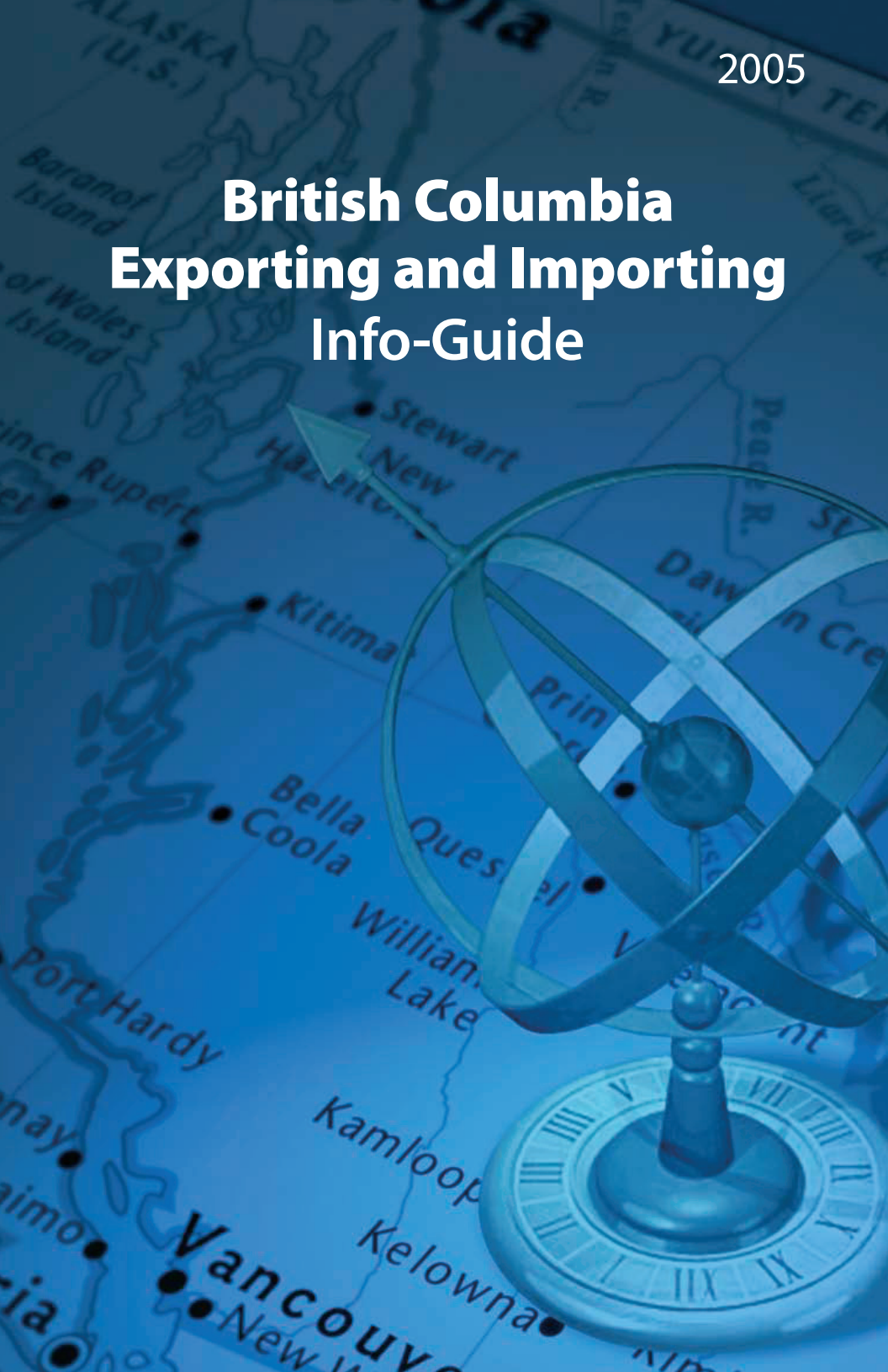


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# British Columbia Exporting and Importing Info-Guide





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This Info-Guide is also available at the Small Business BC  
website: [www.smallbusinessbc.ca](http://www.smallbusinessbc.ca)

Expanding your business horizons to the international market place can be good for business. But first – you have to do some research and be prepared. There are a number of resources and tools available to help you. This guide provides you with information on how to access some of these resources.

## Looking for Information on Exporting?

In British Columbia, Small Business BC is your key resource for information on exporting or importing. Small Business BC provides up to date information, links to key information resources and one-to-one export coaching by appointment.

### Small Business BC

[www.smallbusinessbc.ca](http://www.smallbusinessbc.ca)

Suite 82, 601 West Cordova, Vancouver, BC V6B1G1

Phone: 1 800 667 2272

In Greater Vancouver: 604 775-5525 Fax: 604 775-5520

email: [askus@smallbusinessbc.ca](mailto:askus@smallbusinessbc.ca)

Go directly to

[www.smallbusinessbc.ca/trade/exporting.php](http://www.smallbusinessbc.ca/trade/exporting.php)

for export information including:

- › **Are you ready to export?** – a summary of challenges and benefits of exporting.
- › **One-on-One Export Coaching** (by appointment only) – Small Business BC offers new and potential exporters the opportunity to meet with a member of the Export Team to discuss the export of Canadian goods or services. Call 604 775-5525 or toll-free within B.C. at 1 800 667-2272 or Team Canada Inc. at 1 888 811-1119 to arrange an appointment.
- › **Business plan review service** - to arrange to have your completed export plan reviewed, contact Small Business BC at 604 775-5525 or 1 800 667-2272.
- › **Export Sourcing Guide** - contains regulations, funding sources, training courses, contacts and market data.
- › **Weblinks** – exporting links including doing business in the USA, Asia, Europe and other markets.

## Team Canada Inc

**[www.exportsource.ca](http://www.exportsource.ca)**

Team Canada Inc (TCI) is a network of more than 20 federal departments and agencies working together with the provinces, territories and other partners to help Canadian businesses succeed in world markets. Whether you're getting started, developing your export plan, identifying your target market or planning your export financing, Team Canada Inc can assist you to access a variety of TCI export services.

- › Call the Team Canada Inc toll-free Export Information Service at 1 888 811-1119, from 9:00 a.m. to 5:00 p.m., Monday to Friday, and you are automatically connected to an export specialist, or
- › Log onto **[www.exportsource.ca](http://www.exportsource.ca)**, Canada's most comprehensive online source for export information.
- › Trade Map is an innovative tool created by the International Trade Centre (UNCTAD/WTO) in Geneva to allow exporters and trade professionals to easily access key international trade data. Team Canada Inc is pleased to provide this service for free to Canadians through registering on **[exportsource.ca](http://exportsource.ca)**.

## Trade Team BC

**[www.bctradeevents.com](http://www.bctradeevents.com)**

Trade Team BC is a group of 25 export service organizations in British Columbia and the Yukon. Trade Team BC provides information, programs and services for companies interested in expanding internationally into new markets. An up-to-date calendar of events and workshops is available at [www.bctradeevents.com](http://www.bctradeevents.com). There is also a list of contact details for each of the organizations that make up Trade Team BC at

**[www.bctradeevents.com/Contacts/Contacts.asp](http://www.bctradeevents.com/Contacts/Contacts.asp)**

# Looking to Promote Your Business Internationally?

There are several services available to help Canadian exporters promote business internationally. These services can help to increase your company's exposure to international opportunities.

## Canadian Company Capabilities

[www.strategis.ic.gc.ca/cdncc](http://www.strategis.ic.gc.ca/cdncc)

Canadian Company Capabilities is an online company database provided by Industry Canada. This database profiles approximately 40,000 Canadian companies. You can input your company's information into this database in the "Register" section.

## The Virtual Trade Commissioner (VTC)

[www.infoexport.gc.ca](http://www.infoexport.gc.ca)

This is your personal gateway to International Trade Canada. Over 30,000 qualified Canadian exporters of goods and services take advantage of this internal government database (formerly known as WIN). The VTC provides access to market information, business opportunities and much more.

To be eligible for registration in the VTC database a company must a) produce Canadian products or provide a Canadian service that will provide an economic benefit to Canada or b) have exported or researched target selected markets abroad.

## SourceCAN

[www.sourcecan.com](http://www.sourcecan.com)

SourceCAN is an entry point for businesses of any size to the globalized electronic commerce marketplace. It has thousands of business opportunities, virtual trade shows, e-catalogues and advanced web-based tools that support supply chain management, procurement and logistics.

## Canadian Commercial Corporation (CCC)

[www.ccc.ca](http://www.ccc.ca)

The Corporation is involved in facilitating and structuring export sales on behalf of Canadian companies. CCC does not provide financing directly to the firms using its services; rather, it provides services, which, in some instances, give leverage to exporters to get financing from commercial sources.

## Looking for Information on Importing?

[ImportSource.ca](http://ImportSource.ca) is the gateway to a comprehensive range of resources designed to help both new and experienced importers with every stage of the import process. This site includes information on preparing to import, developing an import plan, identifying suppliers, financing information, and importing regulations. Go to [www.importsource.ca](http://www.importsource.ca)

## Small Business BC's Importing Guide

[www.smallbusinessbc.ca/pdf/importing.pdf](http://www.smallbusinessbc.ca/pdf/importing.pdf)

Information on regulatory/ legal issues, funding/ financing, educational programs, contacts/ directories and market data.

## Canadian Border Services Agency

[www.cbsa-asfc.gc.ca/import](http://www.cbsa-asfc.gc.ca/import)

This web page is for businesses that import commercial goods into Canada. If you are an individual importing goods for personal, non-commercial use, see the Travellers - Information and services Web page. If you are a small business or new importer, visit the SME Information centre for useful tools and a simplified step-by-step approach to importing.

- › **Importing—A Step-by-Step Guide** [www.cbsa-asfc.gc.ca/sme/stepbystep/import](http://www.cbsa-asfc.gc.ca/sme/stepbystep/import) This tool will help you demystify the process for importing commercial goods into Canada. It is designed to help people who have never or rarely imported before, guiding them through the necessary steps for complying with the various laws and regulations.
- › **Customs seminars for new importers and exporters.** Go to [www.cbsa-asfc.gc.ca/events](http://www.cbsa-asfc.gc.ca/events) for a listing of seminars in B.C.



Western Economic  
Diversification Canada

Diversification de l'économie  
de l'Ouest Canada



BRITISH  
COLUMBIA

Ministry of Small Business  
and Revenue

Small  
Business **BC**  
"your business resource"