



Can Cham

TALKS

**Canada-Latvia Trade -
what you need to know**

Connecting people and ideas

Wednesday,
May 12th,
18.30

Moderator:

Evija Baula

Export and Marketing
Advisor

Canada

the

Canadian Chamber of Commerce in Latvia
(CanCham)

May 12th, 2020



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Destination Management Coordination (the DMC system)

see web site

Policy and Procedure – see <http://cancham.lv/dmc/dmc-policy-and-procedure>.

How CanCham's DMC System Works - see <http://cancham.lv/dmc/how-dmc-works>

Case Study #1 – The Technical Partners experience - see <http://cancham.lv/dmc/case-study-1>



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the DMC system

alternative for commission sales

**your paid representative
on the other side**



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DMC's in Canada

Arnis Rozītis

CanCham DMC Coordinator in Canada

a5rozitis@gmail.com

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Market entry

Trade facilitation

Located in Calgary, Canada

Region(s) of specialization:

Canada, Latvia

Evija Baula

Export and marketing advisor

advisor@latvia-can.com

Market entry / Trade facilitation

Located in Ottawa, Canada

Region(s) of specialization:

Latvia, Canada

Aira Darzins-Chapman

ARD Trading Consulting Agency

airadarzins@gmail.com

<https://www.linkedin.com/in/aira-darzins-chapman-b3048113/>

Market entry / Trade facilitation

Located in Huntsville,

Ontario, Canada

Region(s) of specialization:

Canada, Latvia



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The role of DMC's in Canada

- **Connect to:**
 - **business partners for CanCham members**
 - **friends, business associates and personal network**
 - **local (Canadian) chambers of commerce seeking opportunities in our region**



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DMC's in Latvia

Ed Kalvins

Technical Partners

ed.kalvins@technicalpartners.ca
<http://cancham.lv/services/technical-partners-services>

Market entry / Trade facilitation

Construction related services

Monitoring Consultancy

Located in Riga, Latvia

Region(s) of specialization:
Northern Europe, Canada

Una Brūna

Latvian American Eye Center

una@laac.lv
<http://cancham.lv/services/latvian-american-eye-center>

Medical Tourism

Healthcare

Medical Services

Located in Riga, Latvia

Region(s) of specialization:
Baltic States (Latvia,
Lithuania, Estonia)

Ilze Dērupa

Print eXpress

ilze@printexpress.lv

Market entry / Trade facilitation

Branding

Packaging Printing Services

Located in Riga, Latvia

Region(s) of specialization:
Baltic States (Latvia,
Lithuania, Estonia), EU



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Does it work?

Market Entry vs Sales
Our experiences



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Thank you

and

Good luck in finding new markets