

PCS
A1
P
16
7
arch 1,
999
opy 1

CanadaExport

<http://www.dfaic-maeci.gc.ca/english/news/newsletr/canex>

Vol. 17, No. 4 — March 1, 1999

Highly Successful Trade Missions to Poland and Ukraine

During the recent visit of Prime Minister Chrétien to Poland and Ukraine (January 25-28, 1999), Minister for International Trade Sergio Marchi witnessed the signing of 56 commercial agreements worth an estimated \$295 million between Canadian firms and their Polish and Ukrainian counterparts.

Nearly 150 Canadian businesses participated in the Canadian business development missions, which coincided with the first official visit by the Prime Minister to both countries.

In Warsaw, Canadian businesses signed 38 agreements valued at \$132 million. The signings included 10 contracts worth \$17 million, 10 memorandums of understanding valued at \$47 million, and 18 letters of intent estimated at \$68 million. The deals, signed in most part by small and medium-sized enterprises, were largely concentrated in the agri-food,



Minister for International Trade Sergio Marchi (right) chats with Ryk Oliver Corporation Vice President Robert van Eyk (centre) and Polish partners Roman Dziekonsky, Chairman/President, Municipal Development Agency of Poland, and Mirosław Kruszynski (far left), President, Ostrow Wielkopolski City Hall, following the contract signing ceremony in Warsaw on January 25.

construction, energy and natural resources, and information technology sectors, as well as in less traditional areas such as assistance for the disabled and crisis management.

"These agreements demonstrate the increasing level of Canadian trade and investment in Poland," said Minister Marchi. "They also help to confirm Poland's successful transition to a market economy and its position as an attractive investment destination in Central Europe."

(For a list of recent publications on the Polish market, see p. 15.)

The 18 agreements valued at \$163 million signed in Kyiv, Ukraine, included five contracts worth \$10 million, six memorandums of understanding valued at \$21 million, and seven letters

Continued on page 3 — Poland and Ukraine



Do You Have What It Takes? 1999 Canada Export Awards Open for Applications

Following another successful year, the Canada Export Award Program is now accepting applications for the 1999 competition.

Canada is one of the world's leading trading nations. Exports are the fastest-growing sector of the Canadian economy, accounting for over 40 per cent of Canada's gross domestic product. Since 1993, the value of Canadian exports has grown by more than 30 per cent. On a per-capita basis, Canada is the most export-oriented of the G-7 industrialized economies. It is fitting, then, to honour the coun-

try's top exporters with the Canada Export Award.

Under the theme, *Celebrating Excellence*, the Department of Foreign Affairs and International Trade has teamed up with the Canadian Imperial Bank of Commerce (CIBC), Export Development Corporation (EDC), and Teleglobe Communication Services Inc. as official sponsors of the Canada Export Award Program.

Continued on page 2 — 1999 Export Awards

INSIDE INSIDE INSIDE INSIDE

Year 2000 Challenge	2
THE U.S. CONNECTION	4
Public Consultations, FTAA/WTO	5
New Exporter of the Month	6
The Canadian Trade Commissioner Service	8
Business Opportunities	10-12
Trade Fairs and Missions	13-15
Publications/Business Agenda	15-16