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SCDI TRADE VISIT: CANADA, TORONTO

4 APRIL – 8 APRIL 2011

Cut-off for Applications: Friday 4 February 2011



In Partnership with



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Economic Overview

Canada is the UK's 16th largest market, with exports reaching £3.25bn in 2008. As an affluent, high-tech industrial society in the trillion-dollar class, Canada resembles the US in its market-oriented economic system, pattern of production, and affluent living standards. The 1989 US-Canada Free Trade Agreement (FTA) and the 1994 North American Free Trade Agreement (NAFTA) (which includes Mexico) touched off a dramatic increase in trade and economic integration with the US, its principle trading partner. Canada enjoys a substantial trade surplus with the US, which absorbs nearly 80% of Canadian exports each year. Canada is the US's largest foreign supplier of energy, including oil, gas, uranium, and electric power. Given its great natural resources, skilled labour force, and modern capital plant, Canada enjoyed solid economic growth from 1993 through 2007. The economy is expected to grow by 2.6% in 2010 and 3.9% in 2011.

Market Outline

Toronto is Canada's corporate capital and leading business address, and is home to more nationally and internationally top-ranked companies than any other Canadian city. Toronto's businesses are within a one-day drive of 50 per cent of the U.S. population and are centred in one of North America's largest and most prosperous consumer and commercial markets.

Spread of Opportunities

Key sectors of opportunity for Glasgow businesses include, Automotive, Energy and Power, Creative and Media, Pharmaceuticals, Healthcare, Advanced Engineering, Information Technology, Biotechnology, Financial Services, Tourism, Defence & Security

SCDI/Glasgow City Council Partnership

SCDI will be working in close partnership with Glasgow City Council to identify opportunities for your business in this exciting and dynamic market. These visits offer Glasgow companies an excellent opportunity to undertake market research, identify new customers, or consolidate existing business. It is vital that in the current economic climate we maximise all opportunities and work in partnership to deliver sustainable economic growth for the City. Internationalisation is the key to growing and building successful businesses and Glasgow companies across a variety of sectors are well placed to grow and build their international networks

More information on doing business in Canada:-

<http://www.ukti.gov.uk/export/countries/americas/northamerica/canada/doingbusiness.html>

VISIT PROGRAMME

Monday 4 April – Friday 8 April 2011

As part of the trade delegation, you are required to attend the following events on **Monday 4 April**;

- Trade Visit Briefing Meeting (am)
- Networking reception (pm)

Flexibility is the key on an SCDI trade visit. The briefing meeting and reception are the only two group meetings that you must attend. You are **entirely free to pursue your own business objectives** and include your visit in a wider itinerary if you wish. Preliminary market research, appointing an agent, researching possible joint ventures, visiting existing customers – these are all valid reasons for participation for manufacturing and service companies alike.

Please note there is no additional itinerary for the visit. **You are responsible for arranging your own appointments** based around your business objectives and are entirely free to include the visit in a wider itinerary if you wish.

For some years now, April 6th has been designated 'Tartan Day' in both the USA and Canada, providing an opportunity for people in North America to celebrate their affinity to Scotland. SCDI's trade visit to Canada coincides with this week and if there are any events taking place we will inform you.

ASSISTANCE WITH APPOINTMENT/ CONTACT MAKING

Should you require assistance with contact/appointment making while in Toronto and Chicago, it is **strongly recommended** that you utilise the export support services available through our partner organisation. If you intend to use these services you are advised to complete and return the Application Form promptly as at least 8 weeks' notice is required for market research. Please note there is a charge for this service.

FINANCIAL ASSISTANCE

15 grants of £550 are available for SMEs that are new exporters to this market, to companies that have no previous exports to the market within 12 months, to companies whose turnover from exports is less than 25% of total turnover, and who do not have existing representation in the market. This funding is provided by Glasgow City Council. **Please note we are unable to confirm places or eligibility for the financial assistance until a few days after the cut off date.**

All companies will be asked to complete a short post-visit questionnaire in order to receive grant funding.

HOW TO APPLY

Please contact Amy, Senior International Trade Executive at 0141 352 8546 amy.burnett@scdi.org.uk to request an application form. **There is no administration charge for participating on this mission.**

The closing date for applying for the visit is Friday 4 February. Late applications may be accepted but will not qualify for the grant of £550 or commercial assistance.