

The Canadian Trade Commissioner Service has partnered with Export Development Canada (EDC) to expand the trade services of the Virtual Trade Commissioner, a personalized on-line tool for Canadian exporters. In addition to providing personalized market information and international business leads, your Virtual Trade Commissioner now provides quick and easy access to EDC's trade finance and risk management tools.

EDC services on your Virtual Trade Commissioner

EDC services

Canadian exporters who use their Virtual Trade Commissioner can gain immediate access to trade finance services that are relevant to their particular international deal; services include insurance, bonding and financing solutions.

Contact EDC

Easy access to an EDC specialist who can answer questions about your export financing needs.

Export tools

Virtual Trade Commissioner clients now also have access to special EDC on-line services: ordering credit profiles on potential foreign buyers through EXPORT Check; insuring a single export transaction against the risk of non-payment with EXPORT Protect; and requesting a free quote on accounts receivable insurance for export transactions.

For more information on the Canadian Trade Commissioner Service and to receive a personalized Virtual Trade Commissioner, visit:

www.infoexport.gc.ca

The screenshot displays the Virtual Trade Commissioner interface. At the top, it shows the user's account information, including the last connection date (Thursday, May 5, 2005, 12:15). Below this, there are several navigation menus: 'What EDC can do for you' with a list of countries (Italy, Singapore, USA - Midwest, India, USA - South Con, Australia, China, Germany, USA - Northeast, Indonesia); 'What EDC can do for you' with a list of services (EXPORTCheck, EXPORTProtect, Accounts Receivable Insurance, Contract Bonding Services, Foreign Buyer Financing, Working Capital Solutions); 'Our Business Card' with a 'Questions?' section; and 'EXPORT TOOLS' with 'EXPORTCheck' and 'EXPORTProtect' options. There are also sections for 'MY BRIFCASE' and 'Next Steps Online'.

The Virtual Trade Commissioner is brought to you by

Government of Canada / Gouvernement du Canada
Agriculture and Agri-Food Canada / Agriculture et Agroalimentaire Canada
Canadian Heritage / Patrimoine canadien
International Trade Canada / Commerce international Canada
Trade Commissioner Service / Service des délégués commerciaux



Canada

ICT in Tunis: the world is watching

Tunis, Tunisia > The second phase of the **World Summit on the Information Society (WSIS)** will be held in Tunis from November 16 to 18, 2005. This global event is expected to draw 15,000 participants, including 70 heads of state, from over 190 countries. Numerous private sector representatives will also be in Tunis for the Summit.

The Summit is a UN event focusing on the human dimension of information and communications technologies (ICT), and follows the Geneva 2003 phase. The WSIS aims to address the challenges of the information revolution and to bridge the digital divide between developed and developing countries.

Another important event that will be held alongside the Summit and at the same venue is **ICT 4 all**, from November 14 to 19, 2005. It will include a large-scale ICT exhibition and areas where networking activities, forums, meetings, round tables and conferences can be organized.

Key stakeholders and decision-makers from the public and private sectors will be taking part, as will international, governmental, non-governmental and non-commercial organizations. It will be an opportunity for participants to build influential relationships, raise their international profile and take advantage of international media coverage.

Canadian ICT exporters will find **ICT 4 all** an excellent forum in which to introduce their ICT knowledge, services, innovations and projects.

Although the exhibition itself is open to the public, participation in some activities requires WSIS accreditation, requests for which must be submitted by August 8, 2005.

For more information, contact Eric Pelletier, Trade Commissioner, Canadian Embassy in Tunis, tel.: (011-216) 71-104-134, fax: (011-216) 71-104-193, e-mail: eric.pelletier@international.gc.ca, Web site: www.ict4all-tunis.org.

Telecommunications and energy on display in Algeria

Algiers, Algeria, September 11-13, 2005 > Two major trade events will take place simultaneously this summer in Algiers: **Alger Telecom 2005**, the 5th edition of the international telecommunications, information technology, broadcasting and office automation trade fair; and **Alger Energy 2005**, the 4th edition of the international energy, mining, petrochemical and electrical engineering trade fair.

Focusing on two of Algeria's priority sectors, these trade fairs will be excellent venues for Canadian companies to showcase their know-how and take advantage of the new business climate that has emerged following the return of civil peace and economic growth. Excellent results in the hydrocarbons sector and remarkable progress in the liberalization of the telecommunications and hydrocarbons sectors are confirmation of the Algerian market's appeal.

Canadian companies wishing to participate in these trade events are asked to inform the Canadian Embassy in Algiers and contact the organizers directly to reserve a spot.

For more information, contact Rachid Benhacine, Trade Commissioner, Canadian Embassy in Algiers, tel.: (011-213-21) 91-49-51, fax: (011-213-21) 91-47-20, e-mail: rachid.benhacine@international.gc.ca, Web site: www.infoexport.gc.ca/dz. For more details on the fairs and their organizers, go to www.fairtrade-messe.de.

Kazakhstan - from page 3

The Kazakhstan government is determined to maximize local content and preference in employment and procurement. Foreign companies entering this lucrative offshore market must therefore have a willingness to enter into joint ventures with local companies, establish a subsidiary, or incorporate in Kazakhstan as a legal entity with a plan for hiring and training local staff. Achieving business success in

Kazakhstan requires a permanent presence in the country and, as in doing business in any country, a strict adherence to the rule of law.

For more information, contact Artur Iralin or Ada Terechshenko, Trade Commissioners, Canadian Embassy in Kazakhstan, tel.: (011-7-3272) 50-11-51, fax: (011-7-3272) 58-24-93, e-mail: almat@international.gc.ca, Web site: www.infoexport.gc.ca/ie-en/Office.jsp?oid=467.