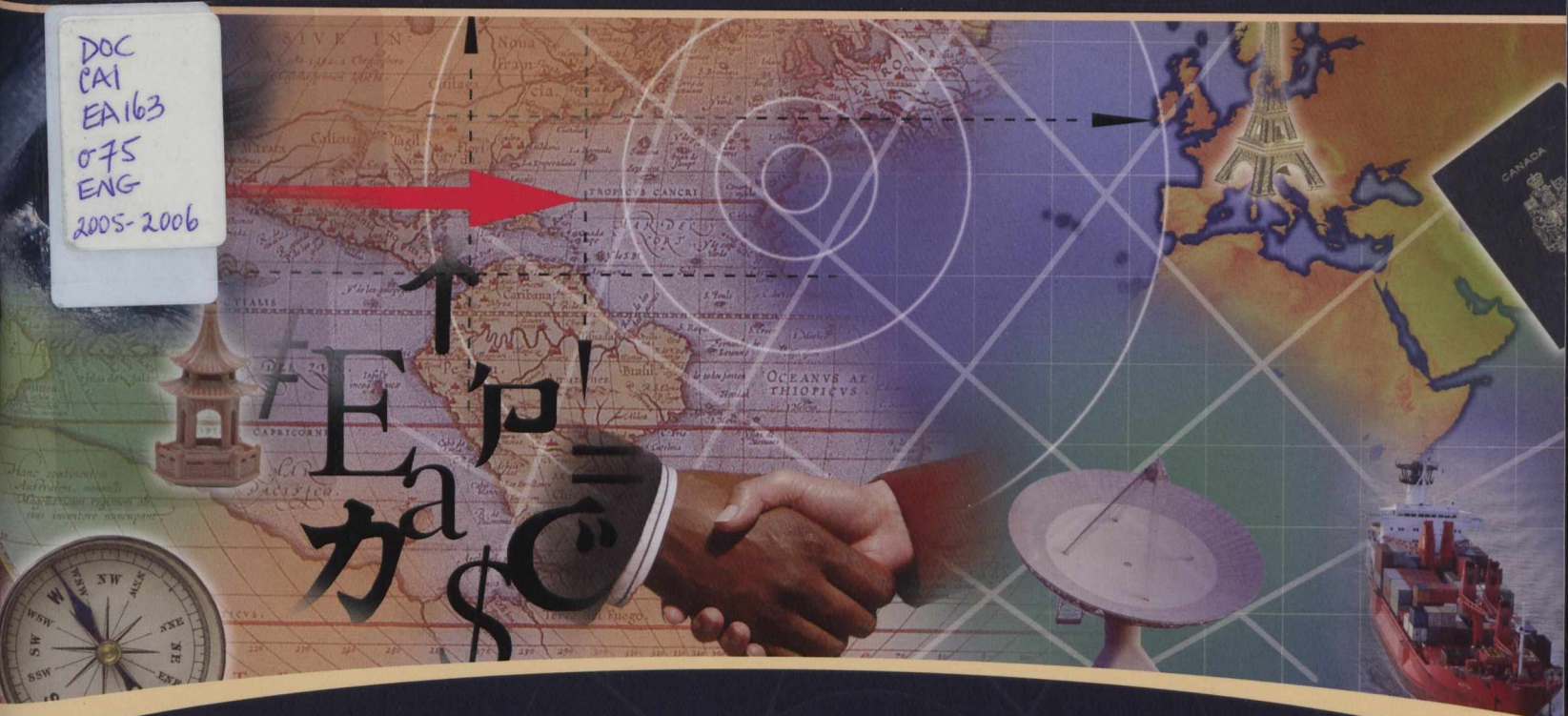




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THE CANADIAN  
TRADE COMMISSIONER  
SERVICE

# Our Offices in Canada and Abroad 2005-2006



900 Trade Commissioners  
in over 150 cities

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# THE CANADIAN TRADE COMMISSIONER SERVICE

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## OUR OFFICES IN CANADA AND ABROAD

2005-2006

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**The Trade Commissioner Service welcomes your feedback!**  
**Please contact us with your comments by phone at 1 800 551-4946**  
**or email [infoexport@international.gc.ca](mailto:infoexport@international.gc.ca)**



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# HELPING CANADIAN COMPANIES SUCCEED ABROAD

As part of International Trade Canada, the Trade Commissioner Service is a network of more than 900 trade commissioners working in Canadian embassies, high commissions and consulates located in over 140 cities around the world and in 12 regional offices across Canada. We promote Canada as a dynamic partner for business, investment and science and technology. The Trade Commissioner Service works with Canadian companies that can demonstrate their commitment to succeed in the global marketplace. Whether you are a small or large company, new or experienced in foreign markets, you need to prepare for the challenges of international business. Once you have researched and selected your target market, trade commissioners can help you.

## 1. Team Canada Inc: To help you get started

Team Canada Inc (TCI) is a network of federal departments, agencies and resources, including the Trade Commissioner Service, that helps Canadian businesses succeed in world markets.

TCI offers a range of export services and tools to help you get your business started, develop your export plan, identify your target market, enter your market and plan your export financing. Save time and money by getting the assistance you need right here in Canada.

Contact the Export Information Service at 1 888 811-1119 or visit [exportsource.ca](http://exportsource.ca).

## 2. The Virtual Trade Commissioner: Access a world of trade knowledge

Increase your chances of success in markets abroad with the Virtual Trade Commissioner. The Virtual Trade Commissioner provides export services, business leads, market information and direct access to our network of trade commissioners in Canada and around the world, as well as our partners' services. To register, visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca).

## 3. Our services in Canada: To help guide you to foreign markets

Through our offices in Canada, you can obtain practical advice on marketing strategies and up to date market and sector information to help smooth your path to exporting.

Visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca) and select *Our Offices in Canada*.

## 4. Our services abroad: To help you succeed in foreign markets

Through our offices abroad, we have a primary role of providing in-market assistance to Canadian companies in the development of their international business, including assessing export potential, identifying key foreign contacts, and providing relevant advice and market intelligence.

Visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca) and select *Our Offices Abroad*.



## OUR SERVICES IN CANADA

With a team of over 100 trade commissioners covering every province and territory, the Canadian Trade Commissioner Service is here to help.

### Our Services in Canada

#### One-On-One Export Help

If you are already exporting or you have a product or service with export potential, the Trade Commissioner Service can help you implement an export strategy. We can also recommend other specialized export services that are available here in Canada or through our offices abroad.

#### Market and Industry Information

To compete in the global marketplace, your company needs up to date foreign market information and intelligence to guide your export strategy and plans. We are constantly gathering and analyzing such data for the benefit of Canadian exporters. With offices located in cities around the world and just around the corner in Canada, we can help you connect with trade commissioners and potential partners in your target markets.

#### Advice in Export Financing

Our offices can advise you of funding programs available in your province or territory that can help Canadian companies like yours share the costs and risks of entering and expanding in foreign markets.

#### Trade Fairs, Missions and Events

If you want to check out your target market on the ground, we recommend international trade fairs and trade missions that will match your company's needs. We also work with partners to organize seminars and events in Canada that will help you learn about business environments and opportunities abroad.

Visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca) and select *Our Offices in Canada*.



## OUR SERVICES ABROAD

Over 800 members of the Canadian Trade Commissioner Service work for Canadian business in over 140 cities around the world. As part of International Trade Canada, trade commissioners work alongside commercial officers who know local customs and business practices. Our job is to promote the economic interests of Canada in the global marketplace.

### Our Services Abroad

**Market Prospect** — We will help you assess your potential in your target market. *Should you need additional market research, we can refer you to local firms.*

**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.*

**Key Contacts Search** — Need a list of qualified contacts in your target market? We can get it. *We will let you know of any charges for access to specialized databases.*

**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.*

**Local Company Information** — We will provide information on local organizations or companies you have identified. *Credit checks are generally referred to specialized agencies.*

**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.*

### Additional Services

For the following services, our offices will refer you to third parties who generally charge a fee. In markets where this is not possible, our offices will arrange for these services at a cost: extensive program of appointments, logistical support, business support services, participation in events, temporary office or display space.

### Our Service Commitment

We provide six core services at all of our trade offices abroad.  
We acknowledge receipt of service requests within five working days.  
We treat all requests confidentially.

Visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca) and select *Our Offices Abroad*.



## THE VIRTUAL TRADE COMMISSIONER

The Virtual Trade Commissioner is a personalized gateway to the Canadian Trade Commissioner Service. By registering as a Canadian exporter or a Canadian company ready to implement your export strategy, you can:

- receive a tailored Web page, and meet the trade commissioners responsible for your industry in the markets you have selected.
- obtain direct access to a network of trade experts in Canada and around the world.
- obtain trade services, business leads, information on upcoming missions and events, as well as news and market reports.
- find market information and receive advice on doing business in your target markets, as well as practical and relevant information to help you plan a visit.
- benefit from easy access to the services of our partners, Agriculture and Agri-Food Canada, the Canadian Commercial Corporation (CCC), Export Development Canada (EDC) and Canadian Heritage. This host of trade tools and services will allow you, among others, to insure a deal, to obtain a credit profile for a foreign buyer, or to strengthen your tender bid with a letter of reference from the Government of Canada. Moreover, arts and cultural companies and agri-food businesses may obtain funding and access specific market information, as well as export and financial advice.
- receive the latest information available for your sector and target markets through an email notification.

The Virtual Trade Commissioner is a service which allows Canadian companies to find all the resources they need to succeed internationally. For more information, or to receive your own Virtual Trade Commissioner, visit [www.infoexport.gc.ca](http://www.infoexport.gc.ca).

### Your opinion counts!

We are always interested in your feedback, so that we can continuously improve our services.

Call our feedback line at 1 800 551-4946.





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**\*\* NOTE:** These offices are moving to a new E-mail system this fall. New addresses are listed for Winnipeg only. Other officers' emails will become, for example, [firstname.secondname@international.gc.ca](mailto:firstname.secondname@international.gc.ca). The future general E-Mail address for each office is listed below the current address, which ends in @ic.gc.ca

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Time Difference (E.S.T.): -3

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Time Difference (E.S.T.): -2

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## TRADE COMMISSIONERS ABROAD

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see Pakistan

### Albania

see Italy

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### Angola

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### Anguilla

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### Antigua and Barbuda

see Barbados

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see Russia



**Aruba**

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**Canberra**

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Territories/Responsibilities : The High Commission in Canberra helps Canadian firms to identify market opportunities in the following sectors: Commonwealth government and defence procurement; the aerospace industry; agriculture, food and beverages; biotechnology (agriculture); fish and seafood products; natural resource commodities including minerals, oil and gas. It facilitates the development of strategic alliances and investment in these sectors.

Canberra has primary responsibility for market access problems, trade and policy issues, as well as the development of economic cooperation with Australia.

The office in Canberra is responsible for business development across all sectors in New Caledonia, Papua New Guinea, Vanuatu and the Solomon Islands.

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**Bahrain**

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see *Hungary*

## Botswana

see *Zimbabwe*

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Territories/Responsibilities : The Canadian Embassy in Brasília is primarily involved in trade policy matters, market access issues, the development of industrial, economic and scientific co-operation, and trade enquiries with respect to government procurement.

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Territories/Responsibilities : The Consulates General in Rio de Janeiro and Sao Paulo are responsible for trade development activities while the Embassy in Brasília is responsible for government procurement and trade policy issues. Business development inquiries should be directed to the Consulate responsible for your sector of interest.

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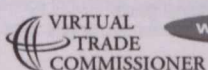
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Salvador has primary responsibility for market access  
problems, trade and policy issues, as well as the  
development of economic cooperation with El Salvador. Mr.  
Romeo Calderón, Trade Commissioner, is responsible for all  
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Office Hours: Mon-Fri: 0830-1700

Major Holidays: 2006-01-02, 2006-02-27, 2006-04-14, 2006-04-17, 2006-06-05, 2006-07-03, 2006-08-07, 2006-09-04, 2006-10-03, 2006-12-25, 2006-12-26

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Territories/Responsibilities : Residential housing and housing components; Processed and semi-processed wood products and associated machinery; forest products (pulp, paper and wood); fish - dealing with fish importers (processed products and food service industry relations managed by Dusseldorf) marine industries and marine transport.

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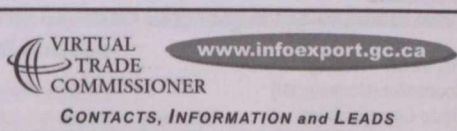
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Territories/Responsibilities : Minnesota, Iowa (except the Quad-Cities, Nebraska, North Dakota, South Dakota

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

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

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Time Difference (E.S.T.): -3

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Time Difference (E.S.T.): -3

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## 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 with 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 IFInet Web site ([www.infoexport.gc.ca/ifinet](http://www.infoexport.gc.ca/ifinet)). Some trade commissioners abroad will also have responsibility for monitoring specific institutions. The corresponding mission, therefore, is provided in the list that follows:

**Asian Development Bank**

- see Philippines

**African Development Bank**

- see Tunisia

**Caribbean Development Bank**

- see Barbados

**European Bank for Reconstruction and Development**

- see United Kingdom

**FAO/Food and Agriculture Organization of the United Nations**

- see Italy

**IAPSO/Interagency Procurement Services Office**

- see Denmark

**IDB/Inter-American Development Bank**

- see Washington, D.C. (USA)

**North American Development Bank**

- see Dallas (USA)

**PAHO/Pan-American Health Organization**

- see Washington, D.C. (USA)

**UNOPS/United Nations Office for Project Services**

- see New York (USA) Consulate General

**UNDP/United Nations Development Programme**

- see New York (USA) Consulate General

**UNPS/United Nations Procurement Service**

- see New York (USA) Consulate General

**UNFPA/United Nations Population Fund**

- see New York (USA) Consulate General

**UNICEF/United Nations Children's Fund**

- see Denmark and New York

**UNHCR/United Nations High Commissioner for Refugees**

- see Geneva

**World Bank Group**

- see Washington, D.C. (USA)

**WFP/World Food Program**

- see Italy

**WHO/World Health Organization**

- see Geneva





## HONORARY CONSULS

Canadian business travellers can obtain urgent consular assistance from honorary consuls whose names, addresses and telephone numbers are listed below or visit [www.voyage.gc.ca](http://www.voyage.gc.ca). For trade enquiries, please first contact the supervising mission noted in brackets.

### **Albania, Tirana**

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Loloçi, Krenar  
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