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Vol. 18, No. 20—
December 1, 2000

FOCUS ON SOUTH ASIA
(See supplement inside.)

The new economy in China

China High-Tech Fair 2000

Recognizing the emergence of an important high technology economy in South China, Canada recently participated in the second China High-Tech Fair, held October 11 to 17, in Shenzhen, Guangdong province. This followed the successful 1999 event in which Canada had been among the first foreign governments to establish a national stand presence.

Despite its relatively short existence, the China High-Tech Fair is already one of the principal exhibitions on advanced technologies in China.

In fact, it is China's only nationally sanctioned show for high technology, in recognition of Shenzhen's strategic

position in the Chinese economy and the important foreign investment the region has attracted in recent years. China High-Tech Fair Web site: www.chtf.com) The six-day fair, which attracted almost a quarter of a million visitors, produced business deals worth US\$8.54 billion. It also provided valuable opportunities for Canada and the other 21 exhibiting countries to display their high-tech products and technological achievements, and to participate in various forums on the high-tech industry.

The Fair was hosted jointly by China's Ministry of Foreign Trade and Economic Co-operation, the Ministry of Science and Technology,

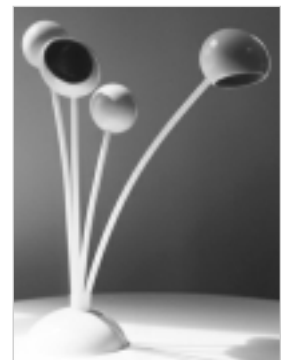
Continued on page 9 – China

Winnipeg furniture designer delivers

Solid tips lead to New York

Curved-top coffee tables, two-legged chairs, rocking book shelves, funky lamps (see photo) — such are the paradoxes inherent in Craig Alun Smith's unique furniture designs. It's no surprise that a man who can embrace such seeming impossibilities can see gold in the market information his company received from Canadian trade representatives in the spring.

Continued on page 2 – Plastic Buddha



— Continued from page 1

Such vision — and “gold” — has taken **Plastic Buddha Design Inc.** from a small unknown Winnipeg company with no financial backing to a hot new exporter making its first sale in the sophisticated New York market.

Plastic Buddha

Although Plastic Buddha was established in 1998, it wasn't until March 2000 that Smith swung into marketing action. He needed two years to perfect his avant-garde designs (no mean feat — defying appearances, each piece is fully functional).

Targeting the U.S.

From the beginning, the United States was Smith's target market. As he explains, “The U.S. has a larger overall market base than Canada, and consumers have more disposable income and are generally more willing to take risks.”

His exporting instincts were sound. Within a month of putting up its Web site and beginning to contact U.S. retailers, Plastic Buddha began to attract attention — notably from Terminal NYC. The “funky gallery-boutique” in Soho contacted Smith looking to be his New York agent, as well as to present his company at New York's International Contemporary Furniture Fair (ICFF) in May 2000.

Seeking financial assistance to offset the costs of attending the trade fair led Smith to the International Trade Centre (ITC) in Winnipeg — and to Trade Commissioner Charles Hatzipanayis. Although not eligible for financial assistance, Smith nevertheless benefitted from the meeting. “Charles said he could give us information,

and he did. He explained what we needed to do to enter the U.S. market, and recommended that we visit the Canadian Consulate General in New York.”

Striking gold at the Consulate

It was at the Consulate that Smith and business partner Tara Walker

struck gold. From Business Development Officer Leila Thibault, they received information specific to the Tri-state furniture market, including demographics, potential customers, and average selling price of furniture items.

Fortified with this gold mine of information, Smith spent the next six weeks rewriting the company business plan and took it to his credit union. “They said, ‘Great business plan,’ and they refinanced the company.”

Smith credits the assistance of the Canadian trade representatives with putting his company in the financial and market position it is today. “Looking back at the difference between the few hundred dollars we were originally asking for and the information we received — the information has proved to be infinitely more valuable.”

First ever export sale

At the ICFF in May, Plastic Buddha, a Win Exports-registered company (see box on page 3), made its first sale — through its New York agent. And with the new financing, the company has been able to go into larger-scale manufacturing, as well as develop a new, professional-looking catalogue. “One of the things I believe in most strongly in business is marketing,” explains Smith. “You may have a great product, but if you don't present it in a professional

manner or get the word out about it, no one's going to buy it.”

Eager for his new catalogue, retailers from other U.S. regions, particularly California, are beginning to call. The designer has understandable confidence when he declares: “We're going to go full steam into the U.S. market and see what happens.”

For more information on Plastic Buddha, contact company owner Craig Alun Smith, tel.: (204) 452-3131, fax: (204) 943-5346, e-mail: info@plasticbuddha.com Web site: www.plasticbuddha.com 🌟

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canadexport

There is a huge ripple effect in the pool when one of **Survival Systems Limited's** Modular Egress Training Simulators (METSTM) is submerged during an underwater escape training session. The Dartmouth producer of safety training products and services continues to feel an equally dramatic reverberation from its participation in three Team Canada trade missions – even four years after the first.

It was his own survival of a serious helicopter crash in 1981 that spurred former Canadian Armed Forces pilot Albert Bohemier (now company president and CEO) to create Survival Systems. His 60-employee company provides safety survival and underwater escape training to military organizations and commercial companies. It also develops and manufactures mobile and fixed-base emergency training simulators, including the Mobile Industrial Rescue Trainer (MIRT) and the METSTM — recognized as the most realistic underwater escape trainer in the world.

To date, the company has done business in 11 countries, with negotiations underway in half a dozen more.

Team Canada results

The success of the 1995 Canada Export Award winner has been considerably

attaché to the Canadian High Commission in Kuala Lumpur, accompanied Bohemier to meetings with the Royal Malaysian Air Force. And it was through the facilitation of trade commissioners at the Embassy in Seoul

Dartmouth company benefits from Team Canada
Ripple effect

enhanced by its participation in three Team Canada trade missions: India, Pakistan, Indonesia and Malaysia in 1996; Korea, the Philippines, and Thailand in 1997; and Mexico, Brazil, Argentina and Chile in 1998.

Among the direct results of its participation were a \$1-million contract for the sale of a METSTM system to the Korean Royal Navy, the establishment of an industrial safety training subsidiary in Brazil, and the appointment of agents in Malaysia and Korea.

that the company hired the agent who subsequently helped it outbid three international competitors for the Korean navy contract.

Presence and persistence

His advice to other Canadian exporters? "Pack your bags and go do it."



Survival Systems Limited's Modular Egress Training Simulator (METSTM).

Continuing reverberations

These immediate sales are only the beginning of the story. "There's a very long-term benefit that occurs after a mission," explains Bohemier.

He should know. Along with current negotiations under way for continued business in Korea and Brazil, in July 2000 the company signed a US\$100,000 contract for the sale of a METSTM system to a Malaysian offshore safety training centre — a full four years after the mission to that country.

You don't sell internationally from your home base. Your eventual success is a result of repeated visits and face-to-face presentations."

While penetrating the Korean market was relatively easy, Brazil, says Bohemier, was quite a different story. But even difficult markets don't put him off: "I never give up."

Trade commissioners ease the way

Bohemier credits Canadian government support with helping seal the company's international deals. Most contracts would not have been possible without insurance from the Export Development Corporation, while registration on Win Exports gives Survival Systems extra credibility and exposure.

The words are a fitting motto for the survivor of an air crash and the owner of a thriving business that has earned a well-deserved name — and dollar — for itself around the world.

For more information on Survival Systems, contact President and CEO Albert Bohemier, tel.: (902) 465-3888, ext. 130, fax: (902) 465-1271, e-mail: albertb@ns.sympatico.ca Web site: www.survivalsystemsgroup.com 🍁

As for the Canadian trade commissioners, "they facilitate meeting the right people." In Malaysia, Lieutenant Colonel Michael Murphy, then military

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The Waste Management Market

The waste management market in Australia is estimated at \$61.3 million for 2000 and is forecast to grow at an average annual rate of 2% from 1998-99 to 2001-02. This growth rate — which is faster than that of the general economy — is largely due to growth in the demand for waste management services and a recent transfer of activity from the government to the private sector. The waste management industry deals with municipal waste, construction and demolition (C&D) waste, and commercial and industrial waste.

Market Overview

In 1990, the Australian and New Zealand Environment Conservation Council (ANZECC) set a goal of reducing waste sent to landfill to 50% of 1990 levels by the year 2000. A number of initiatives, including the Packaging

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Covenant, have been successful in diverting waste from landfill. However, population growth and the growth in domestic waste generated per household, combined with the lack of markets for recyclables, has lowered the value of recyclables. At the same time, a decreased amount of land available for landfill sites has resulted in higher costs for existing landfills. Public concern over pollution has resulted in protests over

outsourcing by all levels of government has led to a growth in private industry involvement in the operation of transfer stations and landfills. Initially, private sector participation in the waste management industry is likely to be in the form of contracts for the provision of services, including providing new landfill sites and equipment. Increasingly, waste management systems will be owned and operated by the private sector.

for new technologies that have been proven effective.

Canadians wishing to enter the Australian market should work with an agent or distributor, or consider entering via joint ventures or other strategic alliances.

Australian Market Size for Solid Waste Recycling Equipment (\$ millions)

	1998	1999	2000	Projected Avg. Annual Growth for 2001-02
Import Market	41.2	42.0	42.9	2%
Local Production	18.8	19.0	19.4	2%
- Exports	-1.1	-1.0	-1.0	3%
Total Market	58.9	60.0	61.3	2%

Source: U.S. & Foreign Commercial Service and U.S. Department of State, *Australia: Solid Waste Recycling Equipment — ISA990401*, April 1, 1999.

Australia also makes a good base for ventures into the growing Asian market because of its proximity and industry expertise in the area.

See Potential?

To learn more about this market, please read the full report, *The Waste Management Market in Australia*. The report, prepared by the Market Research Centre of the Trade Commissioner Service, is available on-line at www.infoexport.gc.ca

prospective landfill sites being built in or around communities. The involvement of local governments in the treatment and disposal of waste varies from state to state. For example, in New South Wales the state government is responsible for 29% of waste management activities, the Victoria state government 38%, Queensland 75%, South Australia 54%, and Western Australia 66%.



Opportunities

Exporters will find Australian companies receptive to Canadian environmental goods and services. Best prospects currently lie in new technologies for green waste (lawn clippings, flowers, leaves, twigs, and branches), recycling equipment, automated separation systems and components, and rubber and tire shredding equipment. Australians will be looking

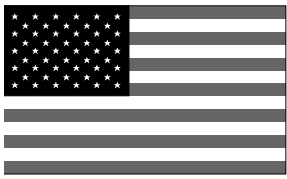
While local governments are the main customers for the collection and transportation of household and municipal waste, recent

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The Waste Management Market

Access our market studies



The U.S. Connection

The U.S. Connection is produced in co-operation with DFAIT's U.S. Business Development Division (URT). For information about articles on this page, contact URT by fax at (613) 944-9119 or e-mail at commerce@dfait-maeci.gc.ca. For all other export enquiries, call the Team Canada Inc Export Info Service toll-free at 1-888-811-1119.

Mermaid Theatre of Nova Scotia

Mermaid Theatre of Nova Scotia ranks among North America's most respected theatres for the young, introducing literature through theatre to more than 2.5 million children worldwide. Based in Windsor, in the Annapolis Valley, the company regularly tours Canada and performs in U.S. cities from Anchorage to Orlando, and from New York to Honolulu. In fact, the company has toured more extensively in the United

States than in Canada!

This season — its 28th — Mermaid Theatre will continue touring its adaptation of the children's classic *The Very Hungry Caterpillar* by Eric Carle, and the "sequel" *The Very Quiet Cricket*. Since the production's launch in 1999, it has received international acclaim, with its unique combination of Carle's colourful collages and Mermaid Theatre's masterful puppetry and original music.

Close to 164,000 spectators saw the show during its first year of touring, with equal numbers expected this season when it will travel to 22 U.S. states, Japan, Singapore, and Hong Kong, as well as to Ottawa and Toronto. Due to popular demand, the company will mount a third U.S. tour of the production in spring 2002, and will have a simultaneous U.S. tour of *The Night Opus* during the 2001-2002 season.

For more information, contact Sara Lee Lewis, Co-founder and Managing Director, Mermaid Theatre of Nova Scotia, Windsor, Nova Scotia, tel.: (902) 798-5841, fax: (902) 798-3311, e-mail: puppets@mermaidtheatre.ns.ca Web site: www.mermaidtheatre.ns.ca 🌟

(For the unabridged version, see www.infoexport@dfait-maeci.gc.ca)

Born to Believe

In January 1999, Cynthia Martin and Deborah McGowan had never heard of a crossover dribble or defensive tackle. Numerous cups of coffee and as many meetings with bank managers later, they can (almost) explain the finer points of each move. That's because as the partners of **Full Wits Publishing Inc.** (which they run from a boathouse near Peggy's Cove in Nova Scotia), they are the independent publishers of *Born to Believe*, an inspirational book written by Toronto Raptors former head coach Butch Carter and his brother, Minnesota Vikings wide receiver, Cris Carter.

Cynthia approached Butch Carter about writing a book on youth devel-

opment after hearing him deliver an inspiring and motivating speech about racial harmony to students at a local high school where there were racial problems.



Cris Carter (left), Cynthia Martin and Butch Carter at the June 2000 launch of *Born to Believe* at Barnes & Noble, Mall of America, in Minnesota.

Born to Believe was launched in Canada in May 2000, and in the U.S. a month later.

Using sports as a hook, the authors

write about the obstacles they faced in their single-parent, low-income family, and their aspirations for a better life. Aimed at people facing hard times, the book's unique flip-format style allows readers to follow the voice of each author. In the words of Butch and Cris Carter, "[We] felt that we'd been through a lot and we try to use these lessons to encourage people..."

The book is available at selected bookstores, Amazon, Chapters, Indigo or direct from the publisher.

For more information, contact Cynthia Martin, Full Wits Publishing, Halifax, Nova Scotia, tel.: (902) 857-1123, fax: (902) 857-1771, e-mail: fullwits@fullwits.com Web site: www.borntobelieve.com 🌟

(For the unabridged version, see www.infoexport@dfait-maeci.gc.ca)

Check the **Business Section of the Canada-U.S. Relations Home Page** at www.dfait-maeci.gc.ca/geo/usa/business-e.asp ... for valuable information on doing business in and with the United States.

The Canadian Commercial Corporation (CCC) is proud to join the prestigious Ontario Global Traders Awards as a new sponsor this year. The CCC is sponsoring the Innovation Category for the 2000 Awards. The Awards, now in their third year, celebrate the export success of Ontario's top

Corporation's services to access the international government procurement market. (See "New CCC Partnership Helps Ontario Exporters with World Sales," *CanadExport*, November 15, 2000, p.7.)

"Exports support 1.6 million jobs in Ontario and account for over half

Honouring the best of Ontario's exporters

CCC: A proud sponsor of the 2000 Ontario Global Traders Awards

small and medium-sized exporters (SMEs), industry leaders and students. Presented by Ontario Exports Inc. — the province's lead trade agency — and the Bank of Montreal, in association with the Canadian Commercial Corporation (CCC) and several supporting sponsors, the awards have attracted over 400 impressive submissions from all parts of Ontario in its first two years.

"CCC is especially pleased to be one of this year's sponsors," says President Douglas Patriquin. On September 6, 2000, CCC and Ontario Exports Inc. signed an agreement to help Ontario exporters benefit from the

of its economic productivity," adds Patriquin. "Outside of the United States, however, there is not a significant amount of activity. This is where CCC can help — through its guarantee of contract performance and by signing contracts with foreign governments on behalf of Canadian exporters.

"Worldwide, the government procurement market is estimated at \$5.3 trillion," notes Patriquin. "Through our increasingly close relationship with Ontario Exports Inc., CCC is committed to helping Ontario exporters capture a larger share of this very lucrative market."

Along with CCC, the awards are supported by: Deloitte & Touche; Export Development Corporation; the Institute of Chartered Accountants of Ontario; United Postal Service Canada Ltd.; *PROFIT*; *Canadian Business*; *Business Sense*; and *Le Lien Économique*. The Canadian Manufacturers & Exporters; the Young Entrepreneurs Association; and the Ontario Chamber of Commerce also assist with support and advice.

Regional presentations lead to top honour

Each spring, presentations are made at four award ceremonies in northern, central, southwest and eastern Ontario. Regional winners then compete for the ultimate distinction, the Ontario Global Traders Provincial Awards,

SHAPING TRADE SOLUTIONS FOR OUR EXPORTERS



Canadian Commercial Corporation

The Canadian Commercial Corporation (CCC) is an export sales agency of the Government of Canada providing special access to the U.S. defence and aerospace markets and specializing in sales to foreign governments.

Canadian exporters can gain greater access to government and other markets, as well as a competitive advantage, through CCC's contracting expertise and unique government-backed guarantee of contract performance.

CCC can facilitate export sales that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms.

When requested, CCC acts as prime contractor for government-to-government transactions and provides access to pre-shipment export financing from commercial sources.

For more information, contact CCC, tel.: (613) 996-0034, toll-free in Canada: (800) 748-8191, fax: (613) 947-3903, e-mail: info@ccc.ca Web site: www.ccc.ca

which will be presented May 17, 2001, in Toronto.

Award categories

- **Innovation** — recognizing excellence in the application of existing or new technology in developing new products or services, and/or improving existing products or services that contribute to export growth and job creation.
- **Market Expansion (Two Awards: Product and Service)** — celebrating the pioneering spirit of Ontario SMEs that have significantly increased their export sales to one or more geographic markets and created jobs.
- **Partnership (Shared Award)** — honouring key partnerships between goods and services suppliers and their exporting SME partners.
- **Leadership** — paying tribute to individuals acknowledged by their peers for championing the cause of exporting by Ontario SMEs.

Continued on page 13 — CCC

DOING BUSINESS WITH THE U.S. FEDERAL GOVERNMENT?

Find out more from the Canadian Embassy in Washington, D.C. (www.canadianembassy.org) under "Business Opportunities: U.S. Government Procurement."

Log onto opportunities via the General Services Administration (www.gsa.gov), which facilitates purchases by the U.S. government — the world's largest consumer — and the Electronic Posting System site (www.eps.gov).

When you're ready to pursue these opportunities, the Canadian Commercial Corporation (www.ccc.ca) can assist you with the interpretation of the U.S. procurement system or ensure that as a Canadian company, you are eligible to participate.

With over US\$16 billion of potential contracts available, the world's largest railway, India Railways (IR), symbolizes massive opportunities in diverse areas of the railway sector for countless Canadian companies.

Get on track in India

Rail opportunities

by Shawn Dalrymple

These opportunities range in scale and scope: from freight cars and locomotives to fibre optic communication systems; from train collision avoidance systems to signaling equipment and system modernization; from simulators to axle load improvements.

Moreover, subsidiaries of IR also have projects presently under consideration, and all are well suited for many Canadian companies. In particular, IR and its subsidiaries are interested in working with Canadian suppliers as a means of general and safety-related

excellent potential prospects that exist in the Indian rail sector, and we have undertaken major initiatives to assist Canadian companies in their efforts to work with IR," explains Anis Karim, EDC Regional Manager, South Asia.

A "team" approach, where the team consists of interested Canadian exporters and relevant Canadian governmental agencies, has been used to maximize Canadian efforts in India. Karim notes that all team members are working towards one goal — winning contracts for Canada's railway industry.

EDC has already established an operational line of credit for IR through its financing arm, Indian Railway Finance Corporation, making the choice to "buy Canadian" more efficient, and therefore more attractive. In addition, EDC is currently in discussion with various directorates of IR to expand EDC financing facilities to accommodate large-scale rail projects.

GM makes tracks in India

GM Canada is one of several companies that has already had the chance to reap the rewards of EDC's efforts, with IR, in particular.

In addition to the traditional automotive aspect of its business, GM also manufactures and distributes locomotives worldwide. To date, IR has purchased 21 freight cars from GM, through EDC's line of credit facility. Attesting to the strength of the relationship, IR is now considering purchasing an additional 10 locomotives from GM.

Kevin McKittrick, Manager of Public Relations and Human Resources with GM Canada, says of GM's relationship with India, "This has been a great opportunity for a Canadian manufacturer to assist in the upgrading of railroad technology and help in the modernizing of fleet requirements in India."

EDC is committed to helping Canadian rail companies access India rail opportunities.

For more information, contact Anis Karim, EDC Regional Manager, South Asia, at akarim@edc-see.ca

(Reprinted from EDC's *Export Wise*, Fall/October 2000)



projects technology transfer.

Opening doors for Canadian rail suppliers

In recent years, Export Development Corporation (EDC) has developed a strong relationship with IR and many of its subsidiaries. "We recognize the

India travel and trade tips

Before boarding the plane to do business in India, consider the following trade and travel tips.

TIPS FOR MEETINGS

Business interaction

- Conservative and traditional business attire is appropriate.
- Your host will expect you to be on time or early for a meeting. Despite this expectation, it is common to be kept waiting.
- In general, men do not touch women when meeting, not even to shake hands. Instead, you may use the greeting "namasté" (pronounced nam-a-stay).
- Do not be offended if your host interrupts your meeting to take telephone calls; this is a common occurrence.
- Simple gifts are frequently given after the first business meeting. Use formal salutations such as Mr. or Madam, even after several meetings.
- Business negotiations take patience

and sustained follow-up activity is required.

Social interaction

- Religion, language, caste and politics create barriers in India. It is wise to avoid these topics.
- A Western wave of the hand can be interpreted as "no" or "go away" in Indian culture.
- The left hand is considered unclean, so use the right hand to touch someone, pass money or pick up merchandise.
- Never point a single finger at someone; point with your chin or entire hand.
- Bring plenty of business cards even at social functions.
- When invited to dinner, you should return the favour with a meal of comparable value. 🍁

(Source: *Wall Street Journal*, www.public.wsj.com)

(Reprinted from EDC's *Export Wise*, Fall/October 2000)

— Continued from page 1

the Ministry of Information Industry, the Chinese Academy of Sciences, and the Shenzhen Municipal People's Government. Chinese senior leadership participants included Chen Siwei, Vice-Chairman of the National People's Congress and China's "father of venture capital," as well as Vice-Premier Wu Bangguo.

The main themes for this year's event were "Venture Capital in the High-Tech Industry"; "Information Technology in the 21st Century"; and "Biotech and Medicine in the 21st Century." The highlights included a presentation at the forum on "Information Technology in the 21st Century" — "Building High-Performance Internet" — by Wilkin Chan, Vice-President of Nortel Networks China Limited.

The Canadian delegation at this event was a reflection of both the breadth and the depth of Canada's high-tech sector involvement in China. Some 18 companies participated, including **Nortel Networks**, **Nordx**, **Mitel**, **VIVE Synergies**, **Eicon Technology Corporation**, the **Billion Group**, **Harris Corporation**, **Zi Corporation**, **Supermaster**, **E-Commerce Partner Inc.**, **WISE Info Tech**, **BioBasic**, **Convion**, **Entrust Technologies**, and others. The more than 120 individuals promoting Canadian interests included 25 Chinese students pursuing their doctoral studies in Canada. The Canadian stand became a landmark and favourite meeting spot for participants at the Fair, and in recognition of its well-designed presentation and promotion of Canada-China high-tech relations, the Canadian Consulate in Guangzhou received the Award for Excellent Organization from the Chairman of the Fair.

A main component of trade shows in China is focused networking, and the Shenzhen Fair was no exception. The Canadian Consulate in Guangzhou organized five networking business forums with Chinese provincial authorities, at which local governors, vice-governors and mayors attended together with key officials

and decisions makers. Participating Canadian companies, whether registered or ad hoc delegates, considered the networking sessions to be of tremendous value, and a number reported new deals on the spot.

China High-Tech Fair 2000



The China High-Tech Fair is a strong example of Canada's International Business Development programs in action. Our missions in China work closely with the Canadian exporting community to promote Canadian information and communications technologies in dynamic and expanding Chinese markets.



The Canadian Pavilion at the China High-Tech Fair in Shenzhen.

Business highlights

Canadian companies distributed over 50,000 information brochures, and the Consulate General handed out 60,000 copies of promotional material. The following companies reported productive discussions:

Nortel Networks and Henan Unicom and Jiangxi Telecom; as well, Guangdong COFERT is to accelerate the governmental approval for Nortel GMS technology transfer to Guangdong Nortel.

Supermaster signed an agreement with Jiangxi province to sell on-line banking and to investigate the possibility of setting up on-line

securities trading application software worth US\$3 million.

Billion Group signed a letter of intent with Jiangxi Xinhe Technology Limited for e-commerce technologies and software.

The Hebei Information Industry Department agreed to help **Big Sky Network Canada Ltd.** (China Broadband Corp.) penetrate the local market.

Wise Info Tech was introduced to a number of potential distributors and plans additional discussions with Henan Unicom and Hefeng Industrial Group Ltd.

VIVE Synergies Inc. was introduced to three potential distributors for their Internet access solutions.

Nordx has several potential purchasers and one possible co-operator lined up for their cable system.

The Alberta government made useful contacts with Chinese IT (information technology) companies and the Chinese government.

The Consulate General in Guangzhou built on its current relationships with ICT (information and communication technology) specialists in the Chinese provincial governments by introducing them to Canadian ICT experts.

For more information on how you can participate in the **2001 China High-Tech Fair** or other ICT events in China, contact Marcel Belec, Trade Commissioner, the China and Mongolia Division, tel.: (613) 995-6962, e-mail: marcel.belec@dfait-maeci.gc.ca or Cathy Yao, Commercial Officer, Canadian Consulate, Guangzhou, tel.: (011-86-20) 8666-0569, fax: (011-86-20) 8667-2401, e-mail: cathy.yao@dfait-maeci.gc.ca 🌟

Kansai is the western half of Japan's main island of Honshu. It includes the Osaka-Kobe-Kyoto-Nara metropolis and has a population of 22 million. Located in the centre of Japan, Kansai is at the heart of national and international industrial

and there is considerable demand in the Kansai for concrete measures to preserve the environment.

Limitless R&D potential

The Kansai is home to about 1,000 private research institutes attached to universities and colleges, with limit-

extending through Osaka, Kyoto and Nara prefectures. About 70 cultural, scientific and research institutes have already been established on the site. They include both private and public laboratories, such as the Research Institute of Innovative Technology for the Earth. Among the many companies that have set up research laboratories and centres there are Kyocera, Matsushita Electric Industrial, Nippon Telegraph and Telephone, Omron, Canon, Bayer Yakuin and Sumitomo Metal Industries, and more will soon join them. The institutes employ about 4,000 researchers, approximately 150 of whom are foreign residents.

Web sites

- International Institute for Advanced Studies
www.iias.or.jp/top/home_e.html
- Kansai Science City
www.keihanna-plaza.co.jp/KRI/gaken/gktobi_e.htm
- Nara Institute of Science and Technology
www.aist-nara.ac.jp
- "Ni-Ka On-line" (Web site on Canada-Japan relations)
www.dfait-maeci.gc.ca/ni-ka
- Research Institute of Innovative Technology for the Earth
www.rite.or.jp

For more information, contact Jean-Pierre Petit, Trade Commissioner, tel.: (613) 996-2467, fax: (613) 944-2397, e-mail: jeanpierre.petit@dfait-maeci.gc.ca or Yoshio Horiuchi, Commercial Officer, Canadian Consulate General, Osaka, tel.: (011-81-729) 52-4628, fax: (011-81-6) 6212-4914, e-mail: yoshio.horiuchi@dfait-maeci.gc.ca 🌟

A vast environmental market

Japan's Kansai region

transportation and telecommunications. Its gross regional product is larger than the GDPs of South Korea, Taiwan, Hong Kong and Thailand combined. In fact, if Kansai was a separate country, it would have the seventh largest GDP in the world. The region's role in the Japanese economy is surpassed only by that of the Tokyo metropolitan area. Large-scale projects under way include the Kansai Science City and Osaka Bay area developments; these promote balanced growth and help solve problems resulting from over-concentration in the Tokyo area.

Japan is showing increasing environmental awareness and concern about ecological deterioration. Canada is known as having a clean and natural environment, and it can easily capitalize on this reputation in the Kansai. For example, Japanese companies are strongly interested in new technologies for cleaning up PCBs and dioxins. Canadian and Japanese organizations have already formed several partnerships involving the transfer of Canadian technology. Significantly, the only Canadian environmental engineering firm with an office in Japan has chosen to locate in Osaka. Global environmental problems are mounting day by day,

less R&D potential. Kansai boasts many world-class technologies, including photo-quantum, biochemi-



cal and environmental technologies. It also has research institutes dealing with electronic parts and devices.

Aside from private research centres, there are roughly 350 national, prefectural, and municipal experimental and research institutes in the Kansai region. These conduct a wide variety of experiments in various fields. To local enterprises, the institutes provide technical training as well as testing and experimentation services, in order to solve any technical problems that may arise with those businesses' products and production processes.

Kansai Science City

Kansai Science City is a conglomeration of research organizations and institutes focusing on culture and science. It is being built on 15,000 hectares of land in the scenic Keihanna hills

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exportsource.gc.ca

The International Business Opportunities Centre (IBOC) provides a matching service — connecting foreign buyers with Canadian companies. The Centre provides timely, relevant and targeted business leads from the desks of foreign buyers to the doorsteps of Canadian companies.

The following lists some of the Centre's current trade opportunities — for a wider selection, visit the Web site at www.iboc.gc.ca/eleads

Canadian exporters needing assistance in preparing international bid documents may want to use the international contracts expertise and services offered by the Canadian Commercial Corporation. This Crown Corporation is located at 50 O'Connor Street, Suite 1100, Ottawa, ON K1A 0S6, tel.: (613) 996-0034, fax: (613) 995-2121.

ALGERIA — International Licensing for Oil and Gas Exploration — (Notice received from the Canadian Embassy in Algiers, Algeria.) The Ministry of Energy and Mines, and Sonatrach (State Oil Company) have announced the international licensing round for oil and gas exploration opportunities, in partnership with Sonatrach. The selected potential block offers are located in the following Algeria petroleum basins, where the expected upside undis-

International Business Opportunities Centre

covered petroleum resources are very high: Berkine Basin; Illizi Basin; Ahnet Basin; Timimoun Basin; and South East Constantine Basin. For more details about these basins, see Web site: www.sonatrach.dz.com/fra_mem.htm The data package for the selected blocks will be available for review during a data room session in Algiers, from November 20 to December 20, 2000. For more information on the first licensing round, visit the Ministry of Energy and Mines Web site: www.mem-algeria.org Closing date: February 14, 2001. Contact IBOC, fax: (613) 996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no. 001024-04209. For details: www.iboc.gc.ca/webleads.asp?1441en

CYPRUS — MPEG2/DVB Equipment for TV Transmission — (Notice received from the Canadian Consulate in Nicosia, Cyprus.) The equipment to be supplied is for four MPEG2/ DVB systems for point-to-point TV transmission across the Authority's PDH, SDH or ATM networks links. Each system comprises DVB-compliant encoders, decoders, two DVB modulator for satellite transmission, a PDH G.703 network interface (8 Mbit/s) as well as E1 and ATM interfaces. A three-year Supply Agreement may be considered by the Authority for the provision of an additional 10 DVB point-to-point links. The tenders must be accompanied by an unconditional guarantee issued in favour of the Authority by one of

the banks operating in Cyprus authorized by the Central Bank of Cyprus to issue such guarantees for an amount equal to CYP 10,000 covering the period of the validity of the tender. No partial tenders will be considered. Closing date: **January 12, 2001**. Cost of bid documents: C£20 plus VAT. Contact IBOC, fax: (613)996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no. 001027-04268. For details: www.iboc.gc.ca/webleads.asp?1478en

THAILAND — Construction of Klongmai Substation — (Notice received from the Canadian Embassy in Bangkok, Thailand.) The Purchases and Stores Department of the Metropolitan Electricity Authority has issued a public tender for the Construction of the Klongmai Substation: Bid no. CF3-9004-WBX. Closing date: **January 31, 2001**. Cost of bid documents: US\$210. Contact IBOC, fax: (613)996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no. 001019-04153. For details: www.iboc.gc.ca/webleads.asp?1398en

ETHIOPIA — Abay River Bridge Maintenance Project — (Notice received from the Canadian Embassy in Addis Ababa, Ethiopia.) The Federal Democratic Republic of Ethiopia has allocated sufficient funds for the Abay River Bridge Maintenance Project. The Ethiopian Roads Authority, on behalf of the government of Ethiopia, invites sealed bids. Closing date: **January 23, 2001**. Cost of bid documents: Ethiopian Birr 500 (non-refundable). Contact IBOC, fax: (613) 996-2635, e-mail: eleads@dfait-maeci.gc.ca quoting case no. 001026-04258. For details: www.iboc.gc.ca/webleads.asp?1473en 🍁

IBOC trade opportunities — find out more at www.iboc.gc.ca



International Business Opportunities Centre

As Team Canada Inc's Sourcing Centre, the International Business Opportunities Centre (IBOC) matches business opportunities from around the world with the business interests of Canadian exporters, particularly small and medium-sized enterprises. IBOC offers a value-added service to trade commissioners by directly contacting Canadian companies about foreign trade leads.

To pursue our international trade leads, check out our Web site at www.iboc.gc.ca (particularly our E-Leads® and Web-Leads®).

Switzerland has a strong environmental industry. Due to the country's small size and high population density, it has been forced to confront environmental problems long before many other larger countries. Consequently, the environment industries have become a substantial factor in the overall Swiss economy.

Office for Economic Policy estimates this sector's total annual turnover at 5 to 6 billion Swiss francs, and its workforce at approximately 20,000. The environmental technology division of the Swiss Association of Machinery, Electrical and Metal Industries (SWISSMEM) alone comprises 40 firms, with an annual turnover of

ISO 14001 environmental standards certification.

The Environmental Protection Law and subsequent updates have reinforced the close co-operation between environmental research institutes and the commercialization of new technologies. Swiss government agencies support pilot and demonstration plants for "green" technologies and can specifically promote projects which contribute significantly to the solution of environmental problems.

Environmental technology research is producing increasingly sophisticated filtration systems, as well as wastewater and exhaust air treatment equipment, in order to reduce industry's emissions. In sectors such as the chemical and metallurgical industries, new integrated production processes are being developed, in collaboration with universities. The Swiss Federal Laboratory for Materials Testing and Research (EMPA) investigates the environmental impact of substances and processes, develops methods of life cycle assessment, and conducts environmental reviews of companies.

Key facts about sub-sectors:

Waste

In Switzerland, 370 kg of mixed municipal waste accumulates, per person, each year. In general, Swiss municipalities use various forms of "bag and tag" systems to collect household waste. In addition, 240 kg, per person, per year, of used material is collected separately through a sophisticated network of drop-off points and recycled, adding up to 610 kg in total. Close to 40% of municipal solid waste is recovered (e.g. glass, polyethylene, paper, tinfoil, etc.).

Increasingly, waste-to-energy technologies are being used to incinerate 80% of mixed municipal waste and non-utilizable sewage sludge, while the remaining 20% is land filled. As of 2000, Swiss law prohibits land filling of combustible waste. The legislation identified

Sector profile

Environmental industries in Switzerland

The Swiss industries' strengths are in the fields of wastewater treatment and water purification, waste recovery, recycling and incineration, air pollution control, noise abatement, integrated pollution control processes, soil treatment and sewage sludge disposal, instrumentation/monitoring, environmental safety and impact assessment analysis. The stringent Swiss environmental laws and regulations have been the driving force behind many of the innovative environmental concepts and top-flight technology products that have found their way to world markets.

Small country, big on environment

Switzerland, a small country of approximately 40,000 square kilometres, has approximately 120 manufacturers and 80 engineering consultants directly active in the environment sector. As well, an additional 300 companies, mostly small and medium-sized enterprises (SMEs), supply components to this relatively young and highly specialized industry sector. The Federal

approximately 900 million Swiss francs. Over 50% of this turnover is generated by exports. In Switzerland, 99.6% of all companies are considered to be SMEs, and they employ 75% of the country's total workforce.

Environmental protection measures cost Switzerland — population 7 million — approximately 6 billion Swiss francs annually (1.7% of the GDP). Of this, 35% goes to managing waste, 28% to protecting water resources, and 23% to improving air quality. The funding comes from both public and private sectors; federal, cantonal and municipal governments are closely involved in the decision-making processes. The Swiss government's ecological tax reform proposals are presently under parliamentary review and decisions are expected soon on issues such as an energy tax, a tax on carbon dioxide emissions, and various proposals for an "incentive" tax that would increase the price of fossil fuels. To date, hundreds of Swiss companies have obtained

14 categories of “special waste” (toxic waste), divided into 172 sub-categories, which must be burned in special incinerators.

Water

Switzerland’s drinking water comes mainly from spring water and ground-water. On average, the Swiss population — including industry — consumes approximately 425 litres per inhabitant daily. Switzerland has wide expertise in using biotechnology for wastewater treatment. Today, 97% of the population and all factories are connected to wastewater treatment plants.

Air

In Switzerland, 90% of private cars are equipped with catalytic converters. In order to reduce the emissions of carbon dioxide, the government program “Energy 2000” was launched in 1990, aimed at maintaining 1990 levels of emissions and fossil fuel usage over the next decade. The program also foresees by the end of 2000 an increase of 3% in the use of renewable forms of energy for heat production, and an increase of 0.5% for electricity generation. Among other measures, the use of heat pumps is widely encouraged; 55,000 heat pumps can replace 110 million litres of fuel oil per year. (For more information, see www.wpz.ch)

Biotechnology is also increasingly used for removing various gaseous emissions and odours.

Soil

A number of Swiss firms specialize in advanced remediation methods (in situ and ex situ) for soil and for older landfills, including monitoring equipment and data-collection devices.

Cleaner Production Centres (CPCs)

Switzerland is not a member of the European Union (EU). It has its own laws, legislation, norms and standards, which, though often in line with those of the EU, are in many cases more stringent. Despite existing bilateral trade agreements with the EU, the isolation of Switzerland within Europe sometimes has a limiting effect on

Swiss companies’ efforts to increase their exports in the environment sector and in others. Swiss firms must often rely on licensing agreements to market their products and services, or on joint ventures with partners in the European Union or from overseas.

CPCs were set up in Switzerland to foster international co-operation by enabling corporations from around the world to share new ideas and technologies in the environment industry. In Switzerland, these centres focus on creating long-term technology co-operation agreements, promoting “eco-efficient” production processes, and helping to improve recycling and disposal methods.

Partnership opportunities

Opportunities exist for partnering with Canadian companies in the following areas:

- waste management — collection, sorting, recycling, treatment, incineration
- resource recovery and recycling technologies
- wastewater, fresh water, sewage treatment
- composting, biowaste, sludge

- soil protection, geology and tunnelling
- air pollution control
- noise abatement and ventilation
- monitoring and introduction of clean process technology; environmental impact
- assessment studies and life-cycle analysis
- corporate environmental management systems
- sustainable energy conservation and new energy technologies

For more information, contact Werner Naef, Commercial Officer, Canadian Embassy, Berne, Switzerland, tel.: (4131) 357-3206, fax: (4131) 357-3210, e-mail: werner.naef@dfait-maeci.gc.ca Web site: www.canada-ambassade.ch

Other useful Web sites:

- www.admin.ch/buwal (Swiss Ministry of Environment)
- www.snf.ch/spp_umwelt (Swiss National Science Foundation; Environment Priority Program)
- www.umwelttechnik-verband.ch (Swiss Association for Environmental Technologies) 🌟

CCC: A proud sponsor

— Continued from page 7

- **Student Achievement** — recognizing students who have applied what they have learned to the benefit of Ontario’s export community.

Who can submit nominations

Companies or individuals may nominate themselves or be nominated by a group, customer or individual who is familiar with their export business activities. Nomination guides and forms are available on-line at www.ontario-canada.com/export

The nomination deadline for the 2000 Ontario Global Traders Awards is December 15, 2000.

How winners are selected

Nominations for regional awards are evaluated by regional panels, representing leaders from business, education and economic development groups. A provincial panel selects the provincial winners from a short list of regional winners.

For more information, tel.: (416) 314-8200, toll free: 1-877-468-7233, fax: (416) 314-0648, e-mail: global.traders@edt.gov.on.ca, Web site: www.ontario-canada.com/export 🌟

(For the unabridged version, see www.infoexport@dfait-maeci.gc.ca)

Asian Development Bank posting RRP's on its Web site

To further improve the transparency of its operations and access to key documentation, the Asian Development Bank (ADB) has started posting all its non-confidential *Report and Recommendations to the President* (RRPs) on its public Web site www.adb.org once they have been approved by the Board. The exceptions will be RRP's containing commercially sensitive information, notably non-sovereign loans under the Bank's private sector operations, which will remain classified as "confidential" under the Bank's Confidentiality and Access to Information Policy. RRP's now being posted include specific loan and technical assistance (TA) project approval documentation.

In addition to new non-confidential RRP's and policy papers (which have been posted for some time), the ADB will be posting non-confidential RRP's approved in the past back to January 1, 1995 (the date the current Confidentiality and Access to Information Policy became effective). The ADB hopes to complete the posting of all past approvals by the end of this calendar year.

To access the RRP's by country or by subject: www.adb.org/Projects/reports.asp?key=reprs&val=RRP

For more information, contact Edward Wang, Asia Team Leader, DFAIT, tel.: (613) 996- 6188, e-mail: edward.wang@dfait-maeci.gc.ca 🌟

World Bank MOS free on-line

The *World Bank Monthly Operational Summaries* (MOS) have recently been made available on-line — FOR FREE — from its own home page at www.worldbank.org/html/opr/procure/MOS/contents.html

The MOS reports on the status of projects in the World Bank's lending pipeline, from the point of identification of the project to the signing of the loan or credit agreement. This information is key to Canadian companies and organizations that export, or plan to export, to developing countries as it allows them to track these projects over a period that can last, on average, two years.

For more information, contact the Export Financing IFI Unit, DFAIT, tel.: (613) 995-7251, e-mail: ifinet@dfait-maeci.gc.ca 🌟

HOFEX 2001, the largest food business exhibition in Asia

HONG KONG — May 8-11, 2001 — The Consulate General of Canada in Hong Kong will organize a national stand at HOFEX 2001, the 9th Asian International Exhibition of Hotel, Restaurant, Retail and Catering Equipment, Supplies and Services, Food and Drink.

HOFEX 1999 attracted 4,759 international exhibitors and 16,089 Asian buyers from South China, Taiwan, Malaysia, Singapore, the Philippines and Australia. Hong Kong remains the key regional centre for the hospitality business.

New market reports

The full text of the following articles on sectoral markets are available on the on-line version of *Canadexport* at www.infoexport.gc.ca/canadexport

Greece

- Greece: Agriculture and Agri-food Sector — An Appetite for Change

Russia

- Canadian Firms Offer Appetizing Fare in Russia

Switzerland

- The Swiss Biotechnology Industry — An Overview

The United Kingdom

- The Environmental Market in the United Kingdom
- The United Kingdom Biotechnology Sector
- The United Kingdom Games Market
- The United Kingdom — Information and Communications Technologies 🌟

The Consulate will co-operate with colleagues in the regional offices of Agriculture and Agri-Food Canada and provincial Ministries of Agriculture to organize the Canada stand; the goal is to have a Canadian presence of 20 exhibitors. To create a distinctive Canadian image, on a cost-recovery basis, the Consulate will consolidate booth design and setting, including an interactive information booth and meeting area.

Continued on page 16 – HOFEX 2001

Shanghai is China's information gateway. Most of the world's information and communications technology (ICT) giants have been attracted by the city's infrastructure and investment environment. Last spring, for example, Alcatel announced that it was moving its Asian headquarters to Shanghai; and, in October, IBM announced investment of another US\$300 million to build an electronic card and high-tech chip carrier plant in the city.

Shanghai is located in the Yangtze Delta, an area with a population of 200 million having the highest spending power in mainland China. The ICT market has grown by 40% in the last year.

Shanghai is the first city in China to have:

- a DWDM network
- long-distance service provided by a foreign enterprise (AT&T)
- a credit card verification system for e-commerce
- Web TV

Shanghai's ICT market — The head of the Chinese dragon

In June 2001, Shanghai is hosting a series of high-profile ICT activities:

- **ExpoComm 2001** — telecommunications and e-commerce solutions trade fair
- **Golden Card Shanghai 2001** — electronic card technology trade fair
- **Compu-Net 2001** — software, Internet and hardware trade fair
- **CIAPR** — high-level information technology strategy seminar hosted by the Mayor of Shanghai and sponsored by the United Nations

During June, the Canadian Consulate General in Shanghai is organizing a Canadian Week to promote Canada's ICT expertise. Last year about 25 Canadian companies participated. Here's how you can take part:

- Exhibit at **ExpoComm's** Canada Pavilion. The fair is already sold out but the Consulate is holding 135 square metres of prime exhibit space on the first floor. Exhibitors



The Canadian Pavilion at Shanghai ExpoComm 2000.

- include **Cisco, Lucent, Alcatel, Nortel, Siemens, Ericsson, Huawei, Nokia** and others. Contact us immediately if interested.
- Exhibit at **Compu-Net** or **Golden Card Shanghai**.
- Advertise in the ICT catalogue and on the Web site all year long (check out this year's catalogue at www.shanghai.gc.ca/it).
- Attend the fairs, **CIAPR** and the Canadian reception.
- Hold a seminar to promote your products.

The Canadian Consulate General in Shanghai wants to help serious exporters expand their sales in this important market.

For more information, contact Jan Scazighino, Trade Commissioner and Vice-Consul, Canadian Consulate General, Shanghai, tel.: (011-86-21) 6279-8400, fax: (011-86-21) 6279-8401, e-mail: jan.scazighino@shanghai.gc.ca Web site: www.shanghai.gc.ca/it or Laurie Pinard, Information Officer, China and Mongolia Division, DFAIT, tel.: (613) 944-3093, fax: (613) 943-1068, e-mail: laurie.pinard@dfait-maeci.gc.ca 🌟

Mining trade show in Brazil

BELO HORIZONTE, BRAZIL — April 24-27, 2001 — The Canadian Association of Mining Equipment and Services for Export (CAMESE) (www.camese.org) and the Canadian Trade Office, located in Belo Horizonte, are organizing Canadian participation in **EXPOSIBRAM 2001, the Brazilian Mining Trade Show**. Belo Horizonte is the capital city of the state of Minas Gerais, which is Brazil's mining heartland and recognized as one of the major mining regions of the world.

EXPOSIBRAM (www.ibram.org.br) is the most important congress and exhibition in the Brazilian mining sector, and covers the entire mining industry from exploration to mine closure. It offers an excellent venue for Canadian mining suppliers of equipment and services to make contacts with potential end users, decision makers, sales representatives and joint venture partners. More than

500 exhibitors and over 13,000 visitors from around the world contributed to the success of the 1999 EXPOSIBRAM.

Over the course of the next 20 years, it is expected that Brazil will attract US\$35 billion in investments in the mining sector earmarked for finding new deposits, mining operations and mineral processing, and for forecasting better growth prospects for Brazil and its mining industry. EXPOSIBRAM 2001 is already sold out, but CAMESE was able to reserve space in advance which it is holding for a limited time for Canadian firms.

For more information and an application to participate at this important event in the Canada Pavilion, contact Francis Bourqui, CAMESE, Ontario, tel.: (905) 513-0046, fax: (905) 513-1834, e-mail: bourqui@camese.org 🌟

Target India 2001

Industrial Consultants of Etobicoke, in co-operation with the Indo-Canada Chamber of Commerce, is organizing **Target India 2001**, a 15-day trade mission to India for export-ready small and medium-sized enterprises, **February 9-23, 2001**.

Participants in the environmental and waste management, mining (marble), construction, agro-industries and food-processing sectors will visit the states of Gujarat and Rajasthan. The mission would be of interest to manufacturers, exporters and importers in these sectors.

Participation is limited to 15 individuals. Activities include a one-day seminar on tax planning, bank financing, corporate structures and state

and central government laws, a meeting with the Minister and Secretary of State of the state government, and a meeting with the local Chamber of Commerce in each state capital. Participants will have opportunities to visit businesses in related industries, and meetings will be arranged with prequalified local partners. A detailed itinerary will be provided upon registration. As well, for French speakers interested in participating, local interpretation will be available.

Trade delegation members will also have an opportunity to visit **BUILD INDIA 2001** in Mumbai, which takes place from **February 21-25, 2001**. For information on this event, visit www.buildersindia-exhibitions.com

For further information, contact Kashyap Bhatt, President, Industrial Consultants, tel.: (416) 679-8333, fax: (905) 889-1555, e-mail: k.bhatt@industrial-consultants.net Web site: www.industrial-consultants.net or Alan McBride, India Trade Officer, South Asia Division, DFAIT, tel.: (613) 944-1653, fax: (613) 996-5897, e-mail: alan.mcbride@dfait-maeci.gc.ca 🌟

Economy and GDP are booming

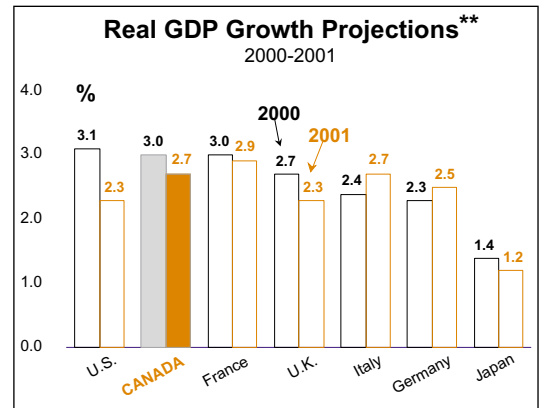
- **Banner year in 1999:** Canadians celebrated eight straight years of economic growth as the GDP hit its highest peak of 4.5% since 1994.*
- **Growth to remain strong:** A private sector forecast points to a strong economy with a 3.2% growth rate in 2000-2001.†
The OECD projects Canada's growth to average 2.9 percent over the period 2000-2001 — second only to France among the G-7 countries.**
- **Budget surplus and largest debt reduction:** 1999 saw the federal government have its third consecutive budget surplus since 1951-52. The \$12.3 billion surplus was used to make the single largest ever paydown of the national debt.Δ

For more information on investing and doing business in Canada, click on www.investincanada.gc.ca or call (613) 941-0354, fax: (613) 941-3796, e-mail: lanoy.louise@ic.gc.ca

* Source: *Trade Update 2000: First Annual Report on Canada's State of Trade*, Department of Foreign Affairs and International Trade, 2000 — <http://www.dfait-maeci.gc.ca/eet/state-of-trade-e.asp>

† Source: *Consensus Forecasts* by Consensus Economics Inc. (U.K.)

Δ Source: Finance Canada — <http://www.fin.gc.ca/fin-eng.html>



** Source: *OECD Economic Outlook*, December 1999

HOFEX 2001

— Continued from page 14

Visit the HOFEX Web site at <http://ats.agr.ca/hofex2001> to download an application for stand space and a contract for participation in the Canadian national stand. Allocation of space to companies will be on a first-come, first-served basis.

For further information, contact: Kitty Ko, Commercial Officer, the Canadian Consulate General, Hong Kong, tel.: (011-852) 2847-7448, fax: (011-852) 2847-7441, e-mail: kitty.ko@dfait-maeci.gc.ca 🌟

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: **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 Internet site at www.dfait-maeci.gc.ca

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