

Virtual Trade Commissioner
Access a World of Trade Knowledge

Discover new business opportunities

Are you looking for ways to make the most of international opportunities? Could you use reliable contacts, relevant intelligence and the chance to network with potential clients and partners? If so, read on!

Your Virtual Trade Commissioner (VTC) provides access to business leads, news and key international opportunities. You can even request personal services from a trade commissioner located in your target market. Keep on reading!

Discover qualified leads

Canadian trade commissioners abroad, in collaboration with the International Business Opportunities Centre, deliver eligible leads exclusively to VTC users. Looking to expand your search in more markets? Click on "More Leads."

Gain insight into your sector

Through your VTC, you can access news items that match your business interests pulled from over 7,000 sources. This invaluable information, updated daily, can keep you informed of events that could affect your company's growth.

Build networks and strategic alliances

Trade shows, missions and events are excellent opportunities to discover business leads and further develop your network of contacts. Use your VTC to keep up to date and to register online for special events.

Pull it all together with help from a trade commissioner

All the content available through your VTC goes hand-in-hand with the experience and knowledge of a trade commissioner located in your target market who specializes in your industry sector. Ask for a "Key Contacts Search" to obtain a list of qualified contacts in your target market. Once you have found a promising opportunity, ask for a "Market Prospect" to learn more about it.

To contact a trade commissioner abroad, select "My Markets" at the top of your page, and "Request a Service." It's that easy!

For more information on the Virtual Trade Commissioner, or to register, visit:

www.infoexport.gc.ca

Paris to host defence and security show

Paris, France, June 12-16, 2006 > The biennial international exhibition for land and land-air defence, **Eurosatory 2006**, has become the world's leading event devoted to the defence and security industry.

In 2004, more than 44,000 trade visitors from 144 countries registered, a 15% increase over 2002, and attracted some 1,000 exhibitors, most of them international. This event will give Canadian manufacturers the opportunity to keep up with most recent technological advances in this sector. This premiere event will allow exporters to get an accurate picture of the industry's networks and meet potential partners.

A Canadian pavilion at Eurosatory is being coordinated by the Canadian Embassy in Paris in conjunction with

Industry Canada, which will feature a dozen or so Canadian companies.

Canadian defence and security equipment is used by numerous land forces around the world: laser beam detectors and night-vision equipment, satellite tracking and monitoring systems, tracks and rubber parts for armoured vehicles, protective nuclear, biological and chemical decontamination gear, training and conventional ammunition, and so on.

To exhibit with the Canadian pavilion, and for any additional information on this industry, contact Guy Ladequis, Trade Commissioner, Canadian Embassy in Paris, email: guy.ladequis@international.gc.ca.

Women entrepreneurs to 'take on the world'

Saint-Jean-Sur-Richelieu, Quebec, May 25-26, 2006 > 'Taking on the World' is the theme for the Haut-Richelieu Economic Council's Committee on Women's Issues *Salon de l'entrepreneuriat féminin* (Exhibition for Women Entrepreneurs).

The event will be a forum for knowledge and information exchange and is dedicated to businesswomen from Quebec and abroad. Pooling the skills of women from all over the world with those of Canadian women will foster constructive and cultural learning, which will help open doors for women entrepreneurs.

For more information, contact Lucie Dandenault, International Trade Manager, Club ExportAction, tel.: (450) 359-9999, ext. 233, email: lucie.dandenault@exportaction.qc.ca, or Martine Lorrain-Cayer, Exhibition Coordinator, Haut-Richelieu Economic Council's Committee on Women's Issues, email: lorryncayerm@haut-richelieu.qc.ca, website: www.entrepreneuriatfeminin.com.

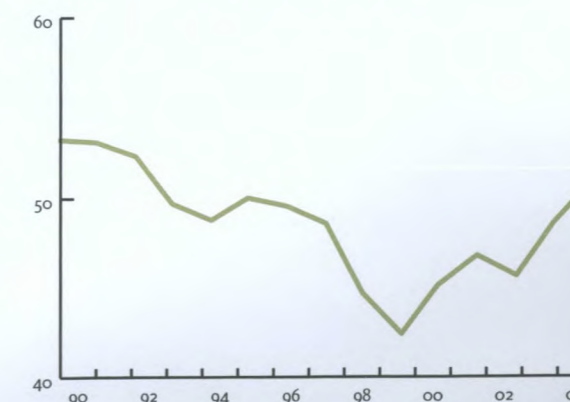
"Dutch Disease" for Canada?

For a country with abundant natural resources, higher resource prices can be a great boon; however, it can also raise the value of the currency and stifle growth in non-resource industries, a phenomenon known as "Dutch Disease." Over most of the 1990s, the share of natural resources in Canada's merchandise exports fell, but over the last four years this share has risen back to 50.9% as of 2004. Meanwhile, over 2002-2004, Canada's manufacturing sector suffered a net loss of 43,800 jobs. The current rise in resource prices may merely be a temporary upturn, but if it is not, the benefits to resource industries might come at the expense of other sectors.

Provided by the Trade and Economic Analysis Division (www.international.gc.ca/eet).

FACTS & FIGURES

Resources Share of Canadian Merchandise Exports



Data: Statistics Canada