brault
Consul General



Ask your Trade Commissioner for...

Troubleshooting —

Do you have an urgent business or market access problem? Call us for help. We cannot enter into private disputes or act as customs brokers, sales agents, collection agents or lawyers.

Mr. Robin McNab
Deputy Consul General and Senior Trade Commissioner

Commercial Division

Mr. Jean-Pierre Petit
Consul and Trade Commissioner
(Investment, customs, brokerage)
E-mail: jeanpierre.petit@atnta01.x400.gc.ca

Vacant
Commercial Officer
(Defence programs, aerospace, transportation)

Mr. John F. Alexander
Commercial Officer (Strategic alliances, environment, new technology, safety and security)
E-mail: john.alexander@atnta01.x400.gc.ca

Mr. Steven A. Flamm
Commercial Officer (Telecommunications, informatics, electronics, medical, software, venture capital)
E-mail: steve.flamm@atnta01.x400.gc.ca

Mr. William B. Stolz
Commercial Officer (Forest products, furniture, construction)
E-mail: william.stolz@atnta01.x400.gc.ca

Ms. Mary Louise Goodie
Commercial Officer (Medical/health care, biotechnology, agriculture, food products, consumer goods, cultural industries, education/training, NEBS Co-ordinator)
E-mail: marylouise.goodie@atnta01.x400.gc.ca

Miami

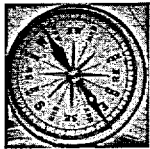
Canadian Consulate,
Suite 1600, First Union Financial Center,
200 South Biscayne Blvd.,
Miami, Florida 33131

Tel: (305) 579-1600
Fax: (305) 374-6774

Office Hours: Mon-Fri: 0830-1630

Mr. Normand Villeneuve
Consul and Trade Commissioner

Mr. David Ericson
Commercial Officer (Caribbean/Latin America)



Learn from successful companies

Talk to Canadian

companies that have succeeded in your target market. Many are willing to share what works and what doesn't. Contact your industry association to find names of successful companies.

Boston

Canadian Consulate General

Street Address:

Three Copley Place, Suite 400,
Boston, Massachusetts 02116, U.S.A.

Mailing Address: (same as above)

Tel: (617) 262-3760

Fax: (617) 262-3415

Territory: Massachusetts, Maine,
New Hampshire, Rhode Island, Vermont;
Other: Saint-Pierre-et-Miquelon

Office Hours: Mon-Fri: 0845-1700

Time Difference (E.S.T.): 0

Ms. Mary Clancy
Consul General

Mr. Jim Sorvedt
Deputy Consul General and Senior Trade
Commissioner
(Trade, investment)

Trade and Investment Section

Mr. Gilles Tassé
Consul (Investment)
(Investment development, financial services,
corporate liaison, strategic partnering,
newsletter)

Ms. Nathalie Noël
Vice-Consul and Trade Commissioner
(Atlantic Canada initiative/ACOA relations,
NEBS, VIP visits-trade, services
co-ordinator, telecommunications)

Mr. Martin Robichaud
Commercial Officer (Aerospace/defence,
energy, environment, electrical/electronics,
construction/building materials, engineering
services, industrial machinery, transportation,
architecture/design, resources industries)

Ms. Christine Sarkisian
Commercial Officer (Medical/health care,
biotechnology, cultural industries,
publishing/printing, education/training)

Mrs. Colette Lekborg
Commercial Officer (Consumer products,
agriculture/food products, fisheries/associated
equipment)

Mr. Nathan Elia
Commercial Officer (Computer hardware/
software, marine technology, geomatics,
instrumentation, technology development)

Buffalo

Canadian Consulate General

Street Address:

One Marine Midland Center, Suite 3000,
Buffalo, New York 14203-2884, U.S.A.

Mailing Address: (same as above)

Tel: (716) 858-9500

Fax: (716) 852-4340

Internet: <http://www.canadianconsulatebuf.org>

Territory: Western, Central and Upstate
New York, West Pennsylvania, West Virginia

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): 0

Mr. Mark Romoff
Consul General

Business Development Division

Mr. Paul Rose
Consul and Senior Trade Commissioner
(Trade, investment)

Ms. Marcia M. Grove
Business Development Officer (Agri-food
products/equipment/services, fisheries,
consumer products, furniture, printing
industry, packaging/paper industries, marine
products, health/beauty products,
educational products/services)
E-mail: marcia.grove@bfalo01.x400.gc.ca

Ms. Mary E. Mokka
Business Development Officer
(NEBS Co-ordinator)
(Robotics/artificial intelligence, services,
telecommunications products/services,
computer technology, medical/biotechnology
products, health care/social services,
pharmaceutical products)
E-mail: mary.mokka@bfalo01.x400.gc.ca

Mr. Jay Mileham
Business Development Officer
(Agricultural/automotive equipment,
chemicals, construction, defence products,
electrical, electronics, environmental products,
industrial/manufacturing equipment,
machinery/process, mining/metals, oil and
gas, plumbing, heating, air conditioning,
power/energy equipment, transportation)
E-mail: jay.mileham@bfalo01.x400.gc.ca

Chicago

Canadian Consulate General

Street Address:

Two Prudential Plaza,
180 N. Stetson Avenue,
Suite 2400,
Chicago, Illinois 60601, U.S.A.

Mailing Address: (same as above)

Tel: (312) 616-1860

Fax: (312) 616-1877/616-1878 (Trade)

Territory: Illinois, Missouri, Wisconsin

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): -1

Mr. J. Christopher Poole
Consul General

Mr. G.E. Rishchynski
Deputy Consul General and Senior Trade
Commissioner

Mr. Douglas A. Bieber
Consul and Trade Commissioner (Investment)

Ms. Connie Erickson
Senior Business Development Assistant

Business Development Division

Mr. John A. Lambert
Senior Business Development Officer
(Environment, biotechnology, pharmaceuticals, aerospace/defence, oil and gas, power/energy, chemical/petroleum, transportation)

Ms. Ann F. Rosen
Business Development Officer (Information technology, telecommunications, electronics equipment, space, process controls and informatics, professional/business/educational services)

Ms. Chris Bigall
Business Development Officer (Consumer products, aboriginal industries, cultural industries)

Ms. Cathy L. Cameron
Business Development Officer (Agriculture, agri-food/beverage products, fish/poultry/livestock and related industries, health and beauty aids)

Ms. Dustchin Rock
Business Development Officer (Advanced manufacturing, medical devices, hardware, automotive, mining/metals, forestry, lumber, resource equipment)

Vacant
Business Development Assistant

Investment Development

Ms. Gina Ludwig
Investment Development Officer (Corporate liaison program, Strategic Alliance Center [SAC])

Ms. Brigid Kane
Investment Development Assistant

Dallas

Canadian Consulate General

Street Address:
St. Paul Place, Suite 1700,
750 N. St. Paul Street,
Dallas, Texas 75201, U.S.A.

Mailing Address: (same as above)

Tel: (214) 922-9806
Fax: (214) 922-9815
Internet: <http://www.canada-dallas.org>

Territory: Texas, Arkansas, Kansas, Louisiana, New Mexico, Oklahoma

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): -1

Mr. Jon Swanson
Consul General

Business Development Division

Mr. Graham Rush
Consul and Senior Trade Commissioner
Manager, Business Development Program
E-mail: graham.rush@dalas01.x400.gc.ca

Ms. Céline Fittes
Consul and Trade Commissioner
(Bio-industries, medical/health care, business/professional services)
E-mail: celine.fittes@dalas01.x400.gc.ca

Mr. Scott Flukinger
Business Development Officer
(Energy and chemicals, transportation, environment)
E-mail: scott.flukinger@dalas01.x400.gc.ca

Mr. Michael Mendoza
Business Development Officer
(Information technologies, aerospace/defence, education, security, advanced manufacturing)
E-mail: michael.mendoza@dalas01.x400.gc.ca

Ms. Cate Lisak
Business Development Officer
(Agri-food, agricultural equipment, construction/architecture, resource/marine industries)
E-mail: cate.lisak@dalas01.x400.gc.ca

Ms. Gloria Coley
Business Development Assistant
(Giftware, visual arts and crafts, furniture)
E-mail: gloria.coley@dalas01.x400.gc.ca

Ms. Dorothy Campbell
Business Development Assistant
(Apparel)
E-mail: dorothy.campbell@dalas01.x400.gc.ca



Foreign clients often ask...

How would you describe the typical buyer, distributor, agent or partner you want to work with in your target market?

Ms. Reah Reedy
Business Development Assistant (Recreational goods, performing arts, publishing)
E-mail: reah.reedy@dalas01.x400.gc.ca

Detroit

Canadian Consulate General

Street Address:
600 Renaissance Center,
Suite 1100,
Detroit, Michigan 48243-1798, U.S.A.

Mailing Address: (same as above)

Tel: (313) 567-2340
Fax: (313) 567-2164
Internet: <http://www.dfait-maeci.gc.ca/~detroit>

Territory: Michigan, Indiana, Kentucky, Ohio

Office Hours: Mon-Fri: 0830-1630

Time Difference (E.S.T.): 0

Mr. John Tennant
Consul General

Mr. H.W. (Ray) Guy
Consul and Senior Trade Commissioner
(Customs Liaison)
E-mail: ray.guy@dtrot01.x400.gc.ca

Business Development Division

Mr. Bob McNally
Consul and Trade Commissioner (Aerospace industries, defence air force, sporting goods, furniture-residential)
E-mail: bob.mcnelly@dtrot01.x400.gc.ca

Mr. Ralph Reich
International Trade Officer (Advanced materials, plastics-non-automotive, industrial equipment and machinery, defence trade-army, material handling equipment, industrial process controls, factory monitoring systems)
E-mail: ralph.reich@dtrot01.x400.gc.ca

Ms. Anne Cascadden
International Trade Officer (Environmental services, furniture, apparel, consumer products, biotechnology, trading houses)
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Ms. Margaret Baxter
International Trade Officer
(Automotive/heavy duty trucks, public transit equipment/service, industrial equipment/machinery-automotive, marine industries, plastics-automotive)
E-mail: margaret.baxter@dtrot01.x400.gc.ca

Mr. Keith Jozwik
International Trade Officer
(Agriculture/food products, beverages, fisheries/sea products, packaging-industrial, agricultural machinery)
E-mail: keith.jozwik@dtrot01.x400.gc.ca

Mr. Thomas Quinn
International Trade Officer (Building materials/supplies, lumber/forestry products/machinery, professional services, hardware, housewares, industrial safety products, security products)
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Ms. Nicole Hayley
International Trade Officer (Advanced technology products, informatics/telecommunications, technology transfer, government procurement-non-defence)
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Mr. John Bufton
Investment Officer (Investment development, corporate advocacy, strategic alliances)
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Los Angeles

Canadian Consulate General

Street Address:
550 South Hope Street,
9th Floor,
Los Angeles, California 90071-2627, U.S.A.

Mailing Address: (same as above)

Tel: (213) 346-2700
Fax: (213) 346-2767 (Trade)
E-mail: congen@ix.netcom.com

Territory: California, Arizona, Hawaii, Nevada, Utah

Office Hours: Mon-Fri: 0830-1630 (Trade)

Time Difference (E.S.T.): -3

The Right Honourable Kim Campbell
Consul General

Mr. James Leach
Deputy Consul General and Senior Trade Commissioner
E-mail: james.leach@lngls02.x400.gc.ca

Business Development Division

Mr. Ron Merrick
Consul and Trade Commissioner
(Investment, technology transfer)
E-mail: ron.merrick@lngls02.x400.gc.ca

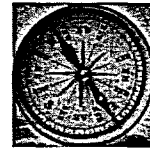
Mr. Bernard E. Brandenburg
Business Development Officer
(Automotive/transportation products/services, oil and gas equipment/services, electrical equipment, offshore marine industries/services, power/energy production/distribution equipment/services, recreational marine products, manufacturing/industrial equipment/services)
E-mail: bernard.brandenburg@lngls02.x400.gc.ca

Mr. Carl W. Light
Business Development Officer (Agriculture, seafood, food/beverages, consumer products-apparel, furniture, jewellery, etc., food processing equipment/services, publishing/printed matter)
E-mail: carl.light@lngls02.x400.gc.ca

Mr. Jeffrey L. Gray
Business Development Officer (Aerospace/defence, electronics, telecommunications, security systems, robotics, geomatics, government procurement relations for non-defence products)
E-mail: jeffrey.gray@lngls02.x400.gc.ca

Mr. Michael Pascal
Business Development Officer
(Environmental equipment/services, chemicals/petrochemicals, agricultural equipment, industrial/manufacturing equipment, machinery, process and systems, scientific instruments/test equipment)
E-mail: michael.pascal@lngls02.x400.gc.ca

Mr. Thomas R. Palamides
Business Development Officer (Information technologies incl. computer hardware/software, advanced industrial materials/manufacturing methods, biotechnology/pharmaceuticals, medical/diagnostic/health care products/equipment, education equipment/services, optical apparatus/instruments, veterinary products)
E-mail: thomas.palamides@lngls02.x400.gc.ca



Make personal visits

Building business relationships in foreign

markets is best done face to face. Faxes and phone calls are great for follow-ups but nothing beats meeting in person.

Mr. Brantley Haigh
Business Development Officer (Construction equipment/services, home hardware/housewares, heating/ventilation/air-conditioning products/services, pool/spa products, pulp and paper, office products-paper only)
E-mail: brantley.haigh@lngls02.x400.gc.ca

San Francisco

Canadian Consulate Trade Office,
555 Montgomery Street, 12th Floor,
San Francisco, California 94111, U.S.A.

Tel: (415) 834-3180
Fax: (415) 834-3189
E-mail: general@cdntradesf.com
Internet: <http://www.cdntrade.com>

Mr. Norman Lomow
Consul and Senior Trade Commissioner
(Investment, consulting services)

Mr. Shawn Wedick
Consul and Trade Commissioner
(Investment, consulting services)

Mr. Mark Ritchie
Business Development Officer
(Multimedia, environmental technology)
E-mail: mritchie@cdntradesf.com

Mr. Andrew Thompson
Business Development Officer (Cultural industries)
E-mail: athompson@cdntradesf.com

San Jose

Canadian Consulate Trade Office,
333 West San Carlos Street, Suite 945,
San Jose, California 95110, U.S.A.

Tel: (408) 289-1157
Fax: (408) 289-1168
E-mail: canadian@best.com
Internet: <http://www.cdntrade.com>

Mr. Brian Cox
 Consul and Trade Commissioner
 (Information technologies, computer
 systems-software/services)

Mrs. Jeanie Weaver
 Business Development Officer
 (Telecommunications equipment/services,
 biotechnology, medical products)

Minneapolis

Canadian Consulate General

Street Address:
 Suite 900, 701 Fourth Avenue South,
 Minneapolis, Minnesota
 55415-1899, U.S.A.

Mailing Address: (same as above)

Tel: (612) 332-7486
 Fax: (612) 332-4061
 E-mail: td.mnpls@mnpls01.x400.gc.ca

Territory: Minnesota, Colorado, Iowa (except
 the Quad-Cities), Montana, Nebraska,
 North Dakota, South Dakota, Wyoming

Office Hours: Mon-Fri: 0830-1700

Time Difference (E.S.T.): -1

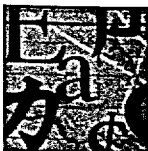
Mr. Robert Déry
 Consul General

Mr. Wayne Robinson
 Consul and Senior Trade Commissioner
 (Trade program management)

Commercial Division

Mr. James Holt
 Consul and Trade Commissioner
 (Investment development, professional services)

Ms. Margaret L. Mearns
 Commercial Officer (Agri-food-incl. fish,
 building products, furniture)



Foreign clients often ask...

*Which countries or
 regional markets (e.g. Northwestern
 U.S.) are you targeting and why?
 What do you know about your target
 market?*

Mr. Charles W. McGriff
 Commercial Officer (Advanced technologies,
 defence/aerospace, industrial products)

Ms. Dana S. Boyle
 Commercial Officer (Consumer products,
 aboriginal/first nations business)

Ms. Sonya Nicholson
 Commercial Officer (Medical, biotechnology,
 environment, natural resources, agricultural
 equipment)

Mr. Kent E. Jensen
 Senior Trade Assistant

Ms. Gayle Mohrbacker
 Trade Assistant

New York

Canadian Consulate General

Street Address:
 1251 Avenue of the Americas,
 New York City, New York 10020-1175, U.S.A.

Mailing Address: (same as above)

Tel: (212) 596-1628
 Fax: (212) 596-1793 (Commercial)
 E-mail: cngny@cngny01.x400.gc.ca
 Internet: <http://www.canada-ny.org>

Territory: Southern New York State,
 Connecticut, New Jersey; Other: Bermuda

Office Hours: Mon-Fri: 0845-1700

Time Difference (E.S.T.): 0

Mr. Michael B. Phillips
 Consul General

Mr. Dwayne Wright
 Deputy Consul General and Senior Trade
 Commissioner

Business Development Division

—Trade

Mr. Matthew Toner
 Vice-Consul and Trade Commissioner
 (Information technologies, communications,
 entertainment; Bermuda)

Mr. Sameer Dhargalkar
 Commercial Officer
 (Fashion, consumer goods, furniture, giftware)

Mr. Donald H. Garretson, Jr.
 Commercial Officer (Agri-food, construction,
 industrial products, urban transportation)

Mr. Antonio (Tony) Raposo
 Commercial Officer (Information technologies,
 communications, entertainment)

Mr. Philip Wahba
 Commercial Officer
 (Life sciences, environmental services,
 biotechnology, medical devices)

Investment and Corporate Liaison

Mr. David W. Shearer
 Consul and Senior Investment Advisor

Ms. Maria Christine Nemeth
 Investment Officer

Princeton

Canadian Government Trade Office,
 90 Westcott Road,
 Princeton, New Jersey 08540, U.S.A.

Tel: (609) 252-0777
 Fax: (609) 252-0792

Mr. Donald Marsan
 Consul and Trade Commissioner

Seattle

Canadian Consulate General

Street Address:
 412 Plaza 600, Sixth and Stewart Streets,
 Seattle, Washington 98101-1286, U.S.A.

Mailing Address: (same as above)

Tel: (206) 443-1777
 Fax: (206) 443-9662/443-9735
 E-mail: seacons@seattle-consulate.org

Territory: Washington, Alaska, Idaho, Oregon

Office Hours: Mon-Fri: 0800-1630

Time Difference (E.S.T.): -3

Mr. Roger Simmons
 Consul General

Mr. Rod Johnson
 Consul and Senior Trade Commissioner
 (Investment, technology transfer, intellectual
 property)

Business Development Division

Ms. Kathryn Burkell
 Consul and Trade Commissioner
 (Aerospace/transportation industries,
 advanced materials)

Mr. Douglas D. McCracken
Business Development Officer
(Information technologies, agri-food/
fisheries industries)

Mrs. Jane Hardessen-Shaw
Business Development Officer
(Health/life sciences, environment, cultural
industries)

Mr. James P. Sheehan
Business Development Officer
(Forests, instrumentation/control, geomatics,
building products)

Ms. Helen Raiswell
Business Development Officer
(Consumer products, strategic alliances)

U.S. Virgin Islands

see United States (Atlanta)

Uruguay (Eastern Republic of)

Canadian Embassy

Street Address:

Suite 1105,
Plaza Cagancha 1335,
11000 Montevideo, Uruguay

Mailing Address: (same as above)

Tel: (011-598-2) 92-20-30
Fax: (011-598-2) 92-20-29
E-mail: mvdeo@micro.x400.gc.ca

Office Hours: Mon-Thurs: 0830-1730;
Fri: 0830-1400

Major Holidays: (1998/99) Oct 12, Nov 11,
Dec 25-28; Jan 1, Jan 6, Apr 2-5, July 1,
Aug 25, Oct 11, Nov 2, Dec 27-28

Time Difference (E.S.T.): +1

Mr. Brian Northgrave
Ambassador

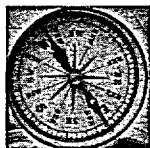
Mr. Steve Côté
Second Secretary and Consul

Uzbekistan (Republic of)

see Russia (Moscow)

Vanuatu (Republic of)

see Australia (Canberra)



Set realistic expectations

Developing foreign

*markets is a long-term commitment.
It takes time, effort and money. Make
sure senior management is committed.
Be prepared for the long haul and make
perseverance your critical success factor.*

Venezuela (Republic of)

Canadian Embassy

Street Address:

Calle Los Chaguaramos,
Centro Gerencial Mohedano, Ph, C-D,
La Castellana,
Caracas, Venezuela

Mailing Address:

Apartado Postal 62.302,
Caracas 1060-A, Venezuela

Tel: (011-58-2) 263-4666/261-1414/261-3270

Fax: (011-58-2) 263-5349

E-mail: crcas@crcas01.x400.gc.ca

Territory: Venezuela, Dominican Republic,
Netherland Antilles-Aruba, Curaçao,
Bonaire, Saba, St. Eustache, St. Maarten

Office Hours: Mon-Thurs: 0730-1630;
Fri: 0730-1300

Major Holidays: (1998/99) Oct 12, Nov 11,
Dec 25; Jan 1, Feb 22-23, Apr 2-5, June 24,
July 23, Oct 11, Nov 11, Dec 27

Time Difference (E.S.T.): +1

Mr. Allan J. Stewart
Ambassador

Mr. Jacques H. Desjardins
Commercial Counsellor and Consul
(Finance/banking, investment)
E-mail: jacques.desjardins@crcas01.x400.gc.ca

Mr. David McKenzie
Third Secretary and Vice-Consul
(Oil and gas, chemical products)
E-mail: david.mckenzie@crcas01.x400.gc.ca

Mr. David Ramirez
Senior Commercial Officer (Agri-food,
fisheries, sea products, grains and oilseeds)
E-mail: david.ramirez@crcas01.x400.gc.ca

Mr. Victor Stott
Commercial Officer (Defence products,
communications, informatics, electronics,
transportation)

E-mail: victor.stott@crcas01.x400.gc.ca

Mrs. Daniela Oyaque
Commercial Officer (Consumer products,
medical/health care, service industries,
environment)

E-mail: daniela.oyaque@crcas01.x400.gc.ca

Mr. José Páez
Commercial Officer
(Mining/metals/minerals, forest products,
power/energy, construction, industrial
machinery)

E-mail: jose.paez@crcas01.x400.gc.ca

Mrs. Elvira Dentes
Senior Commercial Assistant

Mrs. Eneida Sánchez
Commercial Assistant

Ms. Nancy Cozzolino
Commercial Assistant

Vietnam (Socialist Republic of)

Hanoi

Canadian Embassy

Street Address:

31 Hung Vuong Street,
Hanoi, Vietnam

Mailing Address: (same as above)

Tel: (011-844) 823-5500
Fax: (011-844) 823-5351

Major Holidays: (1998/99) Oct 12, Dec 25-28;
Jan 1, Feb 10, Apr 7, Apr 30, July 1, Sept 1,
Oct 11, Dec 27-28

Time Difference (E.S.T.): +11/+12

Mr. Marius Grinius
Ambassador

Mr. David C. Dix
Counsellor (Commercial)

Mr. Tran Tuan Dung
Commercial Officer

Mr. Ngo Duc Thuan
Commercial Officer

Ho Chi Minh City

Consulate General of Canada

Street Address:

203 Dong Khoi Street,
Suite 102,
District 1,
Ho Chi Minh City, Vietnam

Mailing Address: (same as above)

Tel: (011-848) 824-2000
Fax: (011-848) 829-4528

Territory: Ho Chi Minh City and southern region

Major Holidays: (1998/99) Oct 12, Dec 25-28; Jan 1, Feb 15-18, Apr 30, May 3, July 1, Sept 2, Oct 11, Dec 24-27

Time Difference (E.S.T.): +11/+12

Ms. Sara S. Hradecky
Consul General

Ms. Bonny R. Berger
Trade Commissioner and Vice-Consul
E-mail: bonny.berger@micro.x400.gc.ca

Mr. Huynh Trung Nhan
Commercial Officer
E-mail: trungnhan.huynh@micro.x400.gc.ca

Ms. Natalie Molson
Commercial Assistant

Western Samoa (Independent State of)

see New Zealand

World Trade Organization (WTO)

Permanent Mission of Canada to the World Trade Organization

Street Address:

1, rue du Pré-de-la-Bichette,
1202 Geneva, Switzerland

Mailing Address: (same as above)

Tel: (011-41-22) 919-9200
Fax: (011-41-22) 919-9290
E-mail: gwto.genev@genev01.x400.gc.ca

Responsibilities: Representation of Canadian trade policy interests. The Canadian Embassy in Berne is responsible for assisting Canadian companies interested in the Swiss market; the Canadian mission in Geneva is responsible for assisting Canadian companies pursuing procurement opportunities with the United Nations and related international agencies.

Office Hours: Mon-Fri: 0830-1730

Major Holidays: (1998/99) Dec 25-28; Jan 1, Apr 2-5, May 13, May 24, July 1, Sept 6, Dec 27-28

Time Difference (E.S.T.): +6

Mr. John M. Weekes
Ambassador and Permanent Representative

Ms. Elaine Feldman
Minister and Deputy Permanent Representative

Mr. Randle Wilson
Counsellor (Agriculture)

Mr. Paul Robertson
Counsellor

Mrs. Patricia Sagar
Counsellor

Mr. A.R. (Sandy) Moroz
First Secretary

Mr. Quan-Ling Sim
First Secretary

Mr. Martin Loken
First Secretary

Mr. Brendan McGivern
First Secretary

Mrs. Lyne-Marie Tremblay
Second Secretary (UN and related agency procurement)

Yemen (Republic of)

see Saudi Arabia

Yugoslavia (Federal Republic of)

Canadian Embassy

Street Address:

Kneza Milosa 75,
11000 Belgrade, Yugoslavia

Mailing Address: (same as above)

Tel: (011-381-11) 644-666
Fax: (011-381-11) 641-480

Territory: Yugoslavia, the Former Yugoslav Republic of Macedonia

Office Hours: Mon-Fri: 0800-1600

Major Holidays: (1998/99) Oct 12, Nov 30, Dec 25-28; Jan 1, Jan 7, Apr 2-5, May 24, July 1, Sept 6, Oct 11, Nov 29, Dec 27-28

Time Difference (E.S.T.): +6

Mr. Raphaël Girard
Ambassador

Mrs. Djurdja Ceramillac
Commercial Officer
E-mail: djurdja.ceramillac@bgrad01.x400.gc.ca

Miss Tatjana Grujicic
Commercial Assistant
E-mail: tatjana.grujicic@bgrad01.x400.gc.ca

Zaire (former)

see Democratic Republic of Congo

Zambia (Republic of)

Canadian High Commission

Street Address:

5199 United Nations Avenue,
(Longacres Area),
Lusaka, Zambia

Mailing Address:

P.O. Box 31313,
Lusaka, Zambia

Tel: (011-260-1) 250833
Fax: (011-260-1) 254176
E-mail: lsaka@paris03.x400.gc.ca

Territory: Zambia, Malawi

Office Hours: Mon-Thurs: 0800-1600;
Fri: 0800-1330



**Ask your Trade
Commissioner for...**

Face-to-face Briefing —

One of our officers will meet with you personally to discuss the most recent developments in your target market and your future needs. Simply notify our office of your visit at least two weeks before your departure.

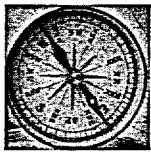
Major Holidays: (1998/99) Dec 25-28; Jan 1, Mar 12, Apr 2-5, May 24, July 5-6, Aug 2, Oct 25, Dec 27

Time Difference (E.S.T.): +7

Ms. Dilys Buckley Jones
High Commissioner

Mr. Karim Amégan
Second Secretary

Mrs. Shilpa Patel
Commercial Officer
E-mail: shilpa.patel@paris03.x400.gc.ca



Gear up for demand

Be prepared to meet the increased demand from a successful foreign sale. Don't forget to plan how you will adapt your products or services to the needs and tastes of the target market.

Zimbabwe (Republic of)

Canadian High Commission

Street Address:

45 Baines Avenue,
Harare, Zimbabwe

Mailing Address:

P.O. Box 1430,
Harare, Zimbabwe

Cable: CANAD HARARE

Tel: (011-263-4) 733-881

Telex: (Destination code 907) 24465
(24465 CANADA ZW)

Fax: (011-263-4) 732-917

Territory: Zimbabwe, Angola, Botswana,
Mozambique

Office Hours: Mon, Tues, Wed, Thurs:
0730-1630; Fri: 0730-1200

Major Holidays: (1998/99) Dec 25-28; Jan 1,
Apr 2-5, May 24, Aug 11-12, Dec 27-28

Time Difference (E.S.T.): +6

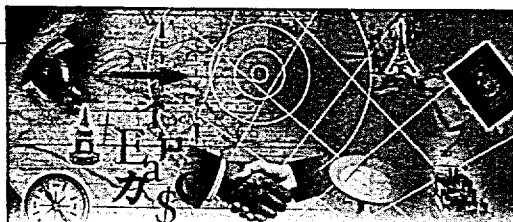
Ms. Anne Charles
High Commissioner

Mr. Ron Wilson
Counsellor
E-mail: ron.wilson@hrare01.x400.gc.ca

Miss Lee-Anne Hermann
Second Secretary
E-mail: lee-anne.hermann@hrare01.x400.gc.ca

Miss Shumirai Chimombe
Commercial Officer
E-mail: shumirai.chimombe@hrare01.x400.gc.ca

Miss Petronella Darangwa
Commercial Assistant
E-mail: petronella.darangwa@hrare01.x400.gc.ca



INTERNATIONAL ORGANIZATIONS

The activities of a large number of international organizations provide substantial procurement opportunities for Canadian exporters. Most prominent among these institutions are the World Bank and a number of regional development banks which together lend more than US\$40 billion per year for development projects in developing countries. A number of specific agencies of the United Nations also provide opportunities for Canadian suppliers and consultants, who are experienced exporters. These contracts are usually awarded to companies who have international experience.

The most significant of these institutions are listed below. For additional information on specific procurement activities and bidding guidelines, please refer to the DFAIT's IFInet Web site (www.dfait-maeci.gc.ca/ifinet). Overseas Trade Commissioners will also have responsibility for monitoring specific institutions. The corresponding mission, therefore, is provided in the list that follows:

The Asian Development Bank

- see Phillipines

The African Development Bank

- see Côte d'Ivoire

The Caribbean Development Bank

- see Barbados

The European Bank for Reconstruction and Development

- see Britain

FAO/Food and Agriculture Organization of the United Nations

- see Italy

IAPSO/Interagency Procurement Services Office

- see Denmark

IBD/Inter-American Development Bank

- see Washington, D.C. (U.S.A.)

OLIFI/Office for Liaison with International Financial Institutions

- see Washington, D.C. (U.S.A.)

PAHO/Pan-American Health Organization

- see Washington, D.C. (U.S.A.)

UNOPS/United Nations Office for Project Services

- see United Nations

UNDP/United Nations Development Program and UNPDT/United Nations Purchase and Transportation Service

- see United Nations

UNPFA/United Nations Population Fund

- see United Nations

UNICEF/United Nations International Childrens Emergency Fund

- see Denmark

UNHCR/United Nations High Commissioner for Refugees

- see Switzerland

World Bank Group

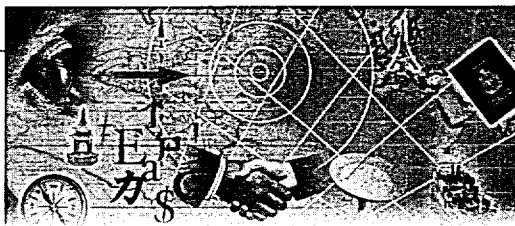
- see Washington, D.C. (U.S.A.)

WFP/World Food Program

- see Italy

WHO/World Health Organization

- see Switzerland



HONORARY CONSULS

Canadian business travellers can obtain urgent consular assistance from honorary consuls whose names, addresses and telephone numbers are listed below. For trade enquiries, please first contact the supervising mission noted in brackets.

ANGOLA, LUANDA

(Zimbabwe, Harare)
Cain, Mr. Allan
Consulate of Canada
113 Rei Katavala Street
Luanda, Angola
Tel: (011-244-2) 34-83-71
Fax: (011-244-2) 34-94-94

ARMENIA, YEREVAN

(Russia, Moscow)
Emin, Mr. Artashes
Consulate of Canada
#21, 25 Demirjian Street
Yerevan, Armenia
Tel: (011-3741) 401-238
Fax: (011-3742) 56 79 03

AUSTRALIA, MELBOURNE

(Australia, Canberra)
Moore, Mr. Thomas M.
Consulate of Canada
123 Camberwell Road
Hawthorn East
Victoria 3123, Australia
Tel: (011-61-03) 9811 9999
Fax: (011-61-03) 9811 9969

AUSTRALIA, PERTH

(Australia, Canberra)
Blake, Mr. Roger B.
Consulate of Canada
267 St. George's Terrace
Perth, Western Australia 6000
Australia
Tel: (011-61-8) 9322-7930
Fax: (011-61-8) 9261-7706

BAHAMAS, NASSAU

(Jamaica, Kingston)
Nihon, Mr. Robert A.
Brooks, Mrs. Monique (Vice-Consul)
Consulate of Canada
Nassau, The Bahamas
Postal Address:
Box 55-6371
Nassau, The Bahamas
Tel: (1-242) 393-2123/393-2124
Fax: (1-242) 393-1305

BELIZE, BELIZE CITY

(Jamaica, Kingston)
Young, Mr. Lester
Consulate of Canada
83 North Front Street
Belize City, Belize
Postal Address:
P.O. Box 610
Belize City, Belize
Tel: (1-501-2) 33722
Fax: (1-501-2) 30060

BOLIVIA, LA PAZ

(Peru, Lima)
Arduz, Mr. Hector
Consulate of Canada
2475 20 de Octubre Avenue
Plaza Avaroa Sopocach
La Paz, Bolivia
Postal Address:
P.O. Box 10345
La Paz, Bolivia
Tel: (011-591-2) 431 215
Fax: (011-591-2) 432 330

BOTSWANA, GABORONE

(Zimbabwe, Harare)
Bookbinder, Ms. Anne
Consulate of Canada
Plot 183, Queens Road
Gaborone, Botswana
Postal Address:
P.O. Box 1009
Gaborone, Botswana
Tel: (011-267) 30-44-11
Fax: (011-267) 30-44-11

BRAZIL, BELO HORIZONTE

(Brazil, Brasilia)
Taveira, Mr. Walter
Consulate of Canada
Rua Taraiba, Room 1122, 9th Floor
30-130-918 Belo Horizonte, Brazil
Tel: (011-55-31) 239-8618
Fax: (011-55-31) 239-8789

BRAZIL, RIO DE JANEIRO

(Brazil, São Paulo)
Delmar, Ms. Jacky
Consulate of Canada
Rua Lauro Muller, 116
Room 2707, Torre Rio Sul-Botafogo
22290-116 Rio de Janeiro, R.J., Brazil
Tel: (011-55-21) 542-9297/275-2039/275-5397
Fax: (011-55-21) 275-2195

BRAZIL, SALVADOR

(Brazil, Brasilia)
Lavallee, Dr. Macel
Consulate of Canada
Av. Presidente Vargas, 2400
Flat 311
40170-010 Salvador, Bahia, Brazil
Tel: (011-55-71) 331-0064
Fax: (011-55-71) 203-8271

BULGARIA, SOFIA
 (Romania, Bucharest)
 Hampartzoumian, Mr. Levon
 Consulate of Canada
 c/o Price Waterhouse Coopers
 2 Serdika Street
 1000 Sofia, Bulgaria
 Tel: (011-359-2) 980-8884
 Fax: (011-359-2) 980-0404

CAMEROON, DOUALA
 (Cameroon, Yaoundé)
 Le Guerrier, Mr. Luc
 Consulate of Canada
 c/o PRO-PME
 Avenue de Gaulle 1726
 Bonanjo, Douala, Cameroon
 Postal Address:
 P.O. Box 2373
 Douala, Cameroon
 Tel: (011-237) 43-29-34
 Fax: (011-237) 42-31-09

**CENTRAL AFRICAN REPUBLIC,
 BANGUI**
 (Cameroon, Yaoundé)
 Ferland, Mr. Richard
 Consulate of Canada
 B.P. 973 Quartier Assana
 Bangui, Central African Republic
 Tel: (011-236) 61-09-73
 Fax: (011-236) 61-40-74

CHILE, CONCEPCIÓN
 (Chile, Santiago)
 Trucco, Mr. Fernando Burrows
 Consulate of Canada
 Caupolicán 245, Chiguayante
 Concepción, Chile
 Postal Address:
 P.O. Box 425
 Concepción, Chile
 Tel: (011-56-41) 36-75-53
 Fax: (011-56-41) 36-81-85

COLOMBIA, CARTAGENA
 (Colombia, Bogota)
 Mendez, Mrs. Zillah E.
 Consulate of Canada
 Edificio Punta Gigante
 Oficina 201
 Santo Domingo #33-08
 Cartagena, Colombia
 Tel: (011-57-5) 664-7393
 Fax: (011-57-5) 664-7393

CUBA, VARADERO
 (Cuba, Havana)
 Vacant
 Consulate of Canada
 Varadero, Cuba
 Tel:
 Fax:

CYPRUS, NICOSIA
 (Syria, Damascus)
 Ioannides, Mr. Michael
 Consulate of Canada
 Margarita House, Suite 403
 15 Themistocles Dervis Street
 Nicosia, Cyprus
 Postal Address:
 P.O. Box 2125
 Nicosia, Cyprus
 Tel: (011-357-2) 451-630
 Fax: (011-357-2) 473-902

DJIBOUTI, DJIBOUTI
 (Ethiopia, Addis Ababa)
 Georgalis, Dr. Nicolas
 Consulate of Canada
 Place la Garde BD MO
 Djibouti, Djibouti
 Postal Address:
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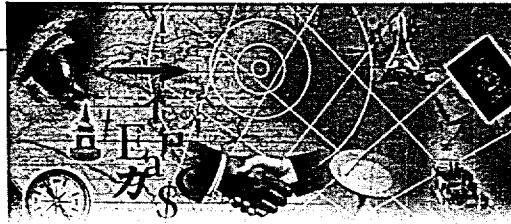
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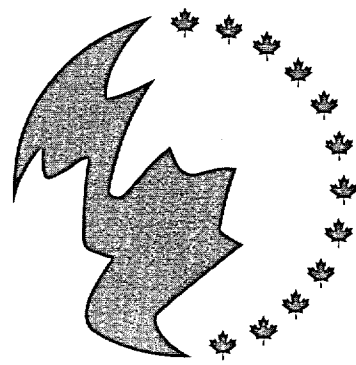
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