The Atlantic Canada Ocean Technology (OT) Committee is taking initial steps to identify, in co-operation with industry, new export markets to help business diversify and to find new customers and sales channels. The Committee seeks the input of Atlantic Canadian companies to identify the needs and wants of industry in growing international export markets. Please complete the questions below.

1. Are you currently exporting?

[ ]  Yes [ ]  No

If yes, please go to Q4.

If no, please go to Q2.

1. Are you interested in exporting your product or service?

[ ]  Yes [ ]  No (please explain) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

If yes, please go to Q3

If no, your survey is complete. Please provide your contact information at the bottom of this form. Thank you.

1. What products do you currently export? Please include the HS Code (Harmonized System) or the NAICS code (North American Industry Classification System) that will identify the products you export.
2. What new products would you like to export? Please Include HS Code or the NAICS code?
3. Which markets (countries) are you currently exporting to? (Please check the appropriate box)

In Europe:

|  |  |  |  |
| --- | --- | --- | --- |
| Austria  |  | Lituania  |  |
| Belgium  |  | Netherlands  |  |
| Cezch Republic |  | Poland  |  |
| Croatia  |  | Russia  |  |
| Denmark  |  | Slovakia  |  |
| Estonia  |  | Slovenia  |  |
| Finland |  | Spain  |  |
| France  |  | Sweden |  |
| Germany  |  | Switzerland  |  |
| Iceland |  | United Kingdom  |  |
| Italy  |  | Other:  |  |

In the Americas:

|  |  |  |  |
| --- | --- | --- | --- |
| USA  |  | Chile |  |
| Mexico  |  | Colombia |  |
| Caribbean Islands  |  | Panama  |  |
| Central America  |  | Venezuela  |  |
| Argentina  |  | Other :  |  |
| Brazil  |  |  |  |

In Asia:

|  |  |  |  |
| --- | --- | --- | --- |
| China  |  | Malaysia  |  |
| Hong Kong  |  | Philippines  |  |
| India  |  | South Korea |  |
| Indonesia |  | Vietnam  |  |
| Japan  |  | Other:  |  |

Please indicate the country(ies) you export to if not in the lists :

1. What, if any, barriers have you experienced to doing business in your existing export markets? What barriers do you see for entering new markets? Please explain.
2. Which of your markets are currently growing the most?
3. Which new market(s)/country(ies) could the Atlantic Canada Ocean Technology Committee help you develop?

Your contact information for International Development:

YOUR NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

COMPANY NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

TELEPHONE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E-MAIL: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Please send your survey to Zoë Couture Zoe.Couture@acoa-apeca.gc.ca before April 11th, 2014

Head Office

644 Main St., Moncton, N.B., E1C 9J8

For more information, please contact;

Michel Melanson

Michel.Melanson@acoa-apeca.gc.ca or at (506)961-1878