

# The Chamber and International Business

November 1, 1999

The Chamber's International Business Committee is updating its Action Plan for the year 2000. As part of that process, they are looking for feedback from **all Chamber members** about your perception of international business and the role the Chamber can play in supporting international trade and commerce.

The Committee believes that it is critical to have feedback from companies not yet involved in international trade, but interested in exploring market or supply opportunities abroad. Even if you do not currently have business links outside of Canada, your thoughts and comments would be greatly appreciated.

Your responses to the following questions will assist the International Business Committee as it attempts to identify how it can help you grow your business through international trade and investment.

### QUESTIONS

1) How much of your company's business is (expected to be) linked to international partners or markets?

- |   |   |
|---|---|
| NOW                                       | IN FIVE YEARS                             |
| <input type="checkbox"/> None             | <input type="checkbox"/> None             |
| <input type="checkbox"/> Between 0 - 30%  | <input type="checkbox"/> Between 0 - 30%  |
| <input type="checkbox"/> Between 30 - 60% | <input type="checkbox"/> Between 30 - 60% |
| <input type="checkbox"/> Between 60 - 90% | <input type="checkbox"/> Between 60 - 90% |
| <input type="checkbox"/> Over 90%         | <input type="checkbox"/> Over 90%         |

2) Which of the following items would you identify as an area where you would require information or assistance when dealing abroad?

- Customs duties, rules, and other taxes
- Immigration/temporary visa rules
- Packaging standards
- Identifying partners/opportunities abroad
- Getting started in international trade
- Other, please specify below

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3) Are you a member of another organization that supports your international activities?

- Yes
- No

If yes, could you tell us which one?

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4) What services do you currently receive from government, private associations or for-profit companies in support of your international activities?

- Organization of trade missions
- Product development seminars
- Marketing & distribution workshops
- Joint venturing information sessions
- Opportunities to hear about actual overseas experiences of Nova Scotia firms
- Regulatory information sessions
- Other (please describe)?

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5) Considering the information and assistance that would be of use to you in dealing abroad, and looking at the services you currently access through government, private associations or for-profit companies, are there areas where the Chamber could be of particular assistance to you in pursuing international opportunities?

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*Thank you for your responses. Your participation is most appreciated. Look to a future issue of Business Voice for a summary of the results of this survey.*

