



Is it time you considered selling your **GIFT + HOME** **PRODUCTS** to the **CANADIAN MARKET?** We can help!

Join your fellow Made in Montana companies in the inaugural
Made in Montana Pavilion at the **Alberta Gift + Home Market,**
August 23-26, 2020, in Edmonton, Alberta.



Exporter Training

Don't know how to export? We can help! We will provide a series of exporter trainings to teach you the basics and get you ready for selling to the Canadian market.

Made in MT Pavilion

We buy the booth, furniture, lighting, carpet, etc., and you bring your tabletop displays. This is your chance to try out this show and the Canadian market with very little cost or risk.

Export Support

After the show, we can provide you with support for answering your Canadian export questions like, "what's the best way to ship?" or "how much will the taxes and duties be?"

Who We Are

As a partnership between the Montana Department of Commerce's Made in Montana and ExportMontana teams, we help Montana companies to access new markets to diversify and strengthen the state's economy.

Contact Us

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What exporter trainings are offered?

We know selling outside the USA can be a daunting prospect for a small company. Whether you think it's too hard, are intimidated by the rules and paperwork associated with crossing a border, or have never considered the idea before, we can help.

Riddle of the Exporter

May 12, Billings | May 14, Kalispell

The first training, called Riddle of the Exporter is a 1-day training that covers the 8 basic steps for exporting, including Getting Started, Market Entry, Legal, Compliance, Transportation, and Payments and Finance.

We hosted the Riddle in 2018 in Bozeman and Missoula and post-event surveys showed that the companies enjoyed with the training, indicating that it made them feel confident to tackle exporting for the first time or to expand into new international markets. We believe this will work for you, too.

Canadian Market Entry Strategies

June 23 Webinar

The second training will be a Canadian Market Entry Strategies webinar in which fellow Montana companies will talk about their best practices for exporting to Canada. Whether it's through a distributor, selling direct to retailers, or using Amazon fulfillment, you will hear the full spectrum of options to consider.

Why the Alberta Gift + Home Market?

Some fast facts about the market and the show:

- The Canadian giftware market topped \$10 billion in 2019.
- The show is Western Canada's premier home and lifestyle trade show, open only for wholesale buyers, featuring more than 600 exhibitors and 6,000 retail buyers.
- The show has a wide variety of exhibitors, including décor, gourmet foods, gifts, and fashion.



What is a Made in Montana Pavilion?

We organize and pay for everything: the booth, furniture, lighting, carpet, etc., and all you must do is bring your tabletop displays. This means **you get to focus on doing business at the show and following up on your connections**. We will also have staff on-site to help you with anything you need during the show.

What does the grant pay for?

Since we'll be paying for the booth expenses, your participation costs should be very low. The travel stipend provides reimbursement for up to \$2,000 of 1 person's travel expenses (hotel, airfare/mileage). We anticipate that total travel expenses per person will be approx. \$1,200, so with the up to \$2000 reimbursement, **total out of pocket could be \$0!**

How do I sign up?

Send the application to ExportMontana by April 17. We will jury

applications and select 8 exhibitors to join us, then we can begin the work to get you ready to go, including participating in the trainings. We look forward to working with you to enter or expand in the Canadian Market!

Made in MT Pavilion in France, Nov 2019

