



Low Carbon & circular economy business action

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**Canadian buyers,
European SMEs
Meet and work together**

**Thanks to the LCBA project
in Canada!**



How to do Business in Canada Workshop Resources

| Advice on trade

1. European Countries Trade offices in Canada, ie Wallonia Trade & Investment, Danish Trade Commission, etc. Full list of EU Member States Embassies, Consulates and Chambers of Commerce in Canada [here](#).
2. Invest in Canada: Access all the [services and expertise](#) to assist in making Canada your next investment destination.
3. Find a Canadian supplier: Search the [Canadian Company Capabilities](#) database or ask for assistance from our [Trade Commissioners](#) working in your country.
4. Find a Canadian importer for my products: Search the [Canadian Importers Database](#).
5. [Directories of Canadian companies](#).
[Innovation Canada](#)
[Canadian Technology Accelerators](#)
6. [Funding and support programs](#) for doing international business.
7. [Canadian Importers Database](#) Find companies importing goods into Canada, by product, by city, and by country of origin.
8. [Trade statistics](#) for international business development: monthly, quarterly and yearly trade data. Import & export values, volumes, growth rates, market shares, etc.
9. European Union Chamber of Commerce in Canada [EUCCAN](#). It includes all European bilateral Chambers of Commerce in Canada.
[European Union Chamber of Commerce in Canada – West](#)
Canada Europe Roundtable for Business [CERT](#)
The Canada EU Trade and Investment Association [CEUTIA](#)

| Science and Technology Relationships

The Government of Canada has built formal science and technology relationships and partnerships with both established and emerging innovation networks around the world. International partnerships are an essential catalyst for science and technological innovation, as these collaborations often accelerate the pace of discovery and result in improved commercialization.

Canada has developed frameworks for international collaboration... In some cases [financial support](#) has been identified and dedicated for the enhancement of these international relationships.



Agreements are only one element of our relationship with international partners. Find information about our international bilateral relationships below and see how these relationships may benefit you.

The Canada-EU Relationship

- [Canada-European Union Science and Technology Agreement](#)
 - [1998 Amendment to Canada-European Union S&T Agreement](#)
 - [Canada-EU Information and Communications Technologies National Contact Point](#)

The Canada-France Relationship

1. [Canada-France Science and Technology Agreement](#)

The Canada-Germany Relationship

2. [Agreement between the Government of Canada and the Government of the Federal Republic of Germany on Scientific and Technological Cooperation](#)
3. [50 years of science and technology cooperation to build a better future](#)

The Canada-Italy Relationship

4. [Joint Action Plan between the Government of Canada and the Government of the Republic of Italy in the area of Science, Technology and Innovation](#)

The Canada-Sweden Relationship

5. [Memorandum of Understanding Between the Government of the Kingdom of Sweden and the Government of Canada on Science and Technology Cooperation](#)



| Support - Doing Business in Canada

Canada has a wealth of programs and resources that European companies may leverage. Although these programs are for Canadian companies, you may explore collaborations with them and get access to expert advice, funding, etc.

Accelerated Growth Service delivered by core partners across Canada:

[Business Development Bank of Canada \(BDC\)](#)

[Export Development Canada \(EDC\)](#)

[Global Affairs Canada \(Trade Commissioner Service\)](#)

[National Research Council \(Industrial Research Assistance Program \(IRAP\)\)](#)

Canada's regional economic development agencies:

[Atlantic Canada Opportunities Agency \(ACOA\)](#)

[Canada Economic Development for Quebec Regions \(CED\)](#)

[Federal Economic Development Agency for Southern Ontario \(FedDev Ontario\)](#)

[Federal Economic Development Agency for Northern Ontario \(FedNor\)](#)

[Canadian Northern Economic Development Initiative \(CanNor\)](#)

[Pacific Economic Development Canada \(PacifiCan\)](#)

[Prairies Economic Development Canada \(PrairiesCan\)](#)

| Services and information:

- **ExploreIP**, is a marketplace for businesses looking to access intellectual property held by public sector institutions in Canada. A great showcase of Canada's research expertise where you can contact public sector organizations for potential collaborations.
- **BizPaL permit and licence search**: Federal, provincial, territorial and municipal business permits and licences in Canada.
- **Advertising and competition rules**: Fair competition regulations for businesses and consumers.
- **Import permits and restrictions**: Import controls, permits and licences, compliance requirements, sanctions and prohibited goods.
- **Federally regulated industry sectors**: Regulations for the agriculture, forestry, mining, oil and gas, telecom, health sectors and more.



- **Canadian and international standards:** The different types of standards and certifying bodies that can be used by your business.
- **Importing commercial goods into Canada:** Make importing easier by taking advantage of the programs and services offered by Canada Border Services Agency.
- **Using a licensed customs broker:** Authorizing a broker to do business on your behalf.

| **Doing business with the Canadian Government**

CETA has a specific Chapter for Government Procurement.

- List of participating Canadian entities
- The thresholds in effect from January 1, 2020 to December 31, 2021 for procurements subject to Free Trade Agreements to which the federal government is a Party.
- Public Services and Procurement Canada, also known as Public Works and Government Services Canada (PWGSC), is the central purchasing agent for federal departments and agencies. In the Supply Manual you will find a compendium of information to assist contracting agents in the PWGSC in conducting public procurement.

| **Intellectual Property**

The **Intellectual Property Institute of Canada (IPIC)** is the professional association of patent agents, trademark agents and lawyers practicing in all areas of intellectual property law. Our membership totals over 1700 individuals, consisting of practitioners in law firms and agencies of all sizes, sole practitioners, in-house corporate intellectual property professionals, government personnel, and academics. Our members' clients include virtually all Canadian businesses, universities and other institutions that have an interest in intellectual property (e.g., patents, trademarks, copyrights, and industrial designs) in Canada or elsewhere, as well as foreign companies that hold intellectual property rights in Canada.

| **Canadian networks, associations, gateways, portals, and directories of environmental groups**

- Canadian Environmental Network (RCEN) – RCEN.ca
- Provincial Environment Networks: Nova Scotia | New Brunswick | Prince Edward Island | Newfoundland and Labrador (fb) | Quebec (more)



| [Ontario](#) | [Manitoba](#) | [Saskatchewan](#) | [Alberta](#) | [British Columbia](#) | [Yukon Territory \(previous\)](#) [\(more\)](#) | [Northwest Territories](#) |

- Green Communities Canada – [GreenCommunitiesCanada.org](#) (members)
- Canadian Network for Human Health and the Environment – [cnhhe.nb.lung.ca](#)
- Canadian Network for Environmental Education and Communication (EECOM) – [EEcom.org](#) | [more](#)
- Land Stewardship in Canada – ([links](#)) | ([more](#))

| [Green Business & Environment Industry Associations](#)

- Canadian Green Building Council – [CaGBC.org](#) (see also [Green Building Links](#) | [USGBC.org](#))
- Canadian Solar Industries Association – [CanSIA.ca](#)
- Canadian Wind Energy Association – [CanWEA.ca](#)
- British Columbia Sustainable Energy Association – [BCSEA.org](#)
- Ontario Solar Energy Association – [Ontario-SEA.org](#)
- Solar Nova Scotia – [SolarNS.ca](#)
- More [Renewable Energy Organizations in Canada](#)
- Canadian Organic Growers – [COG.ca](#) ([more](#))
- Canadian Business for Social Responsibility – [CBSR.ca](#) ([more](#))
- *Environment Industry:*
- Canadian Environmental – [CanadianEnvironmental.com](#)
- Ontario Environment Industry Association – [ONEIA.ca](#)
- Quebec Environmental Industry Association – [Reseau-environnement.com](#)
- British Columbia Environment Industry Association – [BCEIA.com](#)
- Environmental Services Association of Alberta – [ESAA.org](#)
- Saskatchewan Environmental Industry and Managers Association – [SEIMA.sk.ca](#)
- Manitoba Environmental Industries Association – [MEIA.mb.ca](#)
- New Brunswick Environment Industry Association – [NBEIA.nb.ca](#)
- Environmental Services Association Maritimes (ESAMS) – [ESAMaritimes.ca](#) (formerly ESANS)
- Newfoundland & Labrador Environmental Industry Association – [NEIA.org](#)
- [Enviro-access](#) | [CUI](#) | [CETAC-West](#) | [more](#)



- [The Canadian Hydrogen and Fuel Cell Association](#)
- [Canadian Biofuel Companies Directory](#)
- [Canadian Biogas Association](#)
- [Advanced Biofuels Canada](#)

- [Company and People directory - Ontario Waste Management Association](#)
- [Air Transport Association of Canada \(ATAC\)](#) serves as Canada's national trade association for the commercial aviation and flight training industries, as well as aviation industry product and service suppliers.
- [Canadian Water and Wastewater Association \(CWWA\)](#)

| Major Canadian Environmental Organizations

In addition to the networks and associations listed above, here are some of the larger and more influential environmental organizations in Canada:

- [Canadian Environmental Law Association \(CELA\)](#)
- [Canadian Institute for Environmental Law and Policy \(CIELAP\)](#)
- [Summerhill Group / Clean Air Foundation](#)
- [David Suzuki Foundation](#)
- [Ecology Action Centre \(Halifax\)](#)
- [Ecojustice \(formerly Sierra Legal Defence Fund\)](#)
- [Environmental Defence Canada](#)
- [Earth Day Canada](#)
- [Evergreen Foundation](#)
- [Great Lakes United \(archived\) / Great Lakes Information Network](#)
- [Greenpeace Canada](#)
- [Local Governments for Sustainability / International Council for Local Environmental Initiatives \(ICLEI\)](#)
- [Nature Canada](#)



- [Nature Conservancy of Canada](#)
- [Pembina Institute](#)
- [Pollution Probe](#)
- [Sierra Club of Canada](#)
- [Sierra Club of BC](#)
- [Canadian Parks & Wilderness Society \(CPAWS\)](#)
- [World Wildlife Fund Canada](#)

| Logistics in Canada

- [Supply Chain / Global Logistics / Third-Party Logistics](#)
- [Transport](#)
- [Freight Forwarders and Customs Brokers](#)
- [Warehousing](#)

| Supply Chain / Global Logistics / Third-Party Logistics

- [Canadian Supply Chain Sector Council](#)
- [C.I.T.T. \(Canadian Institute of Traffic & Transportation\)](#)
- [Council of Supply Chain Management Professionals](#)
- [The Logistics Institute](#)

| Transport

- [The Transport Canada Portfolio](#)
- [Canadian Trucking Alliance](#)
- [C.I.T.T. \(Canadian Institute of Traffic & Transportation\)](#)
- [Canadian Transportation Agency](#)
- [Railway Association of Canada](#)

| Freight Forwarders and Customs Brokers

- [Canadian International Freight Forwarders Association \(CIFFA\)](#)
- [Freight Carriers Association of Canada](#)
- [Canadian Society of Customs Brokers \(CSCB\)](#)

| Warehousing

- [International Warehousing Logistics Association \(IWLA\)](#)
- [WERC \(Warehousing Education and Research Council\)](#)



This project is funded by
the European Union

- Packaging Consortium