



ICCC NEWS

Montreal

Newsletter of the Ireland-Canada Chamber of Commerce (Montreal Chapter), Vol. 9, no. 3, November 2010

President's Message



It's hard to realize it's that time of the year again. Christmas is almost upon us. As we go to print, the weather is exceptionally mild. Long may it last.

The Chamber has been very active in the last few months, particularly in October. On September 23rd. we had a very pleasant Irish whiskey tasting evening on the back terrace of Hurley's Irish Pub organized by our director Ruth Hanna. The whiskeys available for tasting that evening were from the Cooley Distillery in Dundalk and were called Tyrconnell and Connemara. On October 7th the Annual European Pub Quiz took place in McKibbin's Pub and was organised by Jonathan Sullivan. We hosted the new Ambassador of Ireland to Canada, Ray Bassett, at a luncheon on October 14th. The Chairperson for the event was Tom Brady and his report is the cover story in this issue. The other October event was the European Carrefour. Our Chairperson for this event was Vivian Doyle-Kelly. Vivian was also the Chairperson for our most recent event, the Social Media seminar, which was held at McGill University on November 22nd. You'll find more detailed information elsewhere in this newsletter on these events. I would like to thank all our chairpersons for their

cont. p.5

Montreal's Irish Community welcomes Ambassador Bassett

by Tom Brady



Photo: Anne Forrest

Ambassador Bassett receiving welcome gift from ICCC presented by Tom Brady

The ICCC continued its tradition of extending a welcome from the Montreal Irish community to newly arrived Irish ambassadors with a lunch for Dr. Ray

Bassett at the University Club on October 14, 2010. Dr. Bassett (a Ph.D. in microbiology) comes to Canada as

cont. p. 8

Contents

- Stephen Fogarty p. 3
-

Global Irish Network – Meeting of North American Members

by Paula Molloy

The first meeting of the North American members of the Global Irish Network took place in New York on 11 November 2010. Founded in September 2009 at a forum in Farmleigh, Dublin, the Global Irish Network includes leading figures in the worlds of business, culture, arts and science, all of whom share a strong connection to Ireland. Through working together in the Global Irish Network, these individuals aim to strengthen the relationship between Ireland and its diaspora, and to contribute to the country's economic recovery. The Network now has over 300 members in 37 countries, and is continuing to grow.

Regional meetings of the Network have also been held to date in London, Paris and Shanghai. These sessions give its members, who are respected and influential figures in their own fields, an opportunity to interact with

one another, to exchange views and to be informed of developments in Ireland. They also provide a forum through which the members can share their views with the Irish government, and can propose practical initiatives which can be undertaken both by the government and by the Network membership themselves.

The day-long conference in New York was attended by over 50 participants, five of whom are based in Canada, including Ireland's Honorary Consul for Quebec and Chair of Concordia University's Centre for Canadian-Irish Studies, Michael Kenneally. The group was briefed on Ireland's current economic situation, the challenges facing the country and the strengths and opportunities which exist. In her opening remarks, Minister for Tourism, Culture and Sport, Mary Hanafin, acknowledged the difficult situation Ireland currently finds itself

in and outlined the positive steps which have been taken so far in stabilising the country's public finances, repairing the banking system, and improving competitiveness in order to return to stable growth and sustainable employment.

The theme of the conference was "Ireland: Returning to Growth" and in that context the Network members were invited to discuss three key topics, namely driving economic growth, restoring Ireland's economic reputation and harnessing the Irish cultural identity. While in the current global climate the need to focus on strategies to enhance and promote economic growth is clear, it is important not to overlook the enormous influence of culture and the arts and to recognise Ireland's excellent reputation in this field. Ireland's Cultural Ambassador, renowned actor Gabriel Byrne, was present to share his ideas on this subject with the group.

Following this successful meeting in New York, the Global Irish Network's North American members will continue to assist with Ireland's economic recovery by promoting key business, cultural and tourism messages in Canada and the rest of North America. If you are interested in learning more about the work of the Network, please contact the Embassy of Ireland at paula.molloy@dfa.ie.

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Member profile: Stephen Fogarty



Stephen Fogarty

The Irish heritage of Stephen Fogarty helps explain his passion for immigration law. “The Irish know well the importance of immigration,” he says. “Where would North America be today without us?”

Stephen Fogarty is a long-time member of both the Quebec and Ontario bar associations. In late 2007 he decided to

start working under his own banner, the Fogarty Law Firm, and has not looked back since.

Stephen and his team focus on personalized service in Canadian immigration and citizenship law. Examples include: economic immigration – skilled workers, investors, entrepreneurs; work permits and their renewals, and seeking exemptions to advertising requirements; sponsorships; study permits, work and residency matters for students; citizenship applications and appeals.

He is accustomed to working with both the federal and Quebec Immigration departments here and abroad.

“The Canadian government says no one is required to hire a lawyer,” Stephen observes, “but immigration rules keep changing while application

procedures become more complex. We often meet new clients who made errors doing their own files. They are facing delays or a refusal, and sometimes zealous officials might accuse them of ‘misrepresentation’, resulting in a two-year ban from Canada.” He believes it is essential to seek professional legal assistance for such an important matter as one’s status in Canada.

Stephen is proud of his double Irish roots (his mother is an O’Neill) and the Fogarty family crest figures in his firm’s logo. He and his wife Christine have two teenage children, Andrew and Clare.

Learn more about Fogarty Law Firm at their website www.fogartylaw.ca, which also includes email contact forms and a **Blog**. **Twitter:** @Stephen_Fogarty. **Mobile:** (514) 726-4516.



The Irish Economy- some positive messages

Ireland’s GDP will record a moderate increase this year on the back of strong export growth. Exports are expected to grow by about 6% in real terms this year due to a significant improvement in our competitiveness over the past two years and a pick up in demand in our trading partners;

- The current account of the balance of payments will record a small surplus in 2011, meaning that the economy as a whole is paying down external debt;
- The 12.5% corporation tax rate remains in place and will not change;
- The World Bank continues to put Ireland in the top 10 in the world for ease of doing business;

- Ireland is currently rated by the IMD World Competitiveness Yearbook as 1st in the world for real corporate tax rates; 1st in the world for investment incentives; and 2nd in Europe for productivity and efficiency;
- Ireland ranks 5th in the world in the UNDP Human Development Index- a measure based on the quality of life;
- There are some 960 foreign companies based in Ireland employing almost 140,000 people;
- There have already been 72 new FDI announcements this year;
- 8 of the top 10 pharmaceutical companies are based in Ireland,

as are 15 of the top 25 medical device producers and 8 of the world’s 10 leading technology firms;

- Total US investment in Ireland is greater than that country’s investment in China, Brazil, India and Russia combined;
- Ireland now has a good infrastructure, high quality human capital and tax policies that are favourable to entrepreneurship, investment and work.



Ray Bassett: an introduction

For those of you who were not able to attend his lunch the following information will provide you with background information on our new Ambassador.

His Education

Grade/National School: St John Bosco
Secondary/High: O'Connell School
University: Trinity College (University of Dublin) B.A. (Mod), Ph.D.
(The Ph.D. thesis was on the biochemistry of Folic Acid and vitamin B10).

His Previous Post

Assistant Secretary-General in the Department of Foreign Affairs with responsibility for Consular and Passport Division from August 2005 to his appointment to Canada.

This Division has 3 major areas

- The Passport Office
- Consular Services and Assistance
- The Irish Abroad Programme

The Consular Division has 400 staff, the bulk of whom are in the Passport Office.

The Consular and Passport Division provides a number of services to the Irish public.

It is responsible for the operation of the Irish Passport system, both within the State and outside; providing consular assistance to the growing number of Irish citizens who travel abroad; and also providing consular services (foreign birth registration, legalizations, freedom to marry certificates etc.). Consular also deals with emergency evacuations of Irish citizens from troubled spots.

The Division also incorporates the Irish Abroad Unit, which coordinates Government relations with the Irish Diaspora overseas and oversees the Emigrant Support Programme to Irish community organizations abroad.

Other Previous Positions

2001 – 2005

Joint Secretary British-Irish Secretariat in Belfast: This is a position at Assistant Secretary-General level. The Secretariat coordinates contact with the British Government on matters relating to Northern Ireland. It is also the Irish Government's office in Northern Ireland reporting back on developments there. (It is the successor of the old Maryfield Secretariat) and deals mainly with political, security, human rights and justice issues.

1998 – 2001

Member of the Belfast (Good Friday) Agreement implementation section.

1997 – 1998

Member of the Irish Government talks team at the multi-party negotiations in Castle Buildings in Belfast and part of the Irish Government delegation when the Belfast Agreement was signed. Areas of responsibility during the negotiations were Equality and Human Rights issues and Internal Governmental structures within Northern Ireland (Strand One).

1994 – 1997

Anglo-Irish Division in Foreign Affairs dealing with North/South cooperation in Ireland

1993 – 1994

Member of the Anglo-Irish Secretariat, Belfast

1989 - 1993

First Secretary Irish Embassy Canberra Australia



Photo: Anne Forrest

A smiling Ambassador Bassett at the ICCC luncheon in October 2010

1985 – 1989

First Secretary- Department of Foreign Affairs dealing with equality issues and discrimination in Northern Ireland. Also included temporary posting to London (1986/87)

1981 – 1985

Third Secretary Irish Embassy Copenhagen

1978 – 1981

Third Secretary - EEC Presidency unit

Other Experience

1976 – 1977

Clinical Biochemist, Mater Hospital Dublin

1973 – 1977

Research assistant at the Biomedical Research Laboratories, TCD



ICCC well represented at Carrefour

by Vivian Doyle-Kelly

The Annual European Business Networking Event, Carrefour 2010, was held at the Palais des congrès in Montreal on Tuesday, October 26th.

Our Chamber and those of Belgium, France, Germany, Britain, Hungary, Italy, Poland and Switzerland organized the event, under the joint patronage of the European Union Ambassador to Canada and the Swiss Ambassador to Canada.

In addition to the Trade Show and Networking cocktail, the Event included a luncheon-conference hosted by the Ministère du Développement économique de l'Innovation et de l'Exportation du Québec. In the context of the current negotiations for a Comprehensive Economic Trade Agreement between Canada and the EU, two very topical seminars were presented during the afternoon: "How to do business with Europe" and "How to prepare your export project to Europe."

Members of the Ireland-Canada Chamber who exhibited were Paul Loftus & Associates Inc. and Enterprise Ireland (also a sponsor of the Event) represented by Heather Thompson who travelled from Toronto to join us. As always, our Chamber had its own booth which



Photo: Anne Forrest

Richard Phipps (ICCC Ottawa), Paula Molloy (Irish Embassy, Ottawa) and Vivian Doyle-Kelly

was a popular destination with many visitors interested in the activities of our Chamber and in learning about business opportunities in Ireland. We were also supported by Tourism Ireland and we played our part in distributing literature to many visitors who plan (or hope) to travel to Ireland.

The Embassy of Ireland in Ottawa usually sends a representative to participate in the ICCC's booth and, again this year, Paula Molloy, Second Secretary at the Embassy travelled from Ottawa to be part of the Irish presence.

We were also very pleased to share our table with Richard Phipps, a member of the Board of the newly constituted Ottawa Chapter of the Ireland-Canada Chamber of Commerce who came to Montreal for the occasion.

Pres. remarks (cont.)

efforts. In addition to all these events, we have our regular *Craic agus Comhrá* at the Irish Embassy Pub on the last Thursday of the month from 5:30 to 8:00 p.m. Our next one is December 30th. This will be an excellent opportunity to wish your friends, colleagues and business associates a Happy New Year. All are welcome to this popular networking event.

Our next event is our Christmas Reception which takes place on December 9th at the University Club, 2047 Mansfield from 5:30 to 8:00 p.m. Our Guest of Honour will be His Excellency Ray Bassett, Ambassador of Ireland to Canada. In addition, Patrick Holdich, British Consul General, Lee McClenny, Consul General of the United States of America and our own Honorary Consul, Michael Kenneally, will be attending as invited guests.

We already have the schedule of events for the St. Patrick's activities in the coming months. The Chamber will be taking tables at these events. This gives you an extra opportunity to meet up with your fellow Chamber members in a social setting. The first event in which we will be participating is the Selection Evening sponsored by the United Irish Society. It will be held at Buffet Sorrento on Saturday, February 5th. We will be taking a table at the Annual St. Patrick's Society Ball on March 11th. We will also be taking two tables at the Irishman of the Year Breakfast on March 12th. This event is sponsored by the Erin Sports Association. On St. Patrick's Day we will have a table at the Annual St. Patrick's Lunch sponsored by the St. Patrick's Society.

For those of you who will not be able to attend our Christmas Reception, I would like to take this opportunity to wish you and yours a Happy Christmas and a Prosperous New Year.

Paul Loftus

New members join the Chamber

The Ireland-Canada Chamber of Commerce (Montreal) would like to welcome its newest members:

Yves Gignac	Jody Penhall
Georgia Johnston	Phyllis Sullivan
Jim Kellett	Aslin Unlusoy
Mary McDaid	

We look forward to seeing you all at our upcoming events

ICCC's European pub quiz

by Jonathan Sullivan

On October 7th, members and friends of the ICCC came to McKibbin's Irish Pub on Bishop Street to stimulate their brains and have some fun while meeting members of the Irish community. The 9th annual European Pub Quiz featured cranium-flexing questions from seasoned quizmaster Sean Murphy and his loyal assistant Steve, a.k.a. Igor.

Topics ranged from world trivia (what country produces the most potatoes?), culture (what is the well-known Hebrew word for 'mankind' or 'man'?), and of course, European trivia (what small European country has the most petty crime in proportion to its population?). The top four teams, who most likely correctly answered China, Adam, and The Vatican State, won great prizes and raised the bar for the rest of the competition. First-place team Consantóir – Irish for 'defenders' – won bottles of Bushmills Irish Whiskey donated by Diageo, and the aptly named second-place Eternal Bridesmaids won \$25 gift certificates to McKibbin's Irish pub donated by the pub itself. The third-place Galwegians earned a set of business ledgers, while the Feisty Faeries won classy business card holders, both

donated by the European delegation in Ottawa. Finally, the good times will undoubtedly continue for the former president of the St. Patrick Society, Alistair O'Hara, who was lucky enough to win a gift pass for two to Comedy Works on Bishop Street as a door prize.

A fun time was had by all who attended and everyone left a little bit smarter than when the evening began; I know I've been treating (or boring, depending on whom you ask) my wife and friends to the random knowledge accumulated over the last few years. If you haven't yet attended an ICCC quiz then clear your calendars on Thursday February 17th for our annual Irish Community



Photo: Jane Gibb

The Galwegians (l. to r.) Ian McWalter, Kailey White, Michelle Vahey and Paula O'Connor (with Sean Murphy and Jonathan Sullivan in rear)

Pub Quiz at Hurley's Irish Pub on Crescent Street! With the \$20 (\$25 for non-members) entry fee including pub food, a drink, and participation in the quiz, it's a great deal and the best way to spend a Thursday evening! See you in February!



ICCC thanks the following for contributing to this issue:

Tom Brady
Vivian Doyle-Kelly
Paul Dunne
Stephen Fogarty
Paula Molloy
Casey Ryan
Jonathan Sullivan

ICCC sponsors lecture: The Power of Social Media

by Casey Ryan

As a business, you no longer control your image. What people say about you through social media directly impacts how you and your business are perceived.

This was the central message brought home by guest speaker Gillian Pritchett on November 22 at McGill University's Desautels Faculty of Management. There was an excellent attendance for her presentation titled "The Power of Social Media."

The attendees were mostly people who had an appreciation for Social Media as a concept but limited exposure or practical experience. Ms. Pritchett was able to concisely outline what the most popular media were, why each of them was important, and how they could be most effectively used.

Though others were mentioned, the main focus of the discussion rested on the three most popular forms of Social Media: networking tools (Facebook), content sharing (YouTube) and micro-blogging (Twitter). Each served their own purpose and had their own distinct set of advantages. She was also clear to point out that as effective as these tools were, their true "power" lay in their ability to supplement – not replace – more traditional marketing efforts.

Perhaps the greatest lesson learned was that of the pervasiveness of these tools. Virtually every operational aspect of a business could be impacted in one form or another. Such solutions could be used to generate brand awareness and bolster

marketing and advertising efforts. Research could be conducted into where market trends were headed or what the latest innovations were. Human resources could find new talent or improve communication with existing employees. Corporate reputations could be monitored and controlled.

Social Media not only gives businesses much-needed positive exposure when things go well but also helps soften the impact when they don't. It is an interactive community - a self-sustaining support system in and of itself – and it's not just a common fad.

The lecture was sponsored by the Montreal Chapter of the Ireland-Canada Chamber of Commerce and coordinated by its treasurer, Vivian Doyle-Kelly. When asked about the event, Mr. Kelly said, "The session was designed to give people a good basic grounding and appreciation of a phenomenon which has changed the way that businesses have to interact with their customers and the market."

To that end, we are happy to report that the Montreal Chapter of the Ireland-Canada Chamber of Commerce has also made strides into this field. You can now follow us on **Twitter @ICCC_MTL** or join our LinkedIn group. A Facebook page will also be launched shortly.



Editorial

by Paul Loftus

So much has happened throughout the world since our last newsletter it's difficult to know where to start. A good place to start maybe right here in Canada. When we look at what's happening around us we can consider ourselves lucky to be in such a good economic position. With Australia, we are the only other major Western country that has not had to bail out our banks. As a former banker, I remember the bank being accused of not lending sufficient funds. People would say to get a loan from a bank in Canada you have to almost prove you don't need one. Well, our prudence has paid off. The controls on our banking system have prevented disasters that have occurred in so many other countries. It's unfortunate that the work control has become a nasty word in these days of empowerment. However, unless someone maintains ultimate control then chaos can reign. In my management seminars I continuously emphasise effective controls in business. If the word is too provocative I ask people to use "measure" or "monitor."

Let's now turn to the United Kingdom. The current coalition government has had to make some very difficult decisions but it has not shirked its responsibility. Like Ireland it has also had to bail out its banks. As the third largest military power in the world the UK has cut its defence budget by 8%. The other cuts have been draconian. People now realize that they and their government were living beyond their means. We have to respect such a government that puts the long term economic stability of the country ahead of its own political popularity.

cont. p.8

Editorial (cont.)

The major cuts in the public service will have a profound effect on Northern Ireland where the majority of workers are public servants. Estimates of layoff go as high as 30,000. Foreign direct investment (FDI) is now extremely important for Northern Ireland.

The Irish situation is very unfortunate. Most people think the government was too generous with the banks. The Irish taxpayers are being asked to pay the sacrifice when various bondholders throughout the world will continue to reap the benefits of their investments. The government's popularity is now at an all-time low of 17%. There will be a general election in January but this is not expected to make much of a difference. Unfortunately, people just have to accept their lot and pull together in the interests of the country. In the meantime, there is a strong foundation to the economy as you can see elsewhere in this newsletter and the link that was recently forwarded to you.

American and other foreign companies continue to prosper and exports are up in volume. I was recently informed by the Mayor of Ballina, my hometown in Ireland, Frances McAndrew, that the American company Hollister is expanding to hire 250 new employees. In these days of doom and gloom it's nice to hear some good news, particularly close to Christmas.



ICCC welcomes Ambassador (cont.)



Paul Loftus, Ambassador Bassett and Tom Brady enjoying their lunch

Ambassador after a lengthy and varied career with the Irish department of foreign affairs. This has included work in the Northern Ireland peace process.

After an enjoyable reception before lunch, which gave those in attendance the opportunity to meet the new Ambassador, Dr. Bassett gave a well received speech on the ties between Canada and Ireland and on the Irish government's plans for dealing with its current fiscal difficulties and those of the financial sector in Ireland.

Dr. Bassett's background in microbiology gives him a natural interest in some of the most flourishing sectors of the Montreal economy -- biotechnology and pharmaceuticals -- and the Chamber and its friends, who were out in force for the lunch, look forward to seeing the Ambassador in Montreal in the near future at the Chamber's annual Christmas reception to be held at the same location (the University Club) on December 9th.



Did you know that whenever you fly Air Canada you are sitting on fabric that is woven in Ireland? Yes, for the past five years, Botany Weaving Mills of Dublin has been supplying Canada's national airline with the material to cover the seats. And, another Irish company, BE Aerospace, located at Kilkeel in Northern Ireland, has been manufacturing these same seats for Air Canada for several years.

Long-time ICCC member, **Gary McKeown**, the Manager of Airbase Services in St. Laurent, has been instrumental in acquiring the Irish products for Air Canada.



***Ireland-Canada Chamber of Commerce
Chambre de Commerce Irlande-Canada***

Invites you and your friends to our

CHRISTMAS RECEPTION

***Thursday, December 9th 2010
5:30 to 8:00 p.m.***

UNIVERSITY CLUB
2047 Mansfield Street,
Montreal

Guest of Honour

**HIS EXCELLENCY RAY BASSETT
*Ambassador of Ireland to Canada***

***RSVP by December 8th 2010
Telephone (514) 845-0973 Fax: (514) 931-4143
E-mail: contact@icccmtl.com
Address: 705 Bourget St., Suite 105 Montreal H4C 2M6***

***Please be advised that no shows will be billed
Substitutions permitted
Admission: \$50.00 (members in advance), \$65.00 (non-members and members at door)
Hors d'oeuvres and Open Bar.
Musical entertainment and door prizes***

.....
.....

NAME: _____

COMPANY: _____

ADDRESS: _____

TEL: _____ **FAX:** _____

NUMBER OF RESERVATIONS: _____ **TOTAL:** _____

Upcoming Chamber Events

ICCC Christmas Reception

On Thursday, December 9th, from 5:30 p.m., the annual Christmas reception is returning to the warm and inviting environment of the University Club at 2047 Mansfield. In addition to hors d'œuvres and an open bar, there will be musical entertainment and door prizes. Admission is \$50.00 for members if paid in advance or \$65.00 at the door and for non-members. Please notify us by December 6th at contact@iccmntl.com or tel.: (514) 845-0973 if you are planning to attend.

ICCC Irish Community Pub Quiz

Ready for another challenge? ICCC will be hosting its very popular Irish Community Pub Quiz on Thursday, February 17th. The quiz will take place at Hurley's Pub, 1225 Crescent Street at 5:30 p.m. The price for this fun-filled evening is only \$20.00 for members and \$25.00 for guests. This includes a free drink, finger food and the chance to win one of the great prizes. Contact Jonathan Sullivan directly at (514) 967-3656 or at jsullivan@dojolingustique.com for more information or to register in advance. Get your team together and sign up soon.

"Craic agus Comhrá"

ICCC's "craics" have been taking place on the last Thursday of the month for over two years at the Irish Embassy Pub & Grill, 1234 Bishop Street. We encourage you to join us for a great chance to meet and network informally with other members of the Chamber, other European Chambers of Commerce and anyone who may be interested in the ICCC and its activities. These monthly gatherings are open to everyone, and are an opportunity to visit socially in a relaxed atmosphere.

*For further information on the above events,
please contact the Chamber office:*

Tel: (514) 845-0973 or by E-mail: contact@iccmntl.com



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www.ask-ireland.com

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www.chambers.ie