

The Canadian Trade Commissioner Service

Everywhere you do business



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Trade Commissioner
Victoria Regional Office



Foreign Affairs and
International Trade Canada

Affaires étrangères et
Commerce international Canada

Canada 

Building Canada's economy

We promote Canada's economic interests in the global marketplace

We facilitate:

- Foreign-market access
- Trade leads
- Exports
- Business contacts
- Events
- Technology transfer
- Licensing agreements
- Joint-venture development
- Investment in Canada
- Research and development partnerships

The Canadian Trade Commissioner Service (TCS)

Canada's most comprehensive network of international trade professionals.

- Located in 160 cities worldwide (Canada's embassies and high commissions in commonwealth countries)
- Best to start with your local/regional office
- Service/contact you seek may be in Canada

Our clients

- are companies established in Canada
- have an exportable product or service
- appointed resources (time, human and financial) dedicated to export markets

We help you

- Export
- Invest abroad
- Seek technology and capital
- Develop R&D partnerships

Preparing for international markets

Trade Commissioners in Canada help SMEs:

- determine international competitiveness;
- decide on target markets;
- collect market and industry information; and
- enhance international business strategies to **export, invest and innovate.**

Assessing market potential

Trade Commissioners in Canada and abroad help assess client market potential through:

- market intelligence
- feedback on export plans / strategies



Finding qualified contacts

Global reach

Our value add is in our network. Making links with qualified contacts is one of the most important things we do.



Resolving problems

Issues abroad are bound to arise...

As officials of the Government of Canada, Trade Commissioners have the necessary **access, credibility and experience** to open doors.



Business Development Bank of Canada

- [Market Xpansion Loan Program](#)
- Financing: technology , equipment, securitization, venture capital
- Consulting services
- www.bdc.ca
- Magazine Profits

Export Development Canada

- Insurance
- Financing & working capital
- Bonding
- EXPORT Check
- www.edc.ca
- Magazine www.ExportWise.ca

Canadian Commercial Corporation

- Canada's international contracting & procurement agency
- Connects government buyers with Canadian expertise
- www.ccc.ca

Agriculture & Agri-Food Canada

- Agri-Food Trade Services
- Trade Show and Trade Event Support
- Canada Brand Program
- AgriMarketing Program
- www.agr.gc.ca

Industry Canada

- Canada Small Business Financing Program
www.ic.gc.ca/csbfp
- Canadian Industry Statistics
http://www.ic.gc.ca/eic/site/061.nsf/eng/h_rd01200.html
- Research & insights to help companies grow & compete
http://www.ic.gc.ca/eic/site/icgc.nsf/eng/h_07063.html

National Research Council Canada

- Digital Technology Adoption Pilot Program
- Industrial Research Assistance Program
- www.nrc-cnrc.gc.ca

BC province

- Micro Business training (for those with no post secondary education)
www.BCmicrobusiness.com
- BC Business Network – database
- <https://tools.britishcolumbia.ca/Buy/BCBusinessNetwork/Pages/BCBusinessNetworkSearch.aspx?mode=basic>
- BC offices in China, Japan, Korea, India, UK, USA

Training/education

- Forum for International Trade Training
- Certified International Trade Professional
- www.fitt.ca

Traveling/living abroad www.travel.gc.ca

Trade Commissioner Service www.tradecommissioner.gc.ca

Step-by-Step Guide to Exporting

www.tradecommissioner.gc.ca/eng/guide-exporting.jsp

Canadian Business Network www.canadabusiness.ca

Small Business BC www.smallbusinessbc.ca

BC Business Network

<https://tools.britishcolumbia.ca/Buy/BCBusinessNetwork/Pages/BCBusinessNetworkSearch.aspx?mode=basic>

Business Development Bank of Canada www.bdc.ca

Export Development Canada www.edc.ca