

Export information sources

This Guide offers a quick reference to sources of information for those considering an export venture.

The Business InfoCentre (BIC) offers a wealth of trade information such as country profiles, trade statistics, market intelligence, the "how to's" of doing business in foreign countries, international business directories, political risk yearbooks, economic outlooks, export financing and more. We also offer a number of export training sessions such as the "Basics of Exporting" and sponsor specialized trade workshops throughout the year.

Business opportunities

Canadian Commercial Corporation (CCC)

Even with technology or product superiority, smaller firms often lack the reputation, experience and financial base to compete effectively in worldwide markets. The CCC helps Canadian companies access the US\$5.5 trillion foreign government procurement market and win contracts on the best possible terms and conditions.

Learn more:

[Canadian Commercial Corporation](#)

Telephone: 613-996-0034 or 1-800-748-8191

Online information sources

Canada Border Services Agency

The Canada Border Services Agency offers a number of online resources to help you with your export venture including forms, publications such as the "[Exporting Goods from Canada: the Handy Customs Guide for Exporters](#)", regulations, required documentation and more.

Learn more:

[Canada Border Services Agency](#)

CanadExport

A free trade newsletter published twice monthly that contains information on tender calls, international market opportunities, government programs and services for exporters, upcoming trade shows, export "success stories" and special reports on trade issues and agreements.

Learn more:

[CanadExport](#)

Trade Map and ITC Market Analysis Tools

TradeMap and ITC Market Analysis Tools are innovation tools created by the International Trade Centre to allow Canadian exporters and trade professionals to access key international trade data. Trade Map provides on-line access to the world's largest trade database and presents indicators on export performance, international demand, alternative markets and the role of competitors from both the product and country perspective.

Trade Map operates in a web-based interactive environment and covers the trade flows (values, quantities, trends, market share, and unit values, both in graphic and tabular format) of over 220 countries and territories and 5,300 products defined at the 2, 4 or 6-digit level of the Harmonized System. Trade data is also available at tariff line level for more than 100 countries and on a monthly or quarterly basis for more than 50 countries.

Market Access Map covers customs tariffs (import duties) and other measures applied by 185 importing countries to products from 239 countries and territories. MFN and preferential applied import tariff rates are shown for products at the most detailed national tariff line level. Market Access Map has been designed to support exporters, importers, trade promoters, policy analysts and trade negotiators. Use it to find a tariff. Compare yourself to your competitors. Or use its advanced features to prepare for trade negotiations by simulating the effects of tariff reductions.

Users from developed countries and territories can register to get a trial access of one week to the tools in order to assess the application.

Learn more:

[Trade Map](#)

Online marketing tools

Canadian Company Capabilities

This searchable database allows you to advertise your company, products and services and/or expertise on the web free of charge.

Learn more:

[Canadian Company Capabilities](#)

Manitoba Companies Directory

An online tool that allows you to connect your organization to potential buyers, sellers and partners, both in Canada and around the world, by showcasing your company on this website.

Learn more:

[Manitoba Companies Directory](#) (en anglais seulement)

The Canadian Trade Commissioner Service

Get on-line access to market research reports, business leads, events, business news, and visit information that match your specific international interests. Through your Canadian Trade Commissioner Service, you can request services from the Canadian Trade Commissioners abroad that are responsible for your industry and target markets, as well as services from our partners: Export Development Canada and Canadian Commercial Corporation.

Learn more:

[The Canadian Trade Commissioner Service](#)

Trade documentation

ATA Carnets

The Canadian Chamber provides members and non-members alike with unique and essential trade services:

The [ATA carnet](#), which simplifies customs procedures and allows users to make customs arrangements in advance while using a single document for many countries. It acts as a passport for goods and assists in the temporary importation of goods, free of duties and taxes;

The [certification of documents](#) offered both manually and electronically mainly for the confirmation of the origin of goods, is a requirement for many countries before goods are allowed into their country.

Learn more:

[Canadian Chamber of Commerce \(HQ\)](#)

Ottawa, ON

Regional Offices are located in Montreal and Toronto

Telephone: 613-238-4000 or toll free 1-800-661-2930

email **Carnet Services:** carnet@chamber.ca

email **Documentation Certification:** certification@chamber.ca

Online Certification: www.tradecert.com/ca

Export Controls On-Line (EXCOL)

EXCOL is a secure web-based application that allows exporters to submit applications for export permits and certificates as well as request amendments on-line. EXCOL also offers the functionality to submit online, quarterly utilization reports for military goods, as well as the ability to print selected permits in your office.

Learn more:

[Export Controls On-Line \(EXCOL\)](#)

Tariff Information for Canadian Exporters

The Department of Foreign Affairs and International Trade Canada (DFAIT) through its Tariffs and Markets Access Division offers market access information to Canadian exporters such as: tariffs, taxes, rules of origin and some entry procedures for Canadian goods being exported to foreign countries.

Learn more:

[Tariff and Goods Market Access Division](#)

Tariff Information

Ottawa, ON

email: TPG@international.gc.ca

Trade organizations

Asia Pacific Foundation

The Asia Pacific Foundation of Canada, created by an Act of Parliament in 1984, is an independent, not-for-profit think-tank on Canada's relations with Asia. The Foundation functions as a knowledge broker, bringing together people and knowledge to provide current and comprehensive research, analysis and information on Canada's transpacific relations. It promotes dialogue on economic, security, political and social issues, fostering informed decision-making in the Canadian public, private and non-governmental sectors.

Learn more:

[Asia Pacific Foundation](#)

Vancouver, BC with a Branch office located in Toronto

Telephone: 604-684-5986

email: info@asiapacific.ca

Canada Mortgage and Housing Corporation (CMHC)

CMHC helps exporters identify new housing export opportunities in select high potential markets. CMHC provides promotional support, organizes trade missions and provides matchmaking services while promoting Canadian know-how abroad.

Learn more:

[Canada Mortgage and Housing Corporation \(CMHC\)](#)

National Office Ottawa

Telephone: 613-748-2000

email: chic@cmhc-schl.gc.ca

Canadian Manufacturers and Exporters

CME's vision is to ensure that all current and future needs of manufactures are addressed through a range of both existing and new resources. As a network hub, CME works as a catalyst, promoter and facilitator of these connections, making Manitoba the leading manufacturing and exporting location.

In Manitoba, the focus is to enable Manitoba manufacturers and exporters to excel and to grow in domestic and global markets.

Learn more:

[Canadian Manufacturers and Exporters](#)

Telephone: 204-949-1454

email: ron.koslowsky@cme-mec.ca

I.E. Canada (formerly Canadian Association of Importers and Exporters)

The association represents private sector importers and exporters of virtually every commodity and related service. The association has over 800 members across Canada and abroad. Membership is open to any individual or company with a legitimate interest in Canada's international trade.

Learn more:

[I.E. Canada](#) (formerly Canadian Association of Importers and Exporters)

Toronto, ON

Telephone: 416-595-5333

email: info@iecanada.com

Training

ExportUSA

ExportUSA has two components: New Exporters to Border States (NEBS), and Reverse NEBS.

NEBS, the New Exporters to Border States program, focuses on export education and targets Canadian companies considering exporting to the United States. NEBS introduces the essentials of exporting, including practical export information and first-hand exposure to markets in the United States.

The Reverse NEBS program, serves Canadian companies not yet exporting to the United States by providing seminars in Canada covering the essentials of exporting.

Learn more:

[Foreign Affairs and International Trade Canada](#)

Winnipeg Regional Office
Telephone: 204-983-4099

Exporting seminars

We can offer exporting related seminars at the Business InfoCentre (BIC). Our workshops are held in Winnipeg, but through videoconferencing, we are able to offer them in other regions of Manitoba, to find a site near you, please contact us.

Learn more:

[BIC - Seminars](#)

Telephone: 204-984-2272 or toll free 1-800-665-2019

email: cbn@wtcwinnipeg.com