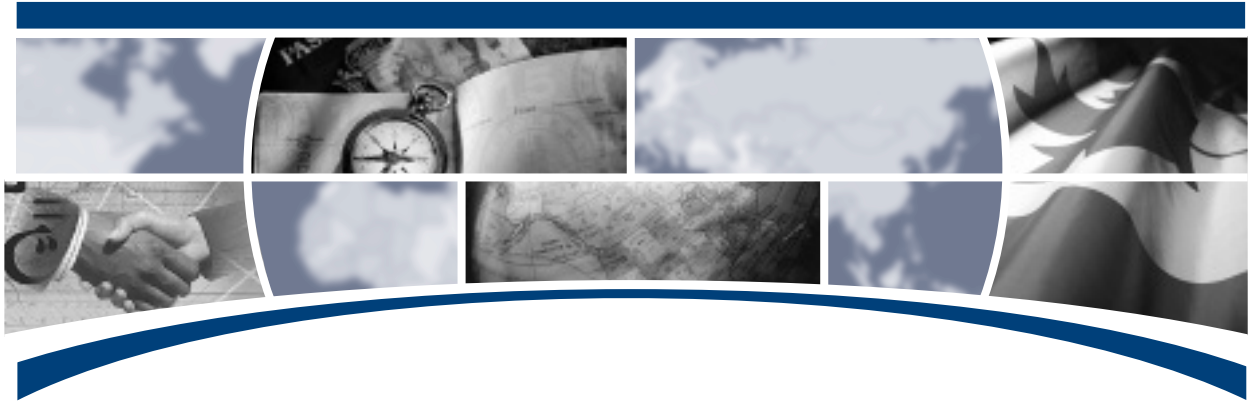




# CanadaExport

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February 1, 2005



## Canadian companies rally to help tsunami victims

As soon as international charitable organizations launched their appeal for donations to help the survivors of the disaster that hit South and Southeast Asia and East Africa, Canadians mobilized in great numbers.

In addition to the Government of Canada, which has pledged \$425 million in aid over five years, financial assistance has not only grown through private donations but also because of the ongoing action of companies and local communities.

Canada's major humanitarian organizations received more than \$125 million in donations, with the Canadian Red Cross alone collecting nearly \$88 million in just over a week.

Doctors Without Borders, which has received \$5 million, and UNICEF (\$8.5 million) talk of the extraordinary generosity of Canadians.

For their part, many Canadian companies have come forward to help the victims of the tsunami. The world's leading fertilizer producer, Potash Corp of Saskatchewan Inc., announced it would donate some \$1.2 million. Brampton, Ontario-based Nortel Networks and its employees have provided more than \$1 million in assistance. Mining company Inco and its Indonesian subsidiary, PT International Nickel Indonesia, have provided \$540,000, and Telus, Canada's second-largest telephone service provider, donated \$500,000. Canadian Tire, Home



Canadians are getting on-board: An Air Canada A340 headed for Jakarta is filled with much-needed supplies.

Photo credit: Air Canada

Hardware, the Hudson's Bay Company and Business Depot have each pledged \$250,000.

RBC Financial Group will donate up to \$250,000 to the Red Cross, matching all donations up to a total of \$100,000 made at its branches by employees and clients. It will also give \$50,000 to help immigrants from tsunami-affected regions who will settle in Canada. The TD Bank Financial Group has announced it will contribute \$250,000 to the Red Cross and UNICEF. Manulife Financial, which has nearly 120 employees and agents in Indonesia's Aceh province alone, will donate \$200,000, as will the CIBC. Scotia Bank will give \$175,000, Shell Canada will donate \$100,000 and the National Bank \$75,000. (All private sector figures are based on donations received as of January 7, 2005)

*continued on page 4 — Canadian companies help*

# Hong Kong now open to Canadian beef

Agriculture and Agri-Food Canada, the Canadian Consulate General in Hong Kong, the Alberta government and the Canada Beef Export Federation in Hong Kong recently organized a "Taste Canadian Beef" business reception last December to celebrate the return of Canadian boneless beef to Hong Kong after 18 months of market closure.

Some 150 business partners enjoyed premium grain-fed beef from the first shipment of Canadian beef exported to Hong Kong since the market opened. The event sparked great interest among participating guests, including beef trade partners, key hotels, fast food chains and supermarket outlets.

## Campaign has begun

A campaign to invigorate the market for Canadian beef in Hong Kong has

already been initiated by the Canadian Consulate General in Hong Kong, along with the Alberta government and the Canadian Beef Export Federation.

All premium beef retailers in Hong Kong promoted Canadian beef during the holiday period. Hong Kong's largest steakhouse chain, a loyal customer of U.S. beef, also began serving chilled Canadian beef over Christmas. While other hotel and restaurant promotions were held in January, more aggressive

marketing activities will be arranged in coming months.

In just a short period, Hong Kong meat buyers have already bought more than 300 tons of frozen Canadian beef and more than 15 air containers of chilled Canadian beef. Hong Kong importers are expecting more Canadian beef plants to export their boneless items in the near future.

**For more information**, contact Kitty Ko, Trade Commissioner, Canadian Consulate General in Hong Kong, tel.: (011-852) 2847-7414, fax: (011-852) 2847-7441, e-mail: kitty.ko@international.gc.ca, Web site: www.hongkong.gc.ca. 🌟

## Canada to host ASEAN forum

**TORONTO** — May 2-3, 2005 — To strengthen Canada's increasingly important trade and investment ties with Southeast Asia, Foreign Affairs Canada (FAC) and International Trade Canada (ITCan) will host a major business forum featuring networking opportunities, workshops and an analysis of trade and investment trends in the region.

Canada-ASEAN 2005 (www.eventsbypinnacle.com/canada-asean), held concurrently with the business forum, will also coincide with the first Canada-ASEAN Senior Economic Officials' Meeting (www.aseansec.org/home.htm). This two-day conference is expected to attract over 300 participants, including ASEAN government and industry decision-makers, Canadian business leaders and senior trade commissioners from Southeast Asia.

Events will include sector workshops and roundtables aimed at informing companies about the opportunities and resources available in this burgeoning market. Participants may also wish to take part in one-on-one meetings with potential ASEAN business partners

and trade commissioners with on-the-ground knowledge.

In addition, FAC and ITCan will share the findings of a major study by the Asia Pacific Foundation of Canada (www.asiapacific.ca) on trade and investment trends in the region and the impacts of Asian economic integration.

The business forum and the Canada-ASEAN Senior Economic Officials' Meeting will reflect Canada's significant interests in Southeast Asia. Despite the recent tsunami tragedy, it should not be forgotten that the region's vibrant economies represent an important trading partner for Canada, with annual two-way trade of \$10 billion. The region remains a destination of choice for Canadian investors, with Canadian foreign direct investment there valued at some \$11 billion, exceeding Canadian investment in Japan, mainland China and India combined in 2003.

**For more information**, contact Vivien Escott, ITCan, e-mail: vivien.escott@international.gc.ca, or Rachel Lindsey, ITCan, e-mail: rachel.lindsey@international.gc.ca. 🌟

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# Tips for doing business in Nigeria

Nigeria holds a wealth of opportunity for the experienced exporter. With a population estimated at some 130 million and as OPEC's fifth-largest oil producer, Nigeria has the potential to become a huge market for Canadian companies.

The most visible sector, and the one that most people think of, is the oil and gas sector. Nigeria currently produces about 2.9 million barrels per day and is looking to increase this to 4 million both through offshore exploration and onshore development of existing fields.

Nigeria is also developing its natural gas reserves, currently estimated at 159 trillion cubic feet, making it one of the top ten endowments in the world. Canadian companies currently export a large amount of oil-related equipment and services and exporting opportunities in that sector are expected to increase in the future.

Telecommunications equipment, however, is actually Canada's largest value-added export to Nigeria, and with good reason. The country is going through a boom in wireless telephony. In 1999, there were only 35,000 cell phone lines; that has increased to over 4 million lines today, and the industry expects this to reach 15 to 20 million over the next five years. Since the introduction of pre-paid phone cards, a huge portion of the population can access telecommunications services. Nigeria is one of the fastest growing markets in the world, and service providers have not been able to keep up with demand. Nigerians are buying billions of dollars worth of equipment and Canadian companies stand to benefit.

On the political side, ever since the return of democracy to Nigeria in 1999, Canada and Nigeria have had a strong and warm relationship. Nigerian companies are always looking to see more participation by Canadian companies in their economy, and this goodwill can be a definite advantage.



*Zuma Rock just outside Abuja, Nigeria's capital since 1991*

Unfortunately, Nigeria suffers from its reputation beyond its borders. A relatively small group of people has managed—mostly through fraudulent e-mail schemes of varying degrees of sophistication—to eclipse the large legitimate business community that exists in Nigeria. The challenge for Canadian companies is to determine which business leads are legitimate, and which leads are not. Here are some tips for success in the Nigerian market:

- Make sure you do your due diligence. Get letters of incorporation, bank statements, references and verify their authenticity. Nigerian companies recognize the reputation their country has, and they generally will go out of their way to prove their bona fides.
- Ask your contact to register with the Commercial Section of the Canadian Deputy High Commission in Lagos ([lagos-td@international.gc.ca](mailto:lagos-td@international.gc.ca)). Registration involves a credit check performed by a third party, the cost of which is borne by the applicant. The information is then forwarded to you by the Deputy High Commission to help you in your due diligence.

Insistence on registering is usually enough to discourage most scam perpetrators from pursuing you or your company.

- If a deal seems too good to be true, it probably is.
- Only accept payment by irrevocable letter of credit drawn on a financial institution that you trust. Never accept credit cards or cheques.
- Do not send any money or product samples and do not disclose any personal or banking information. Refrain from sending letters of invitation to visit Canada until a business relationship has been established.

Although doing business in Nigeria can seem daunting—it is a high-risk market—it is also a high-return market that pays well above average dividends to those who do their research and use common sense.

After all, many Canadian firms have been very successful in Nigeria.

**For more information**, contact the the Deputy High Commission in Lagos, e-mail: [lagos-td@international.gc.ca](mailto:lagos-td@international.gc.ca). 🌟

# Finland: Your partner in the Russian market

Has your company considered Finland as a launching pad for entering the burgeoning Russian market? Because partnering with a Finnish company can substantially increase your chance of success in Russia. A Finnish partner can offer knowledge of the market, existing contacts, experience and reliability.

Finland has been trading with Russia for decades and has built a wealth of expertise. In 2003, Russia was Finland's fifth-largest export market, and in the first half of 2004 Russia moved up to third. Bilateral trade is expected to grow by 20% in 2004, and economic experts predict that Russia will be Finland's number one trading partner in a few years.

## A reliable partner

For several years now, Finland has been ranked as the most competitive country by the World Economic Forum and as the least corrupt country in the world in 2004 by Transparency International. What Finland can do for Canadian companies is provide reliable services and decrease the risks associated with Russian political instability, bureaucracy and uncertainty about laws and rules.

The Finns are particularly strong in logistics services. For example, it is the only western European country that has the same rail gauge as Russia, making it possible to ship goods without time consuming off-loading.

Construction, oil and energy, wood processing, packaging, telecommunications, food, technology transfers and environmental industries are important to the Russian economy, and Canadians and Finns can combine their expertise to capitalize on these opportunities.

The European Union is Russia's biggest trading partner and recognizes that the Finnish-Russian trading

relationship runs deep and that cross-border cooperation is well established. Of course, as a member country, Finland can provide a link for Russia to EU projects and funding.

Finns also play an active role in the EU's Northern Dimension cross-border policy, which covers the Baltic and Arctic Seas and northwest Russia. Areas for cooperation include the environment, nuclear safety, energy, infrastructure, justice and social development. An example of a Finnish partnership is the water purification plant in St. Petersburg, a project that involved Finnish and Swedish contractors and several international credit institutions.

## Finnish support

The Finnish export organization Finpro has a specialized program for enhancing cooperation with Russia and the Baltic states called the New Northern Europe Program (NNE). It focuses on

northwest Russia with St. Petersburg, Novgorod, Murmansk, Archangelsk, Tver and all the way to Moscow. Within the NNE, the "Business Boulevard" was established to create a platform for networking and cooperation between Finnish and other western and Russian companies. This program is yet another example of how Finns have demonstrated that they have the know-how do to business in Russia.

**For more information** on the Russian market, contact Hector Cowan, Consul General, Canadian Consulate General in St. Petersburg, e-mail: spurg@international.gc.ca, or John Kur, Senior Trade Commissioner, Canadian Embassy in Moscow, e-mail: mosco-td@international.gc.ca.

For more information on the Finnish market, contact Andrée Cooligan, Senior Trade Commissioner, Canadian Embassy in Helsinki, e-mail: andree.cooligan@international.gc.ca.

To receive information automatically on the Finnish and Russian markets, register for your own Virtual Trade Commissioner at [www.infoexport.gc.ca](http://www.infoexport.gc.ca). ❄

## Canadian companies help — from page 1

Air Canada, Apotex, DuPont, Canus Goat's Milk, Please Mum, Rhoxal Pharma and Swiss Medica have also provided goods and services worth several million dollars to World Vision. Air Canada has provided a number of flights to ship relief aid (medicine, water purification equipment, non-perishable goods, clothing and housing material) to devastated regions in Indonesia. Zenon Environmental Inc., which earns over 10% of its profits in Asia, has sent water treatment systems to tsunami victims in India and Sri Lanka through the assistance of Eureka Forbes and World Vision to support relief efforts in Asia.

Canadian companies have responded quickly and generously in the immediate aftermath of this crisis. Canadian companies are encouraged to continue to make financial contributions to experienced international organizations and NGOs.

**For more information**, including a list of NGOs and international organizations, go to the CIDA Web site at [www.acdi-cida.gc.ca](http://www.acdi-cida.gc.ca), or call 1-800-230-6349 or (613) 997-5456.

Canadian equipment and service providers interested in supplying the reconstruction effort should contact Leigh Wolfrom, International Financing Division, International Trade Canada, tel.: (613) 992-0747, e-mail: [leigh.wolfrom@international.gc.ca](mailto:leigh.wolfrom@international.gc.ca). ❄

# Canadian Aboriginal businesses welcomed in Washington

The World Bank and the Inter-American Development Bank recently invited 12 Canadian Aboriginal businesspeople from British Columbia, Alberta, Saskatchewan and Ontario to Washington for a two-day seminar series entitled "Indigenous Peoples and Sustainable Development." The staff at these two international financial institutions (IFIs) learned a lot about Canadian Aboriginal expertise in the natural resource, high-technology and cultural tourism sectors—knowledge these IFIs can apply to Aboriginal business projects in the Americas.

When the delegation arrived in Washington, the Office of Liaison with International Financial Institutions ([www.international.gc.ca/ifiwashington](http://www.international.gc.ca/ifiwashington)) at the Canadian Embassy in Washington and the Canadian Executive Directors' offices at the banks provided an overview of their key responsibilities and advised how Canadian firms can pursue market opportunities supported by the IFIs. In addition to the invited delegation, other Canadian companies with experience building relations between Canadian and Latin American indigenous groups through IFI projects participated in the mission as well.

In return for sharing their experiences and success stories, the banks provided participants with an overview of their indigenous policies, programs and contracting processes. A third session, organized by Georgetown University, provided delegates with an overview of the social, economic, political and cultural realities of indigenous people in Latin America.

During the seminar panel presentations, Quebec-based **Turtle Technologies Inc.** ([www.turtletech.ca](http://www.turtletech.ca)) emphasized the role of high-technology in the economic, social, political and



Charles Bassett (left), Canadian Executive Director for the Inter-American Development Bank, and Joe Norton, Chairman of Mohawk Internet Technologies, in conversation at the "Indigenous Peoples and Sustainable Development" seminar.

cultural development of Aboriginal communities. The company displayed its three-dimensional Web technology which it is developing in partnership with Ottawa-based **iSite Technologies** ([www.isitecorp.com](http://www.isitecorp.com)).

The Alberta Chamber of Resources ([www.acr-alberta.com](http://www.acr-alberta.com)) along with **EnCana** ([www.encana.com](http://www.encana.com)) and **Doug Golosky** ([www.goloskygroup.com](http://www.goloskygroup.com)) shared their story on how the Chamber and its members have worked with Aboriginal communities and entrepreneurs in the natural resource sectors.

Saskatoon's **Cameco Corporation** ([www.cameco.com](http://www.cameco.com)), a nuclear energy company, and Chief Harry Cook of **Kitsaki Management Ltd.** ([www.kitsaki.co](http://www.kitsaki.co)) of the Lac La Ronge Indian Band in Saskatchewan, shared details of their long-standing corporate and community relations. Cameco has a special relationship with Aboriginal people that it has developed over the 30 years it has been in operation.

Alberta's **Keyano Pimee Exploration Company Ltd.** told the story of its project with the indigenous people of Ecuador, and Beverly O'Neil from **Designing**

**Nations** ([www.designingnations.com](http://www.designingnations.com)) presented an overview of Aboriginal tourism development in B.C. and how this experience might be relevant to the development of similar tourism projects in indigenous communities in the Americas.

## Looking to the future

The Canadian participants expressed interest in setting up a mentoring program for other interested indigenous companies and organizations from other countries. They also agreed to participate in video conferences by the Global Development Learning Network, a partnership of distance learning centres for sustainable development and poverty reduction.

The delegation will also explore the possibility of individually developing and implementing projects with IFIs and in partnership with Canadian companies that have experience in delivering World Bank and Inter-American Development Bank contracts.

**For more information**, contact Rosi Niedermayer, International Trade Canada, e-mail: [rosi.niedermayer@international.gc.ca](mailto:rosi.niedermayer@international.gc.ca), or Patrick Brennan, Foreign Affairs Canada, e-mail: [patrick.brennan@international.gc.ca](mailto:patrick.brennan@international.gc.ca). 🌟



# VIRTUAL TRADE COMMISSIONER

## PERSONALIZED INFORMATION AND SERVICES

The Virtual Trade Commissioner puts a world of resources at your fingertips – literally! Password-protected, private and secure, the Virtual Trade Commissioner creates an on-line workspace for you to identify and investigate trade prospects in your industry sector and target markets. Take advantage of personalized services from Canada's trade commissioners all over the globe.

### Virtual Trade Commissioner adds trade finance access to its powerful toolkit

Export Development Canada has joined forces with the Canadian Trade Commissioner Service to expand the toolkit of the Virtual Trade Commissioner for Canadian exporters. In addition to the Virtual Trade Commissioner's customized market and business information, the site will have a section devoted to EDC's trade finance and risk management services.

"Canadian exporters who use this site can gain immediate access to trade finance services that are relevant to their particular international deal, whether that means doing a credit check on a potential foreign buyer, or getting a quick quote on credit insurance for a single transaction or multiple exports," says Suzanne Morris, EDC's Vice-President of Small Business Services.

"This service is especially useful for small and medium-sized exporters," says Morris. "They can use the site, on their own schedule, to get international trade information straight from Canada's representatives located right in the markets that they're interested in."

Just as registered businesses can request services on-line directly from a trade commissioner abroad, they will have a direct link to an EDC specialist who can answer questions about EDC's insurance, bonding and guarantees and financing services. Virtual Trade Commissioner users also get access to special on-line services such as EXPORT Check, to order financial profiles on potential foreign customers, and EXPORT Protect, to insure a single export transaction against the risk of non-payment.

"The needs of Canadian exporters vary from deal to deal and country to country. By offering access to EDC services through the Virtual Trade Commissioner, we believe that more companies will learn how EDC can improve their chances of international success and profitability," says Morris.

*EDC provides trade finance and risk management services to Canadian exporters and investors in up to 200 markets. Founded in 1944, EDC is a Crown corporation that operates on commercial principles.*

### Use your Virtual Trade Commissioner for real-time results

Need to check a potential buyer in an export market before you close the deal? Do you want to insure a single export transaction against 90% of losses if the foreign buyer doesn't pay? Well, now these services are easily available through the Virtual Trade Commissioner.

For a modest fee—starting at \$60—EXPORT Check enables a company to quickly check the credit profile and financial health of potential foreign customers. EDC links you to a database of more than 15 million companies in the U.S. and 24 other key Canadian export markets.

Companies that are looking for a higher level of protection can turn to EXPORT Protect. This accounts receivable insurance for a single transaction can be arranged quickly and securely on-line. EDC recently reduced the pricing for this service to a flat fee of 1.5% of a transaction's value.

Whether you insure a single deal or all of your exports, you can now access all of EDC's insurance and trade finance services through the Virtual Trade Commissioner. EDC's specialists can direct you to the right export service at the right time and in the right context—whether you are looking for peace of mind or access to more working capital.



THE CANADIAN  
TRADE COMMISSIONER  
SERVICE

For more information on the  
Virtual Trade Commissioner, visit:

[www.infoexport.gc.ca](http://www.infoexport.gc.ca)

## Iran agri-food show biggest in Middle East

**TEHRAN, IRAN** — May 29-June 1, 2005 — The Canadian Embassy in Tehran, in partnership with Agriculture and Agri-Food Canada (AAFC), invites Canadian exporters to participate in the Canadian pavilion at **Iran Agrofood 2005**, an international food, food technology and agricultural trade fair.

Last year, with 422 exhibitors from 25 countries (over 50% were foreign participants) and over 50,000 visitors, Iran Agrofood established itself as the Middle East's largest international trade fair in the agriculture and agri-food sector.

### Access is key

Iran's 70 million people, and its access to the 300 million people in the Gulf region, the Community of Independent States countries and Turkey, Iraq and

Afghanistan, makes it an important market for agri-food products, agriculture machinery and food packaging equipment. Last year, Iran's imports of agricultural products reached \$3.2 billion while the country's exports were valued at \$1.6 billion.

This show is an ideal venue for Canadian companies to get a feel for business opportunities there and to market themselves to a large and diverse audience. For those companies already active in Iran, the show is an excellent way to enhance existing relationships.

**For more information**, contact Azar Zanganeh, Trade Commissioner, Canadian Embassy in Tehran, e-mail: [azar.zanganeh@international.gc.ca](mailto:azar.zanganeh@international.gc.ca), Web site: [www.iranagrofood.com](http://www.iranagrofood.com). 🌟

## Work it at B.C. Fashion Week

**VANCOUVER** — April 10-15, 2005 — Through a diverse, professional and high-quality series of fashion shows and supporting activities, **B.C. Fashion Week Fall/Winter 2005** will put the spotlight on Canadian and international design while facilitating the business of fashion.

B.C. Fashion Week will bring together individuals and organizations that play a vital role in the fashion industry to showcase their upcoming collections to retailers, buying houses, distributors, wholesalers, agents, potential franchisees, the media and individual buyers.

The event will showcase two types of collections: ready-to-wear and diffusion, which is somewhere between ready-to-wear and couture. The objective of this international event will be to draw industry representatives from around the world and create business relationships between designers and buyers. After all, Vancouver offers access to one of the busiest ports in North America, with access to the entire Pan-Pacific region.

**For more information**, contact B.C. Fashion Week, e-mail: [info@bcfashionweek.com](mailto:info@bcfashionweek.com), Web site: [www.bcfashionweek.com](http://www.bcfashionweek.com). 🌟

## Nigeria hosts oil and gas fair

**ABUJA, NIGERIA** — April 18-20, 2005 — The **Nigeria Oil & Gas Exhibition & Conference** has become one of the largest international energy shows in that country.

Hydrocarbons have played a leading role in Nigeria's socio-economic development over the past 50 years. Responsible for more than 95% of Nigeria's foreign exchange earnings, oil revenues have facilitated the development of the country's infrastructure and other industries.

The first Nigeria Oil & Gas Exhibition & Conference attracted more than 2,000 visitors, 380 conference delegates and 62 exhibiting companies. **For more information**, go to [www.nog2005.com](http://www.nog2005.com). 🌟

## Asian defence show attracts the world

**SINGAPORE** — May 17-20, 2005 — **IMDEX Asia 2005** is the Asia Pacific's premier maritime defence show and includes an exhibition, seminars, visiting warships and delegations from around the world.

The Asia-Pacific region is forecast to be the only place where new warship construction will expand in the current decade, mainly due to strong acquisition programs in South Korea, Japan,

China and India. Spending there is expected to double to \$16.8 billion annually by 2009.

Last year's edition attracted 42 naval delegations, more than 6,200 trade visitors from 48 countries and 200 exhibitors, including nine from Canada.

As in previous years, Singapore's navy will organize the Naval Platform Technology Seminar ([www.mindef.gov.sg/navy/npts](http://www.mindef.gov.sg/navy/npts)) to coincide with the

show. This seminar attracts an international audience of senior naval officers and professionals from defence-related industries, R&D institutions and universities.

**For more information**, contact Roger Marriott, IMDEX Asia Ltd., e-mail: [rogermarriott@imdexasia.com](mailto:rogermarriott@imdexasia.com), or Ranjan Banerjee, International Trade Canada, e-mail: [ranjan.banerjee@international.gc.ca](mailto:ranjan.banerjee@international.gc.ca), Web site: [www.imdexasia.com](http://www.imdexasia.com). 🌟

**AGRICULTURE & AGRI-FOOD**

**NEW ORLEANS, LOUISIANA** — May 25-29, 2005 — The 14th annual **New Orleans Wine Food Experience** features some 800 wines from around the world and culinary creations from over 100 of the city's finest restaurants. **For more information**, contact the Canadian Consulate General in Dallas, tel.: (214) 922-9806, fax: (214) 922-9815, e-mail: dalas-td@international.gc.ca, Web site: www.nowfe.com.

**TAIPEI, TAIWAN** — June 16-19, 2005 — **Food Taipei 2005** is Taiwan's largest food show with over 54,000 visitors and 17 national pavilions, including a Canadian pavilion supported by Agriculture and Agri-Food Canada. **For more information**, go to www.taipeitradeshows.com.tw/food.

**MELBOURNE AND SYDNEY, AUSTRALIA** — June 17-19 and July 1-3, 2005 — Attend the **Good Food & Wine Show** and discover a variety of gourmet delights, newly released wines, boutique beers and the latest trends in cooking appliances and kitchenware. **For more information**, contact Sarah Powles, Canadian High Commission in Canberra, tel.: (011-61-2) 6270-4000, fax: (011-61-2) 6270-4069, e-mail: sarah.powles@international.gc.ca.

**AGRICULTURAL TECHNOLOGY & EQUIPMENT**

**SANTIAGO, CHILE** — May 5-7, 2005 — **Exporiego 2005** is an international irrigation fair and features new technologies, equipment, services, goods and supplies in this sector. **For more information**, contact Exhibits S.A., tel.: (011-56-2) 333-8511, fax: (011-56-2) 333-8510, e-mail: evogel@exhibits.cl, Web site: www.exhibits.cl.

**HAMILTON, NEW ZEALAND** — June 15-18, 2005 — **Fielddays 2005** is the largest agricultural trade fair in the southern hemisphere and attracts some 1,000 exhibitors and over 115,000 visitors. In fact, exhibitor sales during last year's event reached record levels, with \$131.5 million reported during the event, up 60% from 2003. **For more information**, go to www.fielddays.co.nz.

**BIO-INDUSTRIES**

**MUNICH, GERMANY** — April 5-7, 2005 — **BioAnalytica** is the premier trade fair and conference for the bio-analysis,

bio-industry and life-science sectors. **For more information**, contact the Canadian Consulate in Munich, tel.: (011-49-89) 2199-570, fax: (011-49-89) 2199-57-57, e-mail: munic@international.gc.ca, Web site: www.analytica.de.

**BUILDING PRODUCTS**

**DOHA, QATAR** — September 18-21, 2005 — **Project Qatar 2005** is an international exhibition for construction technology, building materials, equipment and environmental technology. **For more information**, go to www.projectqatar.com, or contact the Canadian Embassy in Kuwait, tel.: (011-965) 256-3025, fax: (011-965) 256-4167, e-mail: kwait-td@international.gc.ca, Web site: www.infoexport.gc.ca/kw.

**ICT**

**LAGOS, NIGERIA** — May 2005 — **Computer Technology and Office Equipment 2004** is Nigeria's most important information and communications technology trade event. In addition to the trade show, this annual five-day event features seminars, round tables and presentations by sector stakeholders. **For more information**, contact Josephine Branco, Canadian Deputy High Commission in Lagos, tel.: (011-234-1) 262-2512, e-mail: josephine.branco@international.gc.ca, Web site: www.infoexport.gc.ca/ng.

**MULTI-SECTOR**

**CAIRO, EGYPT** — April 25-28, 2005 — The **North Africa International Trade Exhibition** is Egypt's premier international multi-sector expo attracting exhibitors from 25 countries. The event will feature a wide range of sectors, from building and construction and medical industries to IT, industrial products and oil and gas. **For more information**, go to www.arexpo.com.

**PLASTICS**

**SANTIAGO, CHILE** — May 25-27, 2005 — **Chileplast 2005** is an international exhibition for the plastics industry that brings together companies from across Chile, Latin America and the world. **For more information**, contact Exhibits S.A., tel.: (011-56-2) 333-8511, fax: (011-56-2) 333-8510, e-mail: evogel@exhibits.cl, Web site: www.exhibits.cl. 🌟

**Enquiries Service**

International Trade Canada's and Foreign Affairs Canada's Enquiries Service provides counselling, publications and referral services to Canadian exporters.

Trade-related information can be obtained by calling **1-800-267-8376** (Ottawa region: **(613) 944-4000**), by fax at **(613) 996-9709**, or Web site at **www.international.gc.ca**.

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