

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.bctradeevents.com

Exportsource site features:

- Search simultaneously a number of government web sites
- Link instantly to numerous non-government and private sector information sources
- Key topics covered: preparing to export, researching countries and sectors, marketing and financing, getting the product or service to market, preventing and resolving problems, and understanding the global marketplace.

Your Passport to the
Global Market



Team Canada Inc - Équipe Canada Inc

Canada

MISSION STATEMENT

“ Trade Team British Columbia provides fast and easy access to the international business services you want! ”

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ABOUT US

Trade Team British Columbia is a partnership of federal and provincial government departments and agencies that offer a wide range of assistance to active and potential exporters. Working in partnership enables members of Trade Team British Columbia to coordinate international business development activities more effectively on behalf of their BC business clients.

TEAM CANADA INC
Your Source for Export Services

Trade Team British Columbia is part of Team Canada Inc (TCI) a partnership of federal, provincial and territorial governments helping Canadian companies succeed in world markets. TCI is a virtual trade network providing a wide variety of services to Canadian companies pursuing international business opportunities. It offers assistance through skills development, market information, counselling, market entry support, trade financing and in-market assistance.

KEY OBJECTIVES

We focus on assisting BC companies achieve success in the global market in four ways:

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 British Columbia abroad.

WHAT WE CAN DO FOR YOU

Trade Team British Columbia offers companies quick access to the special expertise of all partners. Services include: **General Information, Skills Development, Export Counselling, Market Entry Support, Export Financing, In-Market Assistance,** and **Networks**. For more information on our services please visit any of our helpful websites (listed on pages 12 – 15) or order a copy of the *Roadmap to Exporting* at exportsource.ca/roadmap.

SOURCES OF KEY SERVICES

General Information

Business Answers

Canada/British Columbia Business Services Society
(604) 775-5525 or 1 800 667-2272

E-Business

eBusiness Connection
www.e-bc.ca • (604) 775-7532 or (604) 775-7343

Export Information

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

Skills Development

Export Development Seminars, Going Global Workshops and FITTskills International Trade Training

BCISIT

www.bcisit.bcit.ca • (604) 412-7677

Training and Consulting Program - NEXPRO
Business Development Bank of Canada
(604) 666-7863

Export Counselling

Export Readiness and Export Plan Assessment
Canada/British Columbia Business Services Society
(604) 775-5525 or 1 800 667-2272

Agri-Food Trade Service
Agriculture and Agri-Food Canada
(604) 666-6344

Construction and Buildings Products
Outreach Activities
Canada Mortgage and Housing Corporation
(604) 737-4184

Market Entry Support

Program for Export Market Development (PEMD)
New Exporters to Border States Program (NEBS)
VTC Registration
International Trade Centre
(604) 666-0434

6 Agri-Food Trade Service (ATS) Bulletin
Agriculture and Agri-Food Canada
(604) 666-7904

Trade Missions, Conferences,
Workshops, Fairs and Exhibitions
International Trade Centre
(604) 666-0434

International Trade Personnel Program (ITPP)
Western Diversification
(604) 666-6256 or 1 888 338-9378

Export Financing

Export Development Canada provides trade
finance and risk management services to exporters
through the provision of accounts receivable
insurance bonding and buyer financing.

Export Development Canada
(604) 638-6950

Working Capital for Exporters,
Innovation Loan Program
Business Development Bank of Canada
(604) 666-7860

Pre-Contract and Contract Negotiations Services
Canadian Commercial Corporation
(604) 666-4781

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In-Market Assistance

Trade Commissioner Service
Department of Foreign Affairs and
International Trade
1 800 267-8376 • www.infoexport.gc.ca

Networks

Asia Pacific Foundation of Canada
(604) 684-5986

Canadian Manufacturers & Exporters
(604) 713-7800

The Vancouver Board of Trade
(604) 641-1241

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 www.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

PEMD

The PEMD program is designed to assist export-ready companies enter new markets by sharing the cost of activities that companies 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 www.infoexport.gc.ca/pemd/menu-e.asp

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

PEMD-I is our Team Canada approach to help Canadian communities attract foreign investment. The program enhances the ability of communities to attract, retain and expand foreign direct investment and employment in Canada. PEMD-I supports communities working in partnership with the private sector at the local level. Successful applicants are eligible for federal support of up to 50% of the cost of their eligible activities. For further information and applications contact the International Trade Centre at (604) 666-1440 or visit www.pemd-i.gc.ca.

EXPORT ORIENTATION PROGRAMS

These are a series of programs to help you learn about international markets and how to gain access to them. These include:

NEBS - The New Exporters to Border States (NEBS) program is a key export education tool for companies just starting out in exporting to the United States. It includes a visit to one of the Canadian Consulates and meeting with trade officers.

EXTUS - The Exporters to the United States (EXTUS) program is directed to companies already exporting to the U.S. and who want to expand their export business. It includes trade mini-missions that last from one to three days and are often coordinated with trade shows in the U.S. to give participants a closer look at a specific sector. It provides sessions with industry experts and helps the exporter to establish networks with distributors, representatives and buyers.

For more details on these programs contact the International Trade Centre at (604) 666-0434.

TRADE TEAM BRITISH COLUMBIA PARTNERS

Aboriginal Business Canada
(604) 666-3871 • www.abc-eac.ic.gc.ca

Agriculture and Agri-Food Canada
(604) 666-6344 • ats.agr.ca

Asia Pacific Foundation of Canada
(604) 684-5986 • www.asiapacific.ca/apbn

BC Institute for Studies in International Trade
(604) 412-7677 • www.bcsit.bcit.ca

BC Technology Industries Association
(604) 683-6159 • www.bctia.org

BC Trade and Investment Office
(604) 844-1900 • www.gov.bc.ca/cse

Business Development Bank of Canada
(604) 666-7863 • www.bdc.ca

Canada/BC Business Services Society
(604) 775-5525 or 1 800 667-2272
www.smallbusinessbc.ca

Canada Customs & Revenue Agency
(604) 666-6753 • www.ccra.gc.ca

Canada Mortgage and Housing Corporation
(604) 731-5733 or 1 888 841-4975
www.cmhc-schl.gc.ca

Canadian Commercial Corporation
(604) 666-4781 • www.ccc.ca

Canadian Heritage
(604) 666-1838 • www.canadianheritage.gc.ca

CIDA Regional Office
(604) 666-9952 • www.acdi-cida.gc.ca

Canadian Manufacturers & Exporters
(604) 713-7800 • www.cme-mec.ca

Department of Foreign Affairs and
International Trade
1 800 267-6788 • www.infoexport.gc.ca

Economic Development Association of BC
(604) 943-9900 • www.edabc.com

Environment Canada
(604) 664-9399 • www.ec.gc.ca

Export Development Canada
(604) 638-6950 • www.edc.ca

Human Resources Development Canada
(604) 666-2389 • www.hrdc.gc.ca

Indian and Northern Affairs Canada
(604) 666-7762 • www.ainc-inac.gc.ca

Industry Canada
(604) 666-5000 • www.strategis.gc.ca

International Trade Centre
(604) 666-0434 • www.itc-cci.gc.ca

National Research Council
(604) 221-3100 or 1 877 994-4727
www.nrc-cnrc.gc.ca

Science Council of BC
(604) 438-2752 ext. 271 or 1 800 665-7222
www.scbc.org

Transport Canada
(604) 666-0480 • www.tc.gc.ca

The Vancouver Board of Trade / World Trade
Centre Vancouver
(604) 641-1241 • www.boardoftrade.com

Western Diversification
(604) 666-6256 or 1 888 338-9378
www.wd.gc.ca

Yukon Business & Trade
(867) 667-3430 • www.gov.yk.ca



OTHER EXPORT INFORMATION WEB SITES

ExportSource
exportsource.ca

Invest In Canada
www.investincanada.gc.ca

Strategis
www.strategis.gc.ca

Trade Commissioner Service
www.infoexport.gc.ca

Trade Events
www.bctradeevents.com