

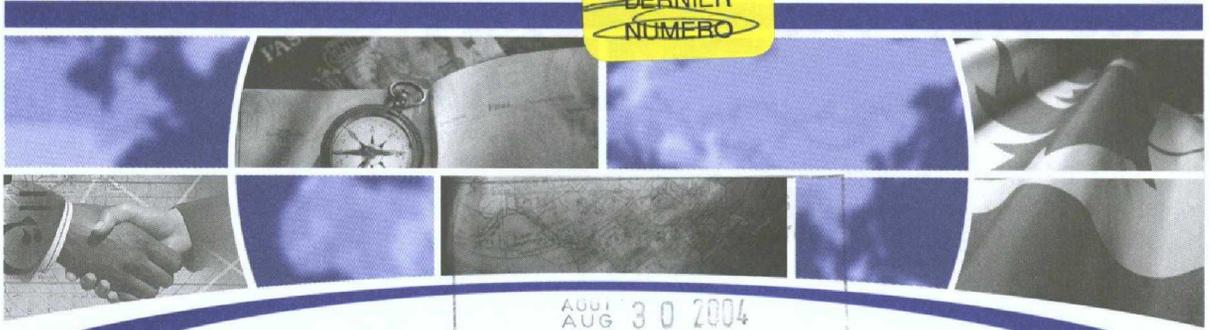
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September 1, 2004
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Canadian canola finds new market

Virtually unknown in Pakistan until 2002, Canadian canola has taken almost 40% of the market for edible oilseeds from Pakistan's traditional suppliers, Australia and the European Union. Imports from Canada reached \$180 million in 2003, making Pakistan the fourth-largest market for Canadian canola. The profile generated by this increase has created further interest among commodity traders in Pakistan and has encouraged its solvent extraction industry to view Canada as the canola supplier of choice.

The phenomenal increase in sales of Canadian canola to Pakistan was made possible by the joint efforts of the Canadian High Commission in Islamabad and the All Pakistan Solvent Extraction Association. Both lobbied the Government of Pakistan to resolve tariff and tax issues that discriminated against the import of Canadian

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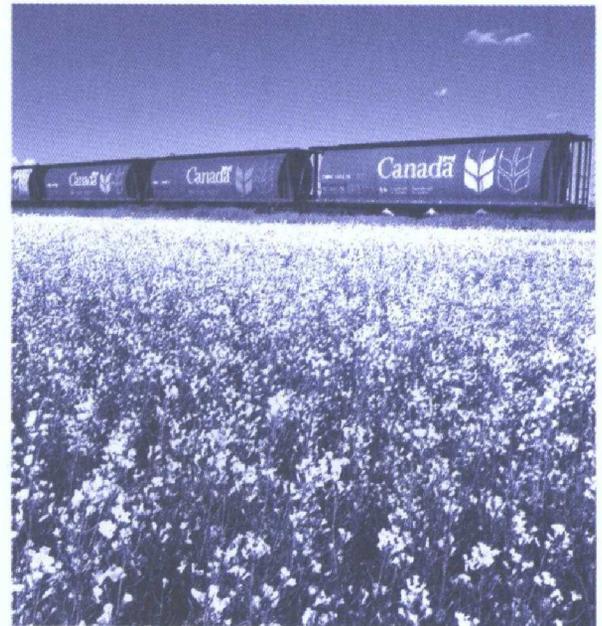


Photo: The Canola Council of Canada

Learn to bid on ADB projects

ST. JOHN'S, HALIFAX, MONTREAL, TORONTO — October 4-15, 2004 — Representatives of the Asian Development Bank (ADB) will be visiting Canada to educate suppliers and consultants on how to bid successfully on ADB projects. Don't miss this chance to learn about how to successfully track and bid on ADB-funded business opportunities in the Asia-Pacific region. These bi-annual seminars are jointly organized by the Canadian Embassy in Manila and the ADB.

The two-day seminar will take place in each city. The first morning will allow participants to learn about ADB's evolving role in the region, and find out how and where to obtain key information to

pursue specific opportunities. There will be two parallel workshops in the afternoon. One dedicated to the recruitment of consultants, which will cover consultant registration, expressions of interest, short listing procedures, and the submission of competitive technical and financial proposals. The other will focus on the procurement of goods or works and will cover procurement methods and procedures, how to submit a competitive bid, bid evaluation and so on.

The second day will be devoted to one-on-one meetings with ADB specialists so that you can discuss specific issues of concern.

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CanadaExport

Vol. 22, No. 14
September 1, 2004