

TDS, WTC, EDW AND CENTREPORT PRESENT

Manitoba, Canada – Gateway to Business in North America

Discover the value of doing business in Manitoba, learn the unique advantages of relocating or expanding here and utilize resources & supports available to newcomers and business owners.



Start, Grow, & Compete Internationally



WORLD TRADE CENTRE®
WINNIPEG

Serving all of Manitoba
Au service de tous les Manitobains

DEREK EARL | VICE-PRESIDENT

Derek supports international trade and export growth. A senior executive with nearly 20 years of experience in business and international affairs, Derek has advised and assisted hundreds of companies with their growth strategies and international business development.



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Au service de tous les Manitobains



WORLD TRADE CENTRE WINNIPEG

- Manitoba-based, not-for-profit
- Private sector leadership (Board of Directors)
- Fully bilingual services (English/French)
- Service delivery partner for
 - Province of Manitoba 
 - Government of Canada 

Key Services



**ADVISORY
SERVICES**



**TRAINING AND
EDUCATION**



**NETWORK
CONNECTIONS**

WORLD TRADE CENTERS ASSOCIATION (300+)



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Au service de tous les Manitobains

Anchorage
Arkansas
Atlanta
Atlantic Canada -
Halifax
Baltimore
Boston
Buffalo Niagara
Charleston
Chicago
Curacao
Delaware
Denver
Detroit/Windsor
Dulles Airport
Edmonton
El Paso/Juarez
Fort Lauderdale
Greenville-
Spartanburg
Haiti

Harrisburg
Havana
Houston
Kansas City
Las Vegas
Lexington
Long Beach
Los Angeles
McAllen
Miami
Mississippi
Montana
Montreal
New Orleans
New York
Norfolk
Orlando
Oxnard
Palm Beach

Philadelphia
Pittsburgh
Portland
Providence
Sacramento
San Antonio
San Diego
San Francisco
Savannah
Seattle
St. Louis
Tacoma
Tampa Bay
Toronto
Utah
Vancouver
Washington, D.C.
Winnipeg

Asunción
Barquisimeto
Belo Horizonte
Bogota
Brasilia
Bucaramanga
Buenos Aires
Cali
Cancun
Cartagena
Ciudad del Este
Colonía del
Sacramento
Culiacan
Curitiba
Encarnacion
Goiania

Guadalajara
Ibague
La Paz
Lima
Managua
Maracaibo
Medellin
Merida
Mexico City
Montevideo
Poriámar
Puerto La Cruz
Puerto Ordaz
Punta del Este

Queretaro
Rio de Janeiro
Rosario
San Jose
San Luis Potosi
San Pedro Sula
San Salvador
Santa Cruz de la
Sierra
Santo Domingo
Santiago
Sao Paulo
Tijuana
Toluca
Valencia
Veracruz

Abu Dhabi
Abuja
Accra
Al Khobar
Aleppo
Algiers
Antananarivo
Baghdad
Bahrain
Basra
Beirut
Benghazi
Cairo
Casablanca
Dakar
Damascus
Dead Sea
Dubai
Erbil
Jeddah
Lagos
Luanda
Muscat
Nairobi
Praia
Qatar
Ramallah
Riyadh
Sanaa
Sharjah
Tunis

Almaty
Almeda Park
Almere
Amsterdam
Antwerp
Arnhem Nijmegen
Ballerup
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Basilicata
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Berlin
Bordeaux
Breda
Bremen
Brussels
Bucharest
Chelyabinsk
Cordoba
Cyprus
Dresden
Dublin
Eindhoven
Ekaterinburg
Frankfurt (Oder)
Geneva
Genoa
Ghent (AF)
Gibraltar
Glasgow
Gothenburg
Gran Canaria
Grenoble
Hamburg
Heerlen Aachen
Helsingborg
Helsinki
Helsinki Airport
Hull and Humber
Istanbul
Karlskrona
Kazan
Kiel
Krasnodar
Lausanne
Leeuwarden
Lille
Lille-Arras
Lisbon
London
Lugano
Lund
Luxembourg
Lyon
Madrid
Malmö
Malpensa Airport
Marseille Provence
Metz-Saarbruecken
Milan
Monaco
Moscow
Nantes Atlantique
Nice/Sophia Antipolis
Nizhny Novgorod
Novosibirsk
Oslo
Paris
Pescara
Pilsen
Poitiers Futuroscope
Poznan
Rennes Bretagne
Rostock
Rostov on Don
Rotterdam
San Marino
Schiphol Airport
Sevilla
Casablanca
Soa
Soa (AF)
Southampton
St. Petersburg
Stockholm
Strasbourg
Tallinn
Tenerife
The Hague
Trieste
Turku
Twente
Utrecht
Utrecht-Papendorp
Branch
Vaxjo
Venlo
Warsaw
Zaragoza, Spain
Zurich

Ahmedabad
Amaravati
Amritsar
Anyang
Bangalore
Beijing
Bhopal
Bhubaneswar
Binzhou
Chandigarh
Changsha Wanji
Changzhou
Chengdu
Chennai
China (Beijing)
Chittagong
Chongqing
Colombo
Daejeon
Dhaka
Dandong
Delhi-Gurgaon
Faridabad
Foshan
Fuzhou
GIFT City
Goa
Guangzhou
Guiyang
Harbin
Hefei
Hong Kong (AF)
Hong Kong
International
Airport
Hunchun
Hyderabad
Islamabad
Jaipur
Jakarta
Jiaxing
Jinzhang
Kaohsiung
Karachi
Kochi
Kolkata
Kuala Lumpur
Kunming

Lucknow
Luohé
Macau
Manesar
Melbourne
Metro Manila
Mumbai
Nanchang
Nanjing
Nanning
Nansha
Navi Mumbai
Noida
Noida CBD
Okinawa
Patna
Penang
Perth
Pune
Quanzhou
Saigon
Seoul
Shanghai
Shenzhen
Surabaya
Surat
Suwon
Suzhou
Taichung
Taipei
Thiruvananthapuram
Tianjin
Tokyo
Tokyo (AF)
Ulaanbaatar
Vadodara
Wenzhou
Wuhan
Wuhan - CBD
Wuxi
Xiamen
Xian
Xuzhou
Yancheng
Yongkang
Zhengzhou



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Trends



Tools





Global Pandemic

Climate Change

**Supply Chain
Disruption**

GLOBAL MEGATRENDS

Protectionism

**Threats to
Democracy**

Inequality



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TAP



CANADA'S
TRADE
ACCELERATOR
PROGRAM

Next cohort: February 2022

wtcwinnipeg.com/tap

QUESTIONS, QUESTIONS...

What's in a name?

I've invested a lot in our corporate name, and our logo is on all our products. But that name is already being used by a similar company in the country I want to export to. What now?

Taxes everywhere:

I've got a really good price point on our products in Canada even after Canadian taxes, but will it hold up in the next country where the taxes are different?



Export checklist

- Have an Export Plan?
- Market entry strategy
- Understand cross-border business
- Leveraging FTAs
- Customs and Border
- Trade finance
- Logistics
- Corporate structure and taxes



Phase 1: Discover

- > Interactive training sessions and workshops
- > Guidance and resources

Phase 2: Develop

- > Export plan workshop
- > Mentoring from export advisors



Phase 3: Build

- > Participants work on their export plan with the guidance of the WTC trade Team and export

Phase 4: Accelerate

- > Export plans validation
- > One-on-one meetings with mentors



**ONGOING SUPPORT FROM THE WTC WINNIPEG
THROUGHOUT THE PROGRAM**

TAP ALUMNI

“TAP Canada opened our mindset and provided important contacts allowing us to expand and grow our business from regional to global.”

- JEFF HILDEBRAND, WINKLER CANVAS (TAP FALL 2017)





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Small Business Week

October 18-22, 2021



World Trade Centre Winnipeg

PODCAST

Hosted by Mariette Mulaire

Presented By



THOMPSON
DORFMAN
SWEATMAN



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Episode 2

Sustainable Growth: good for business, good for the planet

With four guys, a trailer and a truck, this Manitoba business went from the garage to the globe in just 15 years.

Sharing their inspiring story and key ingredients to their success, the co-founders of **Titan Environmental Containment** show us that better outcomes for the planet and business ARE possible.

UPCOMING TRAINING

SEMINAR	DATE
Identifying Business Opportunities Abroad	November 2
International Relationship Building	November 16
Lean for Service and Office	November 18
Introduction to B2B Matchmaking	November 24
Supply Chain Disruptions: Preparing for the Worst	December 7

On-Demand Video Library



- Business Planning
- Strategy
- Leadership
- E-Commerce
- Finance
- HR
- Procurement
- Supply Chain
- Sales & Marketing
- More!!

<https://www.youtube.com/c/WTCWinnipeg/featured>



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WORLD TRADE CENTERS
ASSOCIATION

2021 WTCA MEMBER FORUM

The New (Virtual) Reality of Business

November 15 - 19

Keynotes • Panels • Workshops • AI-Powered Networking

#WTCAMemberForum





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Thank You | Merci

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WTCWINNIPEG.COM

Canada 

Manitoba 

TAP Canada - APPLY TODAY!

<https://www.wtcwinnipeg.com/tap-canada-application-form/>

Canada's Trade Accelerator Program is supported by the Mobilizing SMEs to Export initiative to assist in delivering Canada's Export Diversification Strategy.

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Contact a Trade Advisor

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With the support of:

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