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growing export market — up 20% in 2001 — and our number one market in Latin America (Statistics Canada).

- Canada is Mexico's second-largest export market.
- Canada is Mexico's third-largest direct investor (Ministry of Economy, Mexico).
- Mexico is Canada's fourth-largest export market (INEGI statistical agency, Mexico).
- Canada's total trade with Mexico is ranked fifth, behind the U.S., Japan, China and the U.K. (Statistics Canada and INEGI).

Mexican economic postcard

Mexico has distinguished itself from other emerging economies, particularly those in Latin America, by continuing to show strong economic fundamentals. With inflation and other financial variables now under control, Mexico has become a stable and maturing growth

market with solid economic credentials — 4.5% inflation and a Standard & Poor's investment grade rating.

As for economic growth later in 2002, a climate of optimism prevails — clearly linked to an expected economic recovery in the U.S. The Mexican peso has remained strong and stable, interest rates are lower, and the Mexican government continues to pursue a sound fiscal policy.

Hot opportunities opening up in Mexico reflect this optimism:

- telecommunications equipment and technologies;
- Internet-based software and other IT technologies;
- safety/security equipment and services;
- environmental and climate change technologies;
- surface transportation, airport and other capital projects;
- agri-food products.

Detailed reports on market opportunities will be featured in upcoming issues of *CanadExport*.

Roadmap to success

The June mission will provide a roadmap to these opportunities — and export success in the expanding Mexican market. Briefing sessions on current and future market opportunities, tips on doing business in Mexico, and links to practical export assistance will be included in the extensive programme of activities.

As well, workshops in both cities will highlight Canadian sectoral capabilities and introduce mission members to potential clients and partners in Mexico. Minister Pettigrew will also be hosting a number of hospitality events to provide more networking opportunities for Canadian exporters in Mexico.

For more information, contact Team Canada Division, DFAIT, tel.: **(613) 944-2520**, fax: **(613) 996-3406**, e-mail: **team-equipecanada@msn.com** Web site: **www.tcm-mec.gc.ca** ✪

assessments. An overview of international ERP directives will also be presented.

In "Doing Business with the International Aid Community", a series of free business seminars, representatives from UN organizations, international financial institutions and NGOs will discuss how to market goods and services to their organizations successfully.

The exhibition will showcase ERP products, and others, procured by humanitarian aid and governmental agencies in a wide range of sectors. At last year's show, 193 exhibitors representing 30 countries attracted more than 2,000 visitors. This year, Canada will be officially represented in the Team Canada booth.

For more information on the Team Canada booth, contact Alexandra Wood, Deputy Director, IFI Unit, Export Financing Division, DFAIT, tel.: **(613) 944-0910**, e-mail: **alexandra.wood@dfait-maeci.gc.ca** Web site: **www.infoexport.gc.ca/ifinet** ✪

Team Canada booth at Aid & Trade New York

NEW YORK CITY — June 19-20, 2002 — **International Aid & Trade New York 2002 (IA&TNY2002)**

(**www.aidandtrade.com**), now entering into its third successful year, will once again provide a forum where suppliers to both emergency and development aid markets can meet with the procurement and operational staff of the leading international humanitarian aid agencies to discuss aid-related business opportunities. **IA&TNY2002** is the world's premier procurement conference and exhibition in the field of emergency and development aid.

Given that more governments and organizations around the world are creating policies encouraging the purchase of environmentally positive prod-

ucts, the theme at this year's event — "Environmentally Responsible Procurement" (ERP) — is intended to attract a multitude of procurement and project managers from UN, non-governmental organization (NGO) and government agencies. In addition to ERP, other key issues on the agenda at **IA&TNY2002** include emergency and development aid, peacekeeping operations and IT issues such as e-procurement.

The two-day conference will address the barriers that make it difficult to introduce ERP practices into organizations. Session topics will include "ecolabeling" and other ways to identify and establish standards for "environmentally responsible" products, and how to incorporate ERP into public sector environmental

Flying high in Dubai

DUBAI, U.A.E. — June 3-5, 2002 —

The rapid expansion and development of airports throughout the Middle East to meet the safety and security challenges of the new millennium has created a hot market for terminals, concourses and runways built to the highest international standards. The Canadian Consulate in Dubai invites Canadian companies to explore these opportunities at the **Airport Build & Supply Exhibition (www.theairportshow.com)** where space has been booked for a national pavilion.

Phase one of the plan to make Dubai International Airport one of the world's leading aviation hubs — which involves the construction of terminals and concourses — is valued at US\$2.5 billion. Phase two will include the construction of a mega cargo terminal. The Emirates of Abu Dhabi and Fujairah are also planning airport expansions, valued at US\$500 million and US\$50 million respectively.

This year, airport authorities from other countries undergoing similar multi-million-dollar expansions, such as Egypt, Kuwait, Oman and Qatar, will be involved as well.

For a detailed exhibitor profile, visit the show's Web site at **www.theairportshow.com**

For more information, contact Sanam Shahani, Commercial Officer, Canadian Consulate, Dubai, tel.: **(011-971-4) 352-1717**, fax: **(011-971-4) 351-7722**, e-mail: **sanam.shahani@dfait-maeci.gc.ca** Web site: **www.infoexport.gc.ca/ae** ✪

Trade mission to Washington

Environment and energy efficiency

WASHINGTON D.C. — June 5-7, 2002 — The World Trade Centre Montréal (**www.wtcmontreal.com/wbenv**) and Team Canada Inc (**http://exportsource.gc.ca/heading_e.cfm?HDG_ID=57**) invite private and public organizations involved in environmental and energy efficiency activities to take part in a trade mission to the World Bank (**www.worldbank.com**) and the Inter-American Development Bank (**www.iadb.org**).

The mission will introduce participants to sectoral specialists and senior Canadian representatives on staff at both banks who will explain how multilateral development banks operate, how they award contracts — and how Canadians can tap into the US\$35 billion they invest each year in international projects.

For more information, contact Élise Laferrière, WTC Montréal, tel.: **(514) 849-3593** or **1-877-590-4040**, e-mail: **elaferriere@wtcmontreal.com** ✪

Ontario businesses get the green light in the Emerald Isle It's time to Do Business in Ireland

NEWRY AND DUNDALK, IRELAND — May 24-31, 2002 — The **Do Business in Ireland (DBI) Trade Show and Conference (www.businesstoireland.com)** invites Northern Ontario businesses to explore Ireland — an open door to the European market of 360 million people, and currently Europe's fastest growing market.

Irish companies are already keen to establish links with the Ontario business community — and the business-

to-business networking sessions, information seminars and social events at **DBI 2002** will make the trade bridge between them stronger.

For more information or **details** on how to participate, contact Sean Madill, Development Officer, Sault Ste. Marie Economic Development Corporation (SSMEDC), tel.: **(705) 759-5431** or **1-800-565-4507**, fax: **(705) 759-2185**, e-mail: **s.madill@ssmedc.ca** ✪

Secure in Peru

LIMA, PERU — June 20-22, 2002 —

Seguritec 2002 (www.thaiscorp.com/seguritec/english.htm), the seventh International Trade Fair of Security, Tactical and Safety Equipment and Services, will draw people from Latin America and the Caribbean to view the latest technological developments in the field of safety and security. Participants can also take part in a technical seminar and a workshop program.

For more information, contact Mark Strasser, Trade Commissioner, Canadian Embassy, Lima, tel.: **(011-511) 444-4015**, fax: **(011-511) 444-4347**, e-mail: **mark.strasser@dfait-maeci.gc.ca** ✪



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For the full details of these events, see *CanadExport* on-line at **www.infoexport.gc.ca/canadexport** and click on "Trade Fairs and Missions".