

CONTACT US

For further information contact us through Team Canada Inc at:

1 888 811-1119

Visit the ExportSource web site:

exportsource.ca



Visit our web site:

www.ic.gc.ca/coef

Exportsource site features include:

- Information on Team Canada Inc and Regional Export Information
- Trade Activities and events
- Information on export readiness, development strategies and export opportunities
- On-line Virtual Trade Commissioner registration

Your **Passport** to the
Global Market



Team Canada Inc - Équipe Canada Inc

Canada

MISSION STATEMENT

“ To provide programs and services in a coordinated team approach to Ontario companies interested in international business development. ”

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ABOUT US

The Canada-Ontario Export Forum (COEF) is a partnership between federal and provincial government departments and agencies that offer various forms of export assistance to active and potential exporters. Working in partnership enables members of COEF to collaborate and coordinate international business development activities.

TEAM CANADA INC
Your Source for Export Services

Team Canada Inc is a network of government and private sector export service providers that helps Canadian businesses succeed in world markets. We are your first stop en route to the information, counselling, market intelligence, financial assistance and on the ground support you need to make your export venture a successful one.

KEY OBJECTIVES

There are four key areas of focus in assisting Ontario companies achieve success in the global market:

Export Preparedness

Ensure companies have the necessary tools, skills and resources required when entering foreign markets.

Diversifying Export Markets

Encourage active exporters to enter new markets through trade missions, exhibitions and identification of opportunities.

Strengthened Performance

Assist exporters increase productivity, sales, profits and job creation at home.

Investment Attraction

Attract foreign direct investment through promotion of Ontario abroad.



WHAT WE CAN DO FOR YOU

The Canada-Ontario Export Forum offers easy access to the wide range of services offered by our partners. Whether you are a potential, preparing or experienced exporter we have the services for you, including **General Export Information, Skills Development, Export Counselling, Market Entry Support, Export Financing, and In-Market Assistance**. These services are outlined in detail in the following pages.

TEAM CANADA INC TOOLS

With the right tools in hand, you are already one step closer to export success.

Team Canada Inc has the tools to help you prepare to export. For example, our *Roadmap to Exporting* helps exporters locate the best sources of export services. Other useful TCI products include *A Step-by-Step Guide to Exporting*, the *Export Readiness Diagnostic*, the *Interactive Export Planner* and a series of half-day *Going Global* export orientation workshops.

To find out more about how TCI can help you, visit exportsource.ca or call toll-free 1 888 811-1119.

SOURCES OF KEY SERVICES

General Export Information

Team Canada Inc
1 888 811-1119 • exportsource.ca

Canada-Ontario Export Forum
www.ic.gc.ca/coef

Skills Development

Export Development Seminars,
Going Global workshops:
Forum for International Trade Training
1 800 561-3488 • www.fitt.ca

Export USA: EXTUS – sector specific
International Trade Centre, Industry Canada
(416) 973-5053

New Exporters to Border States (NEBS) – multisector
Ontario Exports Inc.
(416) 325-6665 • www.ontarioexportsinc.com
(click on New Exporters to Border States)

Export USA calendar:
www.dfait-maeci.gc.ca/can-am/export/menu-en.asp

New Exporters to Overseas (NEXOS) - Western Europe
International Trade Centre, Industry Canada
(416) 973-5053 • www.itc-cci.gc.ca

Agriculture & Agri-Food Canada
(519) 837-5849 • ats-sea.agr.ca/events/events-e.html

Ontario Ministry of Agriculture &
Food - USA & Mexico
(519) 826-4210 • www.gov.on.ca/OMAF/english/food/export/index.html

Export Counselling

Agriculture & Agri-Food Canada,
Agri-Food Trade Service
(519) 837-5849 • ats-sea.agr.ca

Business Development Bank of Canada
1 888 463-6232 • www.bdc.ca

Canada Mortgage & Housing Corporation
1 800 668-2642 • www.cmhc-schl.gc.ca

Canadian Commercial Corporation
Bidding & contracting
(416) 973-5081 • 1 800-748-8191 • www.ccc.ca

Canadian Heritage

(416) 952-7312 • www.pch.gc.ca

Federal Economic Development Initiative
in Northern Ontario (FedNor)

1 877 333-6673 • www.fednor.ic.gc.ca

International Trade Centre, Industry Canada

(416) 973-5053 • www.itc-cci.gc.ca

Ontario Exports Inc.

(416) 314-8200 or 1 877 468-7233

www.ontarioexportsinc.com

Ontario Ministry of Agriculture & Food

(519) 826-4210 • www.gov.on.ca/OMAF/english/food/export/index.html

Ontario Ministry of Northern

Development & Mines

(705) 760-6151 • www.mndm.gov.on.ca

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Toronto Economic Development,

TradeLink Toronto

(416) 263-3508 • [www.toronto.ca/business_ressources/econdevoffice.htm](http://www.toronto.ca/business_resources/econdevoffice.htm)

Market Entry Support

Canada-Ontario Business Service Centre

1 888 811-1119 • www.cbcs.org/ontario

International Trade Centre, Industry Canada

(416) 973-5053 • strategis.gc.ca/itc-cci

Ontario Exports Inc.

(416) 314-8200 or 1 877 468-7233

www.ontarioexportsinc.com

Agriculture & Agri-Food Canada,

Agri-Food Trade Service

(519) 837-5849 • ats-sea.agr.ca

Ontario Ministry of Agriculture & Food

(519) 826-4210

www.gov.on.ca/OMAF/english/food/export/index.html

Aboriginal Business Canada

(416) 973-8800 • abc-eac.ic.gc.ca

Canadian Heritage

(416) 952-7312 • www.pch.gc.ca

Federal Economic Development Initiative in
Northern Ontario (FedNor)

1 877 333-6673 • www.fednor.ic.gc.ca

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Ontario Ministry of Northern
Development & Mines
(705) 494-4176 • www.mndm.gov.on.ca

Canadian Manufacturers & Exporters
(905) 568-8300 ext. 288 • www.cme-mec.ca

Canada Mortgage & Housing Corporation
1 800 668-2642
www.cmhc-schl.gc.ca/en/homadoin/index.cfm

Export Financing

Program for Export Market
Development (PEMD)
International Trade Centre, Industry Canada
(416) 973-5053 • infoexport.gc.ca/pemd/menu-e.asp

Export Development Canada
1 888 332-6211 • www.edc.ca

Canadian Commercial Corporation
(416) 973-5081 or 1 800 748-8191 • www.ccc.ca

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Aboriginal Business Canada
(416) 973-8800 • abc-eac.ic.gc.ca

Federal Economic Development Initiative in
Northern Ontario (FedNor)
1 877 333-6673 • www.fednor.ic.gc.ca

Business Development Bank of Canada
1 888 463-6232 • www.bdc.ca

Agriculture & Agri-Food Canada
(519) 837-5849
www.agr.gc.ca/progserv/aft2000_e.phtml

Canadian Heritage
(416) 952-7312 • www.pch.gc.ca

In-Market Assistance

Canadian Trade Commissioner Service –
Contact & local services:
International Trade Centre, Industry Canada
(416) 973-5053 • www.itc-cci.gc.ca

Ontario Exports Inc.
(416) 325-6665 • www.ontarioexportsinc.com

Canadian Trade Commissioner Service –
Department of Foreign Affairs &
International Trade
infoexport.gc.ca

Ontario Ministry of Agriculture & Food
(519) 826-4210 • www.gov.on.ca/OMAF/english/food/export/index.html

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VIRTUAL TRADE COMMISSIONER

(formerly WIN Exports)

The Virtual Trade Commissioner is your personal gateway to the Canadian Trade Commissioner Service. Just imagine...

- Receiving a customized Web page containing market information and business leads that match your international business interests;
- Requesting services online from Trade Commissioners responsible for your industry in the markets of interest to you;
- Being informed of new information related to your industry and target markets as it becomes available;
- Making information on your company available to the more than 500 Trade commissioners in our 140 offices abroad.

To receive your customized Virtual Trade Commissioner, all you have to do is register as a client of the Trade Commissioner Service by completing the registration form available at infoexport.gc.ca. Login to your Virtual Trade Commissioner anytime to view market information, business opportunities, make service requests and even update your company's registration information. Best of all, it's FREE!

PEMD & PEMD-I

Program For Export Market Development (PEMD)

The PEMD program is designed to assist export-ready companies to enter new markets by sharing the cost of activities that businesses normally could not, or would not undertake alone. These include attending trade fairs in a specific market, developing and implementing an international marketing plan of activities or bidding on major capital projects abroad. For more information, visit infoexport.gc.ca/pemd/menu-e.asp

Program for Export Market Development - Investment (PEMD -I)

This program is designed to assist Canadian communities in attracting, retaining and expanding foreign direct investment and thereby creating jobs in their region. For more information, call the International Trade Centre, (416) 973-5053, or visit www.pemd-i.gc.ca.

CANADA-ONTARIO EXPORT FORUM PARTNERS

Aboriginal Business Canada
abc-eac.ic.gc.ca

Agriculture & Agri-Food Canada,
Agri-Food Trade Service
ats-sea.agr.ca

Business Development Bank of Canada
www.bdc.ca

Canada Customs & Revenue Agency
www.ccr-a-adrc.gc.ca/customs/business/exporting/menu-e.html

Canada Mortgage & Housing Corporation
www.cmhc-schl.gc.ca

Canada-Ontario Business Service Centre
www.cbcs.org/ontario

Canadian Commercial Corporation
www.ccc.ca

Canadian Heritage
www.pch.gc.ca

Canadian Manufacturers & Exporters
www.cme-mec.ca

Economic Developers Council of Ontario
www.edco.on.ca


Export Development Canada
www.edc.ca

Federal Economic Development Initiative for
Northern Ontario (FedNor)
www.fednor.ic.gc.ca

Forum for International Trade Training
www.fitt.ca

Human Resources Development Canada
www.hrdc-drhc.gc.ca

International Trade Centre, Industry Canada
www.itc-cci.gc.ca



Ontario Exports Inc.
www.ontarioexportsinc.com

Ontario Ministry of Agriculture and Food
www.gov.on.ca/OMAF/english/food/export/index.html

Ontario Ministry of Northern Development Mines
www.mndm.gov.on.ca

Toronto Board of Trade/ World Trade Centre
www.bot.com

Toronto Economic
Development/TradeLink Toronto
www.toronto.ca/business_resources/econdevoffice.htm

EXPORT INFORMATION WEB SITES

Canada-Ontario Export Forum
www.ic.gc.ca/coef

ExportSource
exportsource.ca

InfoExport
infoexport.gc.ca

Strategis
strategis.gc.ca

Canada-Ontario Business Service Centre
www.cbsc.org/ontario

Ontario Exports Inc.
www.ontarioexportsinc.com

Invest In Canada
investincanada.ic.gc.ca