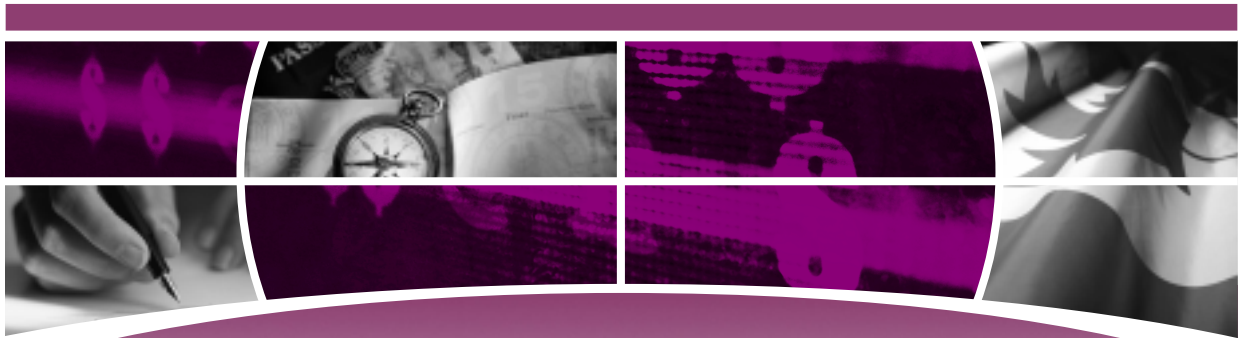




# CanadaExport



## Turning waste into watts in Sweden, Japan **Fuel Cell Technologies Ltd.**

### In this issue

- 2 Trade fairs: Aerospace West in Edmonton
- 3 U.S. Connection: Canadian housing in Seattle
- 5 Sweden confronts climate change
- 6 "New energy" in Japan
- 7 Olympic opportunities in Beijing (part 2)
- 8 Upcoming conferences
  - CME
  - Executive mobility

**J**ohn Stannard, President, CEO, and founder of Kingston-based **Fuel Cell Technologies Ltd.** (FCT), knows he can't change the world, but he is certainly prepared to clean it up, one community at a time. So naturally he was pleased to be present in Stockholm's City Hall on January 31, 2002, for the announcement that FCT had been selected from among 12 international competitors

to provide power to the community of Hammarby Sjöstad using bio fuel. Hammarby is an experimental residential project that Stockholm's Local Investment Program (LIP) Council is supporting to show the world what renewable energy can do.

"Biogas produced in Hammarby's sewage treatment plant will be converted into electricity and heat using our Solid Oxide Fuel Cell (SOFC) systems," explains Stannard, who holds a doctorate in gas turbine engineering. "Stockholm is already using a smorgasbord of generating facilities to maximize power and minimize emissions, but our power systems are cleaner, quieter, safer, and extraordinarily efficient."

*continued on page 4 — Fuel*



Contract awarding ceremony at Stockholm's City Hall. Fuel Cell Technology Ltd.'s President and CEO John Stannard (front row, third from right) is surrounded by the LIP Council.

Vol. 20, No. 10  
June 3, 2002

Get set for the Italian Internet connection

## Canadian pavilion at SMAU 02

**MILAN, ITALY** — October 24-28, 2002 — With almost 20 million Internet users (30% of the population) and 50 million mobile phone users (80% of the population), Italy is fast discovering the advantages of becoming

Web-enabled and wireless. **SMAU 02** ([www.smau.it](http://www.smau.it)) is Italy's premier event in this hot Information and Communications Technologies (ICT) market, the most important in the

*continued on page 2 — Connections*

# Connections in Italy

— continued from page 1

southern European and Mediterranean regions, and the second-largest (after **CEBIT**) in Europe.

Last year's **SMAU 2001** attracted over 3,000 exhibitors, 18,000 conference participants, and close to half a million visitors.

Italy is Europe's fourth-largest ICT market (more than 11% of the entire western European market) and the sixth-largest in the world. Federcomin, Italy's national association of major high technology companies, predicts double-digit growth of 11.2% in 2003, and 13.5% in 2004 — outstripping by far similar predictions for North America and the rest of Europe.

Recognizing that Canada is a master practitioner of the digital economy, Italy welcomes the following Canadian expertise:

- ASP-facilitated e-learning and corporate e-training;
- Government-on-line solutions and services;
- Integrated wireless/Web solutions such as interactive games;
- Broadband infrastructure and services;
- Intranet/Internet/B2B solutions for SMEs;
- Network security;
- Multimedia content.

As in the past, the Canadian government (DFAIT and Industry Canada), in cooperation with the provinces, the Canadian-Italian Chambers of Commerce, and the Italian National Institute for Foreign Trade [ICE], is organizing a Canadian pavilion ([www.unilinkfairs.com/flyers/SMAUcpinfo.pdf](http://www.unilinkfairs.com/flyers/SMAUcpinfo.pdf)) to help Canadian

ICT firms make the right connections at **SMAU**.

The deadline to reserve booth space is **June 28, 2002**. A matchmaking mission to Rome and Milan led by Secretary of State, Maurizio Bevilacqua, is also planned to introduce Canadians to a well-established network of potential distributors and partners.

**SMAU** is a marketing "must", a unique opportunity to establish a firm foothold in the Italian market, and a gateway to southern Europe and the Mediterranean.

**For more information**, contact Ouafaa Douab, Manager, International Business Development, Europe, Industry Canada, tel.: **(613) 990-4216**, fax: **(613) 990-4215**, e-mail: [douab.ouafaa@ic.gc.ca](mailto:douab.ouafaa@ic.gc.ca) Web site: [www.ttcinfotech.ic.gc.ca](http://www.ttcinfotech.ic.gc.ca)

**For more information** about ICT opportunities in Italy, contact John Picard, Senior Commercial Officer, Canadian Embassy, Rome, tel.: **(011-39-06) 44598.3353**, fax: **(011-39-06) 44598.3754**, e-mail: [john.picard@dfait-maeci.gc.ca](mailto:john.picard@dfait-maeci.gc.ca) Web site: [www.canada.it](http://www.canada.it) 🌟

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CanadExport

## Flying high at Aerospace West

**EDMONTON** — July 11-12, 2002 — The sky's the limit for Canadian suppliers attending the premiere of **Aerospace West** ([www.aerospacewest.com](http://www.aerospacewest.com)), a new business development initiative launched by the Alberta Aerospace Association ([www.aerospace.ab.ca](http://www.aerospace.ab.ca)) and its partners to facilitate information sharing and networking between major aerospace prime contractors, their subcontractors, and western Canadian aerospace firms. The business forum and trade show will be held in conjunction with the **Edmonton International Air Show** which will feature the incomparable Canadian Forces Snowbirds.

Boeing, GKN Westlund, Eurocopter, and Lockheed Martin will be among the leading international aerospace

prime contractors delivering presentations on current and future export development and procurement opportunities. In addition, there will be briefings on the Maritime Helicopter Program, Bombardier Defense Systems, Sikorsky Helicopters and other procurement initiatives associated with the Department of National Defence/Aerospace Engineering Test Establishment at Cold Lake, Alberta (DND/AETE) and Industry Canada. Canadian aerospace suppliers will be able to get their products and services front and centre with prime contractor reps during 20-minute private sessions which must be scheduled in advance and will be assigned on a first-come, first-served basis.

*continued on page 8 — Aerospace*

# The U.S. Connection

The U.S. Connection is produced in cooperation with the U.S. Business Development Division of DFAIT's North America Bureau. For information about articles on this page, fax (613) 944-9119 or e-mail [commerce@dfait-maeci.gc.ca](mailto: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.

*Consulate General unlocks secrets to healthy homes*

## Canadian housing systems in Seattle

**J**im Sheehan, a Business Development Officer at the Canadian Consulate General in Seattle, knows that seeing is believing, which is precisely what he had in mind when he invited building code officials from the Pacific Northwest region to see for themselves Canada's progress in the "green building" sector. Sheehan's workshop program, held in the Consulate General's Seattle office on February 20, 2002, helped convert 30 building planners and inspectors in the region into believers in the Canadian "systems approach" to designing energy efficient and healthy homes.

"Building inspectors and code officials in the area are struggling to balance good indoor air quality (IAQ) with energy efficiency in homes," explains Sheehan. "They are finding it difficult

to accept that it is simply good building science to construct very tight building envelopes and then use balanced and filtered ventilation to supply the structure with air.

"In other words, tightly built homes needn't suffer high moisture, furnace back drafting, and black mold — provided they're designed using the "systems approach" that ensures each sub-system in a home will function in a complementary fashion with the others."

Sheehan organized the workshop to convince Seattle's building code community that Canadian housing technology and products could solve many IAQ problems.

### Healthy homes, Canadian style

Sheehan invited Randy Nicklas, a leading expert on designing and building tight, healthy homes, to discuss Canada's extensive expertise in this field. Nicklas is also the Northwest man-

ufacturers' representative for cutting edge Canadian "healthy housing" products from **Venmar** ([www.venmar-ventilation.com](http://www.venmar-ventilation.com)) and **Icynene** ([www.icynene.com](http://www.icynene.com)).

Venmar, located in Drummondville, Quebec, builds world-class ventilation and heat recovery equipment (a unit was on display). Icynene, based in Mississauga, produces a state-of-the-art, spray-in-place soft polycynene insulating foam.

Venmar's HEPA 3000, a heat recovery ventilation unit, combines the energy efficiency of heat recovery with the benefits of highly filtered air. The system transfers the heat in stale building air to fresh incoming air, while filtering out up to 99.97% of all particles 0.3 microns or larger — a godsend for allergy sufferers.

When sprayed into wall insulation from the inside, Icynene® foam seals the building envelope and provides a comfortable, draft-free, condensation-free environment, one which is impervious to dust, allergens, odours, and pollutants. Icynene® is a water-based, CFC- and formaldehyde-free product that emits neither gases nor odours, and it does not support the growth of bacteria or fungi. The product can actually make indoor air healthier than the air outside, while eliminating a large

*continued on page 4 — Canadian*



Participants at the Canadian building code workshop held at the Canadian Consulate General in Seattle. Inset: workshop leader Randy Nicklas.

Check the Business Section of the Canada-U.S. Relations Web site at [www.can-am.gc.ca](http://www.can-am.gc.ca) ... for valuable information on doing business in and with the United States.

# Fuel Cell Technologies Ltd.

— continued from page 1

FCT's core business is the production of small-scale SOFC power systems that provide electricity and heat for "stationary applications" such as homes, small commercial enterprises, and remote sites. Part of the procurement for the Hammarby project includes the supply and installation of three of FCT's 5 kW SOFC systems. If all goes well, this deal will be followed by a blanket contract that could see as many as 8,000 additional SOFC units installed over the next eight years.

Hammarby Sjöstad, which is now under construction, will officially open August 15, 2002, to coincide with Stockholm's 750th anniversary and BoStad-02, an event showcasing the community as an ecological building project.

## A winning formula

But exactly how will Hammarby's sewage be used to generate electricity and heat?

Stannard explains: "First the sewage is streamed, then combined in a giant digester to produce biogas — in this case mostly methane. About 15 to 20% of this methane is converted into a

hydrogen-rich gas which is fed to the fuel cells. When air is supplied to the other side of the cells, an electro-chemical reaction occurs that produces electrical energy and heat.

"The electricity is used to operate appliances and run services. Some of the heat is used to keep the system at operating temperature, and the rest is available for other uses, such as heating a residential community."

## The power of networking

Stannard's simplified explanation belies a not-so-simple, but promising, technology that required substantial working capital to get off the ground.

"Many small firms with excellent products like ours may not realize the benefits of maintaining regular contact with a network of government officers. Sometimes government funding is only a phone call away.

"If we hadn't tapped into the IRAP (Industrial Research Assistance Program) or CANMET (Canada Centre for Mineral

and Energy Technology Program) I don't think we'd be where we are today," admits Stannard. In its early days, FCT also made use of DFAIT's Program for Export Market Development (PEMD) to cover travel expenses, and enjoyed considerable funding support from DND on its underwater propulsion fuel cells.

## Future generations

The innovative and nimble FCT now has a Joint Development Agreement with corporate giant Siemens Westinghouse

Power Corporation of Pittsburgh, a world leader in, among other things, the design and manufacture of fuel cell stacks. FCT is also listed on most fuel cell databases, which has brought technology-hungry giants like Japan's NKK Corp., one of the world's largest steel makers, to the company's doorstep. In December 2001, FCT and NKK signed a comprehensive Letter of Understanding that is expected to

lead to a marketing and distribution agreement in which NKK will promote, sell, distribute, and service only FCT's SOFC products of sizes up to 50 kW in the Japanese and East Asian markets.

But in the fuel cell business, as with any high technology endeavour, adaptability is critical to success. "You need to grow and evolve or you're toast," says Stannard bluntly. "If you continue to produce something that the world doesn't want, or need, you'll end up as one more victim of 'buggy whip syndrome'." Hammarby is a testing ground for our vision of a world without greenhouse gases. Our success there will help prove that fuel cell technology is not only 'promising' — it's delivering."

**For more information**, contact John Stannard, CEO, FCT, tel.: (613) 544-8222 ext. 102, fax: (613) 544-5150, e-mail: [jstannard@fct.ca](mailto:jstannard@fct.ca) Web site: [www.fct.ca](http://www.fct.ca)

(For the unabridged version, see [www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport) and click on "Sharing Trade Secrets".)



One of FCT's units currently in operation and undergoing testing.

## Canadian houses in Seattle — continued from page 3

proportion of the air leakage commonly found in North American homes.

"The workshop was a great way to get the message about Canadian building technology into the hands of code officials in the Northwestern U.S. region," says Sheehan. "Since the event, one code official who was unable to attend the workshop approved a project based on information provided by colleagues about Icynene®. We'll be taking it to the next level at a similar event for the Heating Ventilation and Air Conditioning (HVAC)

contractors, and after that it will be time to train the architects and builders."

With help like this, expect to see more Canadian-style healthy houses springing up in the Northwestern U.S.

**For more information**, contact Jim Sheehan, Business Development Officer, Canadian Consulate General, Seattle, tel.: (206) 770-4082, fax: (206) 443-9735, e-mail: [jim.sheehan@dfait-maeci.gc.ca](mailto:jim.sheehan@dfait-maeci.gc.ca) Web site: [www.can-am.gc.ca/seattle/](http://www.can-am.gc.ca/seattle/)

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

## New investments in renewable energy

# Sweden confronts global climate change

**S**weden takes climate change issues very seriously, in particular, reducing its greenhouse gas emissions. To demonstrate this strong commitment, the Swedish government has gone beyond the Kyoto Protocol to set Sweden's target level for 2008-2012 at 4% below the 1990 greenhouse gas emission levels. Approximately \$150 million has been allocated over the next three years to fund the Climate Investment Programme that will target the energy, transportation and waste sectors.

Sweden's 289 municipalities have been invited to tap into the new funds by submitting proposals for projects that will lead to reduced greenhouse gas emissions.

### Local successes

The new programme represents a broadening in scope of the former Local Investment Programme (LIP), which was designed to stimulate ecologically sustainable development. As much as half of the total investments made as a result of that fund led to direct reductions in greenhouse gas emissions, and the government funding covered 30% of the total project costs.

The following are examples of projects that support renewable fuel sources and have received support from the LIP:

**Linköping** — Biogas (methane) produced from food processing waste is purified and then used to fuel 60 city buses and 80 other types of vehicles. Replacing diesel with biogas has reduced carbon dioxide emissions and improved air quality in the inner city.

**Nynäshamn** — Energy from bio

fuel is now used to produce steam for oil refinery processes used in the city's large petrochemical industry. The excess heat generated by these processes is channelled to the district heating system to heat the town.



**Hammarby Sjöstad** — This new housing project near Stockholm will use biogas produced by its local sewage plant to power fuel cells supplied by Canada's **Fuel Cell Technologies Ltd.** ([www.fct.ca](http://www.fct.ca)) — see cover story. The bio fuel will be used to co-generate electricity and heat which will then be directed to district heating networks. Hammarby Sjöstad will showcase this progressive residential project, including the fuel cell units, at an exhibition in August 2002.

### A shift in energy systems

Although other renewable energy sources, such as wind power and bio fuel, are becoming more popular, the majority of electricity produced in Sweden is still generated at hydro-electric and nuclear power facilities. To accelerate the shift towards a more ecologically sustainable energy system, however, Sweden decided to close one of its 12 nuclear power reactors in 1999. The government is planning to close a second reactor in 2003.

With the deregulation of the Swedish electricity market in 1996, energy prices have risen slightly. On January 1, 2003, a new system involving "green certificates" will be introduced to stimulate the production of electricity from environmentally friendly and renewable

sources such as wind, bio fuel, solar power, geothermal energy, hydro and wave energy.

Decisions pertaining to energy policy in Sweden will not be made at the expense of the competitiveness of Sweden's industrial base: the energy supply to industry must be safe-guarded as changes are made to the energy system. Measures to improve Sweden's energy efficiency and reduce greenhouse gas emissions in energy-intensive industries will be introduced in upcoming government-funded programmes.

**For more information**, contact Inga-Lill Olsson, Business Development Officer, Canadian Embassy, Stockholm, tel.: **(011-46-8) 453-3019**, fax: **(011-46-8) 453-3016**, e-mail: [inga-lill.olsson@dfait-maeci.gc.ca](mailto:inga-lill.olsson@dfait-maeci.gc.ca) Web site: [www.infoexport.gc.ca](http://www.infoexport.gc.ca) ✳

## Put the power of Canada behind your export sales



The **Canadian Commercial Corporation (CCC)** is Canada's export contracting agency. CCC specializes in sales to foreign governments and provides special access to the U.S. defence and aerospace markets. Canadian exporters can gain greater access to government and other markets through CCC's contracting expertise and unique government-backed guarantee of contract performance. CCC provides export contracting services that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms. CCC can provide access to commercial sources of pre-shipment export financing. When requested, CCC acts as prime contractor for appropriate government-to-government arrangements.

**For more information**, contact CCC, tel.: **(613) 996-0034**, toll-free in Canada: **(1-800) 748-8191**, fax: **(613) 995-2121**, Web site: [www.ccc.ca](http://www.ccc.ca)

## Huge potential for alternative energy

# “New energy” market heats up in Japan

Japan's “new energy” policies reflect its strong commitment to the Kyoto Protocol: The country intends to increase the proportion of energy generated from emerging energy technologies and renewable sources from 0.5% to 3.0% by 2010. Japan's new policies include start-up subsidies for entrants into the new energy market, and stricter regulations for electric power utilities that will ensure a bigger share of their power output is derived from “new energy” sources. “New energy” is defined as emerging energy technologies and renewable energy, essentially cleaner alternatives to fossil fuel.

### Market overview

The development and commercialization of new energy technologies in Japan is funded largely by Japanese automakers and power companies, which have been investing heavily in alternative fuel/natural gas/hybrid projects for many years. As a result, Japan plans to have 50,000 fuel cell (FC) cars and up to 10 million Low Emission Vehicles (LEVs) on the road by 2010, fuelled by an FC generating capacity of 2,200 MW. Corporate giants such as Toshiba and Matsushita have also been investing considerable R&D into new energy technologies.

The Japanese government is accelerating the move from “old” to “new” energy through direct funding and support for public and private organizations that promote clean energy. These include the Organization for the Promotion of Low Emission Vehicles (LEVO) ([www.levo.or.jp](http://www.levo.or.jp)), the New Energy and Industrial Technology Development Organization (NEDO)

([www.nedo.go.jp/english](http://www.nedo.go.jp/english)), the Japan Gas Association, the Japan Electric Vehicle Association, and the Fuel Cell Commercialization Committee of Japan.

### Canadian capabilities

Given that about 17% of Canada's primary energy supply is derived from renewable resources, we are well-positioned to take advantage of new energy market opportunities in Japan.

Our expertise includes the clean production of hydrogen, innovative solutions for alternative energy storage and infrastructure, cost-effective conversion kits for diesel vehicles, automotive fuel cell technology, solar walls for industrial preheating, home insulation, wind power, photovoltaic power, and bio fuel technology.

The new generation of new energy companies in Canada includes automotive fuel cell developer **Ballard Power Systems** ([www.ballard.com](http://www.ballard.com)), alternative fuel specialists **Methanex** ([www.methanex.com](http://www.methanex.com)) and **Stuart Energy** ([www.stuartenergy.com](http://www.stuartenergy.com)), and **Dynetek Industries Ltd.** ([www.dynatek.com](http://www.dynatek.com)), a manufacturer of advanced, lightweight fuel storage systems.

### Opportunities

Japan's new policies are sparking demands for new energy equipment and services in the following areas:

- Hydrogen, methane, and liquified natural gas (LNG);
- Reformation/electrolysis;
- Storage and fuelling infrastructure;
- FC components and associated testing apparatus;
- Fuel conversion equipment (i.e. diesel to natural gas);

- Stationary co-generation and back-up power applications;
- Portable FC alternatives to lithium batteries;
- Consultancy services.

Technical prowess notwithstanding, Canadian companies must partner with Japanese firms to be successful, and must apply a long-term and focused marketing strategy.

### Steps to success

The Canadian Embassy is involved in a number of activities to help Canadian new energy companies enter the Japanese market:

- **Disseminating market information and intelligence** — Industry Canada, Natural Resources Canada, DFAIT, and the Canadian Embassy have formed a “new energy” team focused on automobile and stationary applications for alternative energy.

- **Seminars and industry-sponsored events** — Canada's leadership in new energy will be showcased during the **Tokyo Automobile Show** in November 2002. A fuel cell symposium will be held in Tokyo at the same time, and a Canadian booth will be organized at the **CEPSI** trade show ([www.cepsi2002.com](http://www.cepsi2002.com)).

- **Outreach activities** — Relevant companies, trade associations, and government bodies in Japan have been contacted.

**For more information**, contact:

- David Steuerman, Second Secretary (Fuel Cells), Canadian Embassy, Tokyo, tel.: **(011-81-3) 5412-6229**, fax: **(011-81-3) 5412-6250**, e-mail: [david.steuerman@dfait-maeci.gc.ca](mailto:david.steuerman@dfait-maeci.gc.ca)
- Jean-Pierre Petit, Trade Commissioner, DFAIT, tel.: **(613) 996-2467**, fax: **(613) 944-2397**, e-mail: [jeanpierre.petit@dfait-maeci.gc.ca](mailto:jeanpierre.petit@dfait-maeci.gc.ca) 🍁

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Bidding games begin

# Beijing prepares for the Olympics (part two)



**T**his is the second and last part of the report on contracts totalling US\$14 billion to be awarded by Beijing as it prepares for the **2008 Summer Olympics**.

The Master Plan for the Olympics has recently been released, and provides guidelines for planning, identification of tasks, and the coordination and implementation of Beijing's upcoming development projects. The first of the documents for venue and infrastructure bidding were released in April 2002, and most contracts will be awarded by mid-2003.

Canadian involvement can take the form of joint ventures, technological cooperation, build-operate-transfer (BOT) rights. China is committed to a transparent bidding process (foreign and domestic firms on equal footing).

## Massive construction

The construction of sporting venues will cost over US\$1.6 billion. Of the 37 proposed competition sites, 10 will require no construction, five will undergo renovation (e.g. Olympic Sports Center Stadium, a softball field, and an equestrian park), and 22 new buildings will be erected.

The Beijing Municipal Planning Commission has begun soliciting bids for the conceptual planning and design schemes for the Olympic Green and the Wukesong Cultural and Sports Centre, two large-scale areas that will contain most of the sporting venues. The multi-functional Olympic Green will house the National Stadium and the National Swimming Centre as well as entertainment and tourist facilities. The Wukesong area will contain the Wukesong Indoor Stadium in addition

to cultural, sports and business facilities for the public.

In addition to sporting venues, other construction projects are planned:

- Olympic Village (80-hectare eco-park/residential area with apartments, clinics, training grounds, canteens, and entertainment centres);
- China International Exhibition Centre (media centre and indoor venues);
- Beijing World Trade Centre;
- Zhongguancun Technology Zone;
- Beijing Central Business District;
- Other key projects in the fields of science, education, culture and health.



Sketch of the 20,000-seat Wukesong Indoor Stadium for basketball competitions at the Beijing 2008 Olympics.

## "3G" Beijing

Growth in China's telecommunications industry — a star performer — is expected to skyrocket by an annual 20% over the next five years. To meet world standards, Beijing will be integrating 3G broadband capabilities into all Olympic sites using a combination of fibre optic and wireless technologies.

Broadband communications services will be capable of handling 500,000 calls securely, and will enable Games coverage to be transmitted throughout the world. E-commerce services will be widely available, with "smart" cards used for ticket purchases and in identity badges. Global positioning devices linked to satellite communications systems will be used on all Olympic and public transport routes.

## Tourist games

Given that Beijing's tourist and Olympic-related industries are lagging, there will be plenty of opportunity for foreign investment. There are many ways for foreign firms to get in the game, including joint-venture travel agencies, hotel investments, and the development of tourist resources and Olympic souvenirs and games.

Foreign-invested travel agencies are now permitted to form joint ventures with their Chinese counterparts. As the Chinese tourism industry expands, however, such agencies may be able to gain controlling shares or establish wholly-owned enterprises.

Indeed, Beijing now welcomes foreign participation in the construction of some 408 hotels over the next six years.

## Financial incentives

Beijing's municipal government is offering a number of incentives to encourage foreign investment in the Olympics:

- A compensation fund to bridge the gap between a contract price and the government-set price.
- Financial assistance for large projects that will have little return on investment in the short-term.
- Land-use rights on land allocated for development and construction of high-return projects.
- Fixed-term franchise rights to permit investors operating infrastructure projects to run them as franchises.

With such incentives in place, let the bidding games begin!

For part one of this report, see the May 15 issue of *CanadExport*.

**For more information**, contact Cyril Elbers, Commercial Assistant, Canadian Embassy, Beijing, tel.: **(011-86-10) 6532-3536 ext. 3886**, fax: **(011-86-10) 6532-4070**, e-mail: **www.canada.org.cn/beijing** or China and Mongolia Division, DFAIT, tel.: **(613) 996-0905**, e-mail: **pcm@dfait-maeci.gc.ca** 🌸

(For the unabridged version, see **www.infoexport.gc.ca/canadexport** and click on "Roadmap to China and Hong Kong".)

## Canada Export Awards

# CME conference in Vancouver

**T**he Canada Export Awards ceremony will be held in conjunction with the **Canadian Manufacturers & Exporters' (CME) 2002 Annual Conference**. This year's conference theme is *Accelerating as Manufacturers & Exporters*. Join us **October 6-8, 2002**, in **Vancouver, B.C.**

A "must attend", this event offers parallel programs on issues of importance to exporters and manufacturers. Invest a little time to hear, see and learn about the issues surrounding our ability as exporters and manufacturers to accelerate and achieve a new level of success.

**For more information**, contact Lori Stone, tel.: **(613) 238-8888 ext. 225**, e-mail: **lori.stone@cme-mec.ca**

**To register on-line**, visit our Web site at **www.cme-mec.ca** 🍁

## Aerospace West

— continued from page 2

Aerospace West highlights include an industry trade show which will showcase the best in western aerospace capabilities. The show will begin during the evening networking reception on July 11 and will continue the following day.

**For more information**, contact Aerospace West Business Forum, Calgary, tel.: **(403) 607-1861**, fax: **(403) 206-0662**, e-mail: **info@aerospacewest.com** Web site: **www.aerospacewest.com** 🍁



Conference on global movement of business personnel

## Executive mobility — the last trade barrier

*The Belgian Canadian Business Association invites all international commuters to join them at The Ontario Club in Toronto, Canada, on June 20, 2002, to learn the "in's and out's" of working in a foreign market. The Association will be presenting its "Last Trade Barrier: Immigration and Personnel Mobility" Conference, which is intended for any academics, professionals, and members of international trade associations and chambers of commerce who must travel abroad to conduct business.*

### Conference highlights

- **Efforts to Eliminate Barriers** — With a panel of senior U.S., Canadian, and EU regulators and industry representatives.
- **Workforce Mobility (part one)** — Discussion led by representatives from major corporations.

- Keynote luncheon speech by Denis Coderre, Minister of Citizenship and Immigration.
- **Workforce Mobility (part two)** — Corporate and legal experts will discuss issues such as European work permits, residency permits and visas.
- **Business Immigration into the United States and Canada** — A panel of senior practitioners and corporate clients will present case studies of common scenarios and solutions.

**To register** for the conference — reduced rates for *CanadExport* subscribers, and members of major industry and international trade associations and chambers of commerce — contact Michèle de Gendt, tel.: **(905) 281-9611**, e-mail: **mdegendt@belgium-canada.ca** 🍁

(For the unabridged version, see **www.infoexport.gc.ca/canadexport** and click on "Conferences/Seminars/Meetings".)

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

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