



# communiqué

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## DIRECTORY OF CANADIAN TRADING HOUSES

The Honourable Ed Lumley, Minister of State (International Trade), and the Honourable Charles Lapointe, Minister of State (Small Business and Tourism) today announced the availability of a Directory of Canadian Trading Houses compiled by the Distribution Services Branch of the Department of Industry, Trade and Commerce and Regional Economic Expansion. The directory profiles more than 640 trading houses operating in Canada, their products, methods of operation and markets served.

One of the government's main priorities has been to facilitate the entry of small and medium size Canadian industries into the export market. Trading Houses are particularly suited for use by small to medium-sized manufacturers who cannot sustain the high initial set-up cost of starting an export division or whose potential sales may not warrant the establishment of such a full-time function.

The aim of the directory is to publicize the Canadian trading house sector and the viability of such trading houses as a means of trade facilitation. Included in the distribution of the Directory of Canadian Trading Houses are all the Chamber of Commerce offices and local business organizations in each region of the country.

The directory is the most complete and up-to-date list of trading houses in Canada and contains information supplied by the sector to the department's Business Opportunities Sourcing System (BOSS). The Directory will be updated annually so that new companies can be included as well as new product and market coverage of existing companies.

The term "trading house" is a catch-all phrase used to describe companies engaged in the exporting (and/or importing) of goods produced or manufactured by others and in the provision of ancillary services. These services may include market research, export management, export documentation, freight forwarding, insurance and financing. Export merchants, management companies, agents and brokers, foreign-project procurement specialists and buying houses fall under this definition.

By their very flexible nature, trading houses are also adept at handling package deals and tenders consisting of a varied number of products from different producers. The directory also contains a section on how its information can be best utilized and a list of specific factors to be considered in contracting with a trading house to export products.

FOR FURTHER INFORMATION, CONTACT:

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