

The Canadian Trade Commissioner Service

Everywhere you do business



Taking on the World: Positioning Canadian Companies for Global Success

InfoBatt Canadian Energy Symposium

Toronto, February 13, 2010

*Jim Feir, Director and Senior Trade Commissioner
Ontario Region*



Foreign Affairs and
International Trade Canada

Affaires étrangères et
Commerce international Canada

Canada 

Foreign Affairs & International Trade

Four Key Functions

- Coordinating international policy-making
- Promoting Canadian interests, values and expertise abroad
- **Assisting Canadians by providing global commerce, consular and passport services**
- Supplying a physical platform outside Canada

Analysis

- Global trade, trade barriers
- Investment opportunities
- Global value chains
- Market niches for Canadian businesses
- Partnerships to foster innovation



Action

Advocate, negotiate and promote
Canadian commercial interests:

- Advise Canadian exporters and investors in foreign markets
- Promote Canada as an investment destination
- Facilitate partnerships between Canadian and foreign researchers
- Stage and support wide variety of events and activities abroad and in Canada



The Canadian Trade Commissioner Service (TCS)

Canada's most comprehensive network of international trade professionals.

Located in more than 160 cities worldwide and expanding:

- With 22 Locations in USA alone
- Expanded network in China, India, Mongolia, Mexico, and Brazil

18 offices across Canada.

- Ontario locations in Toronto, Windsor, Waterloo & Ottawa

Our Clients

- are small, medium and large companies;
- are established in Canada;
- are ready to or already doing business abroad; and
- have researched their market(s).

Delivering value to business

We can help your company succeed globally and lower your costs of doing business through:

1. Preparation for international markets
2. Market-potential assessment
3. Qualified contacts
4. Problem solving

Leveraging Partnerships

- an unparalleled network of contacts around the world.
And that network starts at home.
- connects you to its partners offices across Canada.
 - Export Development Canada (EDC)
 - Canadian Commercial Corporation (CCC)
 - Business Development Bank of Canada (BDC)
 - Provincial economic development organizations
 - Business and industry associations

The Canadian Trade Commissioner Service

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New on My VTC

Export USA Seminar - 25th Anniversary
New Exporters to Border States (NEBS) Celebration - October 27th, 2009 - Toronto, ON

Export Tools

Export Check
Need information about your customer? Check their credit profile for as little as \$30.

Export Protect
Want to insure just one sale? Use our online insurance.

Select a sector
Advanced Materials

Select a market
U.S.A. Midwest

Select a province
Ontario

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ASSISTANCE

My Contact in Canada

THE CANADIAN TRADE COMMISSIONER SERVICE

Ms. Maria Stihovic
Trade Commissioner
Toronto, Canada
Local Date/Time: October 26, 2009 14:13

Ask someone to help me...

- [Refine My Strategy](#)
Plan for business success
- [Find a Lead or Partner](#)
Identify potential customers / partners
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Turn a business lead into a potential

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