



Netherlands, United Kingdom and Italy

Team Canada trade mission to Europe

In this issue

- 2 CCC: A new airport for Quito, Ecuador
- 3 Meet your trade commissioners
- 4 Trade mission going to Bulgaria and Turkey
- 5 Fukuoka, Japan a gift of a city
- China offers a strong ICT market
- 6 Canada Export Awards deadline
- 8 Trade fairs and missions
- Natural resources mission to India a success

P rime Minister Jean Chrétien will lead a **Team Canada trade mission** to the **Netherlands**, the **United Kingdom (U.K.)** and **Italy** from **March 25 to April 4, 2003**. The Prime Minister will be joined by International Trade Minister Pierre Pettigrew, provincial premiers, territorial leaders and business executives from across Canada. They will travel to The Hague, Amsterdam, London, Rome and Milan.



"The Netherlands, the U.K. and Italy are among Canada's most important

trade, investment and science and technology partners in the world," said the Prime Minister.

The upcoming trade, investment and science and technology mission will focus on further promoting these activities—through networking sessions, seminars and workshops in all three destinations—in a number of areas, including: aerospace, agri-food, construction and building products, culture, education, environment, health, information and communications technology, life sciences and sustainable energy.

continued on page 7 — Team Canada

Vol. 21, No. 2
February 3, 2003

Supplement
**TURKEY – EXPANDING MARKETS
AND OPPORTUNITIES**
(see insert)

Americas Food and Beverage Trade Show

Canada a big hit in Miami

The **5th Annual Americas Food and Beverage Trade Show** held in Miami last December was the perfect venue for over 60 Canadian companies to exhibit their products to potential clients from throughout the southeast U.S. and more than 30 countries from Latin America and the Caribbean.

Miami a Gateway

The importance of Miami as the gateway to the Caribbean and Latin America was underscored by the record number of buyers attending from throughout the region, even at a time when their local economies are facing difficult times.

continued on page 6 — Americas

CCC a facilitator

New airport for Quito

As a Crown Corporation mandated to facilitate international trade, particularly in government markets, the **Canadian Commercial Corporation (CCC)** has helped thousands of companies from across Canada close export deals worth more than \$30 billion and facilitated sales to foreign governments in more than 100 countries. The construction of a new airport in Quito, Ecuador is a project CCC is currently involved in.

The Mariscal Sucre Airport in Quito was originally built in the valley at one

end of the city to be used by propeller aircraft, which had to avoid the surrounding mountains. As the city expanded and grew around the airport, the facility became more difficult for the newer, larger jet aircraft. Due to lack of land required for expansion, plans were developed for a new facility to be built approximately 18 kilometers outside the city.

To expedite development of the new airport and to follow a fair and transparent procurement process, Corporacion Aeropuerto Y Zona Franca del Distrito Metropolitano de Quito (CORPAQ)—the entity authorized by the Municipality of Quito to build, manage and maintain the new airport—entered into a “Swiss Challenge Agreement”, with CCC acting on behalf of a Canadian consortium consisting of **Aecon Group Inc.**, **Marshall Macklin Monaghan** and **Airport Development Corporation (ADC)**.

This agreement required CCC to submit a proposal for the design, engineering, construction and operation of the airport, which would be used as the baseline against which other offers would be compared. Ultimately, CCC and the Canadian consortium were granted the construction and concession rights to the airport and invited to negotiate the respective agreements.

The Canadian consortium, led by Aecon, had originally approached CCC in 2000 to assist them with the project and take the lead as prime contractor on this deal because of CCC’s experience and expertise in export contracting and transactions with foreign governments. The group believed their offer would be strengthened if the construction contract would be executed on a government-to-government basis.

Put the
power of
Canada
behind
your export sales



The **Canadian Commercial Corporation (CCC)** is a Crown corporation mandated to facilitate international trade, particularly in government markets. Acting as a prime contractor, CCC signs export contracts which provide access to markets for exporters and a government-backed performance guarantee for buyers. CCC also assists exporters to increase their pre-shipment working capital from commercial sources, and offers its international contracting expertise on a fee-for-service basis. When it comes to exports, CCC means credibility, confidence, and contracts.

For more information, contact CCC, tel.: **(613) 996-0034**, toll-free in Canada: **1-800-748-8191**, Web site: **www.ccc.ca**

Technical and commercial discussions followed the award of the tender and, in September 2002, CCC and CORPAQ signed a full set of agreements that allow for CCC to act as the prime contractor on the construction of the new airport and a Canadian-led consortium called Quiport to operate the airport’s post-construction. CCC will subcontract 100% of the construction to Aecon.

Quiport is also responsible for raising project financing—a task in which CCC is not involved. In addition to other financiers, the Overseas Private Investment Corporation (OPIC) of the United States has already expressed interest in financing US\$200 million for this project.

Final Canadian government approval is pending, and a number of conditions—precedent to the start of this project—includes the completion of a satisfactory environmental assessment

continued on page 6 — Quito

Editor-in-Chief:

Suzanne Lalonde-Gaëtan

Managing Editor: **Louis Kovacs**

Editor: **Michael Mancini**

Layout: **Yen Le**

Circulation: **60,000**

Telephone: **(613) 992-7114**

Fax: **(613) 992-5791**

E-mail: **canad.export@dfait-maeci.gc.ca**

Web site:

www.infoexport.gc.ca/canadexport

Extracts from this publication may be reproduced for individual use without permission, provided the source is fully acknowledged. However, reproduction of this publication in whole or in part for purposes of resale or redistribution requires written permission from *CanadExport*.

CanadExport is published twice monthly, in English and French, by the Department of Foreign Affairs and International Trade (DFAIT), Communications Services Division.

CanadExport is available in Canada to interested exporters and business-oriented people. For a print subscription, call **(613) 992-7114**. For an e-mail subscription, check the *CanadExport* Web site above.

For address changes and cancellations, simply send your mailing label. Allow four to six weeks.

Mail to:

CanadExport (BCS)

Department of Foreign Affairs and International Trade
125 Sussex Drive, Ottawa, ON K1A 0G2.

ISSN 0823-3330

CanadExport

**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 online 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.

Meet your Trade Commissioners

Tabs across the top of your Virtual Trade Commissioner page provide instant access to the trade commissioner(s) who work in your target markets.

The tabs give you direct access to the trade commissioners who know your industry and your target markets best – the same experts who make sure that all the information you receive online is accurate and up-to-date.

Wherever you are – and wherever your business takes you – the Virtual Trade Commissioner makes sure the expertise and insights of our network of trade commissioners is there with you.

Get to know us – and what we can do for you. Register today!



Learn more about this service in future editions of CanadExport

For more information on the Virtual Trade Commissioner or to register, visit:



www.infoexport.gc.ca

Opportunities in Bulgaria and Turkey

Upcoming trade mission

Secretary of State (Central and Eastern Europe and Middle East) Gar Knutson will lead a **trade mission to Bulgaria and Turkey, May 21 to 29, 2003** to assist Canadian businesses in exploring and developing commercial opportunities.

Both countries share a region in the southeastern part of the Balkan peninsula which is undergoing dynamic social and economic change, and plays an increasingly important role as a link to the European Union (EU), the Middle East, Russia and the Community of Independent States.

The mission will visit **Sofia**, Bulgaria, from **May 21 to 23**; **Istanbul**, Turkey's largest commercial centre, from **May 25 to 27**; and Turkey's capital, **Ankara**, from **May 27 to 28**.

Bulgaria

Bulgaria is fast becoming a western oriented country (accession talks have begun to join NATO and the EU) and is characterized by political and economic stability, solid economic growth, low labour costs, a high level of education and national treatment for foreign investment.

Bulgaria has averaged over 4% growth in GDP in the last four years. In 2002, there was greater privatization of the economy which again grew by over 4%. Interest rates remain low. The Bulgarian currency, the Lev, is stable and pegged to the Euro. Services account for approximately 58% of Bulgaria's GDP, while industry and agriculture account for 28% and 15% respectively.

Major imports are minerals, machinery and equipment, food and textiles. There are opportunities in many industrial sectors but the best ones lie in **agriculture** and **agri-food**, **trans-**

portation, electricity generation and **telecommunications**.

Turkey

Turkey is another promising and expanding market. With a population of 69 million and the 17th largest economy in the world, Turkey represents an important market for Canadian goods and services. Overall prospects for Turkey are promising as a result of its Customs Union with the EU and its enhanced role as a gateway to the emerging markets and natural resources of the Caucasus and Central Asia.



Continued steps towards economic reform, a growing and dynamic private sector, a new majority government, and a skilled labour force are generating excitement about the recovery of the Turkish economy. GNP grew by 8.8% in the second quarter of 2002 and inflation stood at 37% in September, down from 68.5% at the start of the year. According to the OECD, real growth should reach 3.6% this year and 4.3% in 2004.

Canada-Turkey bilateral trade has nearly tripled in the last decade, reaching \$497 million in 2001, and Canadian investments in Turkey total approximately \$410 million, making Canada the 14th largest investor there.

With Turkey on an upswing, the country offers potential for Canadian companies in a variety of sectors, including **energy** (oil, gas, electricity), **transportation, mining, construction, environment, information and communications technologies, aerospace, agriculture** and **agri-food, health**, as well as **consulting**

engineering and **infrastructure equipment** and **services**.

How to participate

Experienced Canadian exporters from all sectors are invited to apply to join the mission. In each city, the business program will consist of seminars, networking opportunities, hospitality events and the chance to meet local business leaders as well as other Canadian businesspeople active in the region.

For more information, assistance or assessment of the regional situation, contact the mission support team at DFAIT. **For Bulgaria:** Brian Hood, tel.: **(613) 944-1562**, fax: **(613) 944-3107**, e-mail: **brian.hood@dfait-maeci.gc.ca**

For Turkey: David Clendenning, tel.: **(613) 996-4484**, fax: **(613) 995-8756**, e-mail: **david.clendenning@dfait-maeci.gc.ca**

To view the full program or **to register**, visit the mission Web site at **www.dfait-maeci.gc.ca/trade/missions/oltm/bulgariaturkey** ✳

(For the unabridged version, see **www.infoexport.gc.ca/canadexport** and click on "Trade Fairs and Missions".)

CANADIAN TURKISH BUSINESS COUNCIL CONFERENCE

TORONTO — March 20, 2003 —The Canadian Turkish Business Council's second annual full-day **Business Conference** will focus on increasing awareness of opportunities for trade and investment between Canada and Turkey. The program will contain an overview of the business environment, impact of political changes in Turkey, business challenges and opportunities, and sector success stories. Guests of honor will include Secretary of State Gar Knutson and the Turkish Ambassador to Canada. **To view** the full program or **to register**, go to **www.ctbc.ca** ✳

Fukuoka Gift Fair 2003 in Japan

Fukuoka a gift of a city

Fukuoka, a city in southern Japan, serves as the main centre for the Kyushu region, a market of 15 million people with a gross domestic product exceeding that of South Korea and Taiwan, and almost the same as Australia's.

Fukuoka has close traditional ties with Asia—the city is actually closer to Seoul than to Tokyo. It has a long history of exchanges with China and Korea and was voted the “Best City to Live” in Asia by *Asiaweek* magazine in 1997, 1998 and 2000 based on its low housing costs, high level of education, diverse natural environment, attractive urban features, amusement facilities and culture. It is also a popular test marketing location due to its popula-

tion density, distribution network, ease of information dissemination and consumers' sensitivity to new trends.



Opportunities

The **Fukuoka Gift Fair 2003** (formerly known as the Fukuoka International Trade Fair) will take place in **Fukuoka** from **September 11 to 14, 2003**. This is a biennial event featuring approximately 400 booths, with exhibitors from over 40 countries attracting 80,000 visitors. The fair focuses on gift items such as gourmet food and wines, accessories, interior items and various consumer goods.

The fair targets a mixed audience of both businesses and general visitors, with direct sales to visitors allowed on the “public days” (September 13 and 14). The event has a good reputation among local importers of Canadian

consumer goods, and many participants find that direct sales to the public allow them to recover their booth fee. It also allows exhibitors to get first-hand consumer feedback on their products. Companies introducing Canadian products are usually grouped together to form a “Canada Corner”. The registration **deadline is March 31, 2003**.

In the case of food products, exporters must comply with the usual Japanese import requirements, so advanced planning is required. For companies looking to identify local importers, it is recommended that they contact potential importers ahead of time (the Canadian Consulate in Fukuoka can provide a list of key contacts) to provide information on their product and, if possible, arrange a time to meet.

For more information on the fair, go to www.fukuokafair.com/english/index.html or contact Tomiko Miyakawa, e-mail: info@fukuokafair.com and copy the Canadian Consulate in Fukuoka, e-mail: fkoka@dfait-maeci.gc.ca 🍁

Canadian companies have it all on display ICT markets in China

Canadian companies are getting a piece of the action in the booming information and communications technology (ICT) market in China where they participated in three trade shows.

PT/Expo Comm China 2002

Held in Beijing (Oct. 29-Nov. 2), it is the largest telecommunications event in Asia. The Canadian pavilion, which included 13 highly satisfied Canadian exhibitors, attracted thousands of visitors.

The Canadian Embassy organized several events, providing an opportunity

for Canadian companies to strengthen their ties with their Chinese counterparts. **For more information**, contact Rosaline Kwan, e-mail: rosaline.kwan@dfait-maeci.gc.ca or Agnes Cui, e-mail: haixia.cui@dfait-maeci.gc.ca at the Canadian Embassy in Beijing, tel.: **(011-86-10) 6532-3536**.

China Hi-tech Fair (CHTF)

Held in Shenzhen (Oct. 12-17), the show attracted 3,691 exhibitors and 1,124 investors from 40 countries. Canada had a total of 58 representatives at the fair.



The Canadian Consulate General in Guangzhou helped develop a complete program for the Canadian participants—they found the event a huge success—including the Canada-China Hi-tech Seminar. Several memorandums of understanding (MOU) were signed with Chinese partners, including agreements between **Avvida Systems Inc.**, from Waterloo, Ontario and four Chinese partners.

For more information, contact Cathy Yao, Canadian Consulate General in Guangzhou, tel.: **(011-86-20) 8666-0569 ext. 3351**, e-mail: cathy.yao@dfait-maeci.gc.ca

continued on page 7 — China's

Americas Food Show

— continued from page 1

The **Americas Food and Beverage Trade Show**, which merged with the long running **Canadian Solo Food and Beverage Show** in Miami, has been growing at a fast pace every year. In 2001, there were nearly 2,000 South American and Caribbean buyers at the show, which generated an anticipated \$500 million worth of sales. This year's show featured products from more than 500 manufacturers, and over 8,500 buyers attended from more than 85 countries.

Canada centre stage

With Canada as the featured country at the show, the event provided an excellent opportunity to increase awareness of Canadian food and beverage products, to highlight both Canadian quality and value and to showcase Canada's exporters.

The Canadian products exhibited at the show were extremely well received. Both buyers and sellers were able to meet at a networking hospitality event and at one-on-one meetings with Canadian trade commissioners

and trade officers from throughout the hemisphere.

Canadian successes at the show included single-company on-site sales of over \$100,000 worth of products,



From left to right: Anthony (Tony) Knill, Canadian Consul in Miami; Sylvain Miron, RCMP; Ana Maria Fernandez Haar, Chair, World Trade Center, Miami; Ben Neji, Vice-President, Americas Food and Beverage Show, World Trade Center, Miami; and Margaret Cullen, Commercial Officer, Canadian Consulate in Miami.

with further sales of more than \$1 million anticipated for this year as a direct result of participating in the show.

A symposium highlighted the opportunities in all the Latin American and Caribbean markets. In addition, presentations were made on the important Hispanic market in the U.S., by nationally recognized market research firms and advertising agencies that are selling to the estimated 35 million Hispanic consumers in the U.S.

An event not to be missed

As noted by Canada's Consul and Trade Commissioner in Miami, Tony Knill, "Over 95% of the Canadian companies that attended this year's show have advised that they will be back next year, which to me is the best possible indicator of the value of the show to Canadian exporters who are targeting markets in the southeast U.S., Latin America and the Caribbean.

"So see you this December in Miami," he adds, "and remember, 'you can't win if you don't (dis)play!'"

For more information on the show, contact Margaret Cullen, Commercial Officer, Canadian Consulate in Miami, tel.: **(305) 579-1612**, fax: **(305) 374-6774**, e-mail: **margaret.cullen@dfait-maeci.gc.ca** ✻

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "The U.S. Connection".)

Application deadline approaching

Canada Export Awards



Each year, since 1983, the Minister for International Trade presents the **Canada Export Awards (CEA)** to a number of outstanding exporters from across Canada who have been chosen by a panel of their peers. This year marks the 20th anniversary, an important milestone. The 2003 winners and the 'Exporter of the Year' will be honoured at a gala presentation ceremony and dinner in **Toronto, in November 2003**.

Who is eligible?

All firms, or divisions of firms, based in Canada that have been exporting

goods or services for at least three years are eligible. In selecting the finalists and winners, the committee considers a company's performance in areas such as: significant increases in export sales over the past three fiscal years; success in introducing new products or services into world markets; success in breaking into new markets; level of Canadian content, range of markets, and holding markets in the face of strong foreign competition; ratio of export sales to total sales; and uniqueness of product or service.

How to apply?

Application forms and guidelines are available on the CEA Web site at: **www.infoexport.gc.ca/awards-prix**. The **deadline** for receipt of applications is **March 31, 2003**. ✻

Quito

— continued from page 2

review. Construction is expected to start in spring 2003.

For more information about how you can put the power of Canada behind your export sales, contact CCC at **1-800-748-8191** or click on **www.ccc.ca** ✻

Team Canada trade mission to Europe

— continued from page 1

"This second consecutive Team Canada mission to Europe will help build stronger alliances between Canadian and European businesses in some of the most influential centres of commerce, finance, transportation, science and technology, culture and media in Europe," the Prime Minister added.

Market overview

The Netherlands, the U.K. and Italy are among the world's largest economies; two-way merchandise trade between Canada and these countries reached \$25.2 billion in 2001. They are also the source of close to \$38 billion in direct investment in Canada and are equally important for Canada in terms of innovation and technology transfers and partnerships.

The **Netherlands** is recognized as the strategic hub of Europe's transportation system and gateway to continental markets. It is the world's 14th largest economy—based on its 2002 estimated gross domestic product (GDP) of \$726.96 billion—Canada's fourth largest source of foreign direct investment (FDI) at over \$12 billion in 2001, and Canada's fifth largest trading partner in Europe with \$2.9 billion in bilateral trade in 2001. Canadian exports reached \$1.6 billion in 2001, the 11th largest market for Canada overall. The Team Canada business program in the Netherlands will take place in Amsterdam, the country's business centre and home to many top Dutch corporations.

The **U.K.** is Canada's largest market in Europe, Canada's third largest export market overall, and the second largest foreign investor in Canada. The U.K. possesses the world's fourth

largest economy at \$2.1 trillion (based on GDP) and is the second largest source of FDI for Canada (after the U.S.) at \$24.7 billion in 2001. Bilateral trade between the U.K. and Canada reached \$16.6 billion in 2001, with exports to that country reaching \$5 billion in that same period. The U.K. leg of the mission will take place in London, a world centre for business, financial services, culture, politics and the media.

Italy has the sixth largest economy in the world in terms of GDP at an estimated \$2.03 trillion in 2002. It is Canada's ninth largest trading partner worldwide, with \$5.65 billion in

bilateral trade in 2001. Canadian exports reached \$1.6 billion in 2001, the 10th largest market for Canada overall. The venue for the business program will be Milan, a key centre of innovation and growth in northern Italy, and a region that has the highest per capita GDP in all of Europe.

This will be the eighth Team Canada mission and will bring together some of Canada's best businesses, entrepreneurs and scientists with their counterparts in these countries, offering many opportunities for expanding new trade, investment, technology and scientific co-operation. Team Canada has served Canadians well in opening doors for businesses in key markets and in enhancing trade and investments links.

For more information or to register for the mission, contact DFAIT's Team Canada Division, tel.: **(613) 995-2194**, fax: **(613) 996-3406**, Web site: www.tcm-mec.gc.ca ❄

China's ICT market — continued from page 5

ELE/EXPO COMM 2002

Held in Shanghai (June 27-30),

ELE/EXPOCOMM saw nine Canadian companies exhibiting at the Canadian pavilion which attracted thousands of visitors.

A half-day Canadian ICT capability seminar was organized, followed by a networking reception where **Skywave Mobile Communications Inc.**, from Ottawa, Ontario signed an MOU with a local company for the distribution of its products in China. It was a good opportunity for the Canadian companies to enhance their business relationship in the region.

For more information, contact Murray King, e-mail: murray.king@dfait-maeci.gc.ca or Michelle Ng, e-mail: michelle.ng@dfait-maeci.gc.ca at the Canadian

Consulate General in Shanghai, tel.: **(011-86-21) 6279-8400**.

Upcoming ICT trade shows in China and Hong Kong

- Hong Kong Information Infrastructure Expo and Conference, Feb. 19-22, 2003 (www.hkiiexpo.com)
- ELE/ExpoComm in Shanghai, June 23-26, 2003 (www.expocomm.com/shanghai)
- China Hi-tech Fair in Shenzhen, Oct. 12-17, 2003 (www.chtf.com)
- PT/Wireless and Networks Comm China 2003 in Beijing, Nov. 11-15, 2003 (www.2456.com/eng/showsinfo/info/info1.asp?eid=2542&order=22) ❄

Linking two vibrant economies

Natural resources mission to India a success

Minister of Natural Resources (NRCan), Herb Dhaliwal, led a seven-day business development mission to the key Indian cities of New Delhi, Hyderabad, Mumbai, Bangalore and Kolkata in November 2002.

Mission members included representatives of 45 world-class Canadian companies specializing in geomatics, geoscience, energy, mining and forestry products, as well as officials from government and industry associations.

The mission provided Canada with the opportunity to strengthen its ties with the world's fourth largest economy in purchasing power. "We are laying the foundation for future agreements, and opening the doors to more business in the coming years," said Minister Dhaliwal. Business and government entered into collaborative partnerships while showcasing Canadian excellence in innovation, technology and the sustainable development of natural resources.

Following the mission, Minister Dhaliwal announced the establishment of a Canadian Consulate General in Chandigarh, further emphasizing



Minister of Natural Resources Herb Dhaliwal (left) speaks with Dr. Robert Moses, President and CEO of PCI Geomatics of Richmond Hill (Ont.), during a mission stop in Hyderabad.

Canada's commitment to sustaining bilateral ties with India. "We are discovering a new and exciting India whose economy is energized," added Minister Dhaliwal.

For more information, go to www.missionindia.nrcan.gc.ca ✨
(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "Trade Fairs and Missions".)

Oil and gas mission to Mexico

VERACRUZ, MEXICO — February 16-19, 2003 — Canada will be participating in a trade mission to the **Third Technical Convention and Oil Industry Technology Exhibition (EXITEP 2003)**, Mexico's premier trade show

for oil and gas technology. The mission is being organized by DFAIT, Export Development Canada, Alberta Economic Development, Industry Canada and the Canadian Embassy in Mexico. **For more information**, contact Carlos

AMERICANA 2003

MONTREAL — March 19-21, 2003 — **AMERICANA 2003** is the Pan-American Environmental Technology Trade Show and Conference. This year's theme, 'Solutions for a Healthy World', features leading-edge technologies in climate change, air, contaminated sites, water and waste water treatment, solid waste, renewable energies, geomatics as well as international markets and business opportunities.

Some 25 officers from the Canadian Trade Commissioner Service—serving in different locations around the world—will be attending to make Canadian companies aware of export opportunities in their country. You will have a chance to meet one-on-one with them or to attend their presentation at the **Export Café**, to be held the morning of **March 21**.

For more information on the show, go to www.americana.org. For the **Export Café**, contact Suzanne Drisdelle, Trade Commissioner, Environmental Industries, DFAIT, e-mail: suzanne.drisdelle@dfait-maeci.gc.ca ✨

Rojas-Arbulú, Trade Commissioner, Mexico Division, DFAIT, tel.: **(613) 995-8804**, fax: **(613) 996-6142**, e-mail: carlos.rojas-arbulu@dfait-maeci.gc.ca ✨

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "Trade Fairs and Missions".)

Enquiries Service

DFAIT'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**) or by fax at **(613) 996-9709**; by calling the Enquiries Service FaxLink (from a fax machine) at **(613) 944-4500**; or by accessing the DFAIT Web site at www.dfait-maeci.gc.ca

Return requested
if undeliverable:
CanadExport (BCS)
125 Sussex Drive
Ottawa, ON K1A 0G2

Canada Post
Agreement Number 40064047