

## Med-Eng part of the action in Tunisia

**A** Tunisian deminer, sporting the HDE full body protective suit, HDH demining helmet and spiderboots from Canada's **Med-Eng Systems Inc.**, was on hand (see photo) at an antipersonnel (AP) mines stockpile destruction ceremony conducted by the Tunisian Armed Forces. It took place last January at the Ras Injila military base (northwest of Tunis) where 1,000 AP mines were destroyed during a public demonstration also attended by a DFAIT representative.

Ottawa-based Med-Eng Systems ([www.med-eng.com](http://www.med-eng.com)) manufactures state-of-the-art demining and bomb

disposal suit and helmet ensembles; robotic telescoping manipulators to handle explosive materials; sophisticated communication systems; and ballistic shields and body cooling suits.

Winner of the 1989, 1995 and 2000 Canada Export Award, Med-Eng Systems has been active in exports since 1981, with over 98% of its products being exported to over 130 countries and territories.

**For more information** on business opportunities in Tunisia, contact André Landry, Desk Officer, DFAIT, tel.: (613) 944-8288, fax: (613) 944-7431, e-mail: [andre.landry@dfait-maeci.gc.ca](mailto:andre.landry@dfait-maeci.gc.ca) or André Potvin, Commercial



Med-Eng Systems Inc.'s HDE full body protective suit, HDH demining helmet and spiderboots.

Counsellor, Canadian Embassy in Tunisia, tel.: (011-216) 71-796-577, fax: (011-216) 71-792-371, e-mail: [andre.potvin@dfait-maeci.gc.ca](mailto:andre.potvin@dfait-maeci.gc.ca) ✪

## No end in sight for Lea International Taking the high road to opportunity in India

**I**n India's burgeoning roads sector, the road to the future is paved with big plans for major projects. Along for the ride, is **Lea International Ltd.** ([www.lea.ca](http://www.lea.ca)), which in association with Lea Associates South Asia (headquartered in New Delhi), has just been awarded a \$5-million contract with the National Highways Authority of India. The contract is for the supervision of major construction work — widening and strengthening — on India's Grand Trunk Road.

With support from the World Bank, India has embarked upon an aggressive program to upgrade and expand over 13,000 km of its high-density National Highways Network. This creates considerable demand for international expertise to maintain high-quality standards, compliance with specifications, and to promote technology transfer in partnership with local firms — in particular Indian contractors and construction firms. New technologies are needed for traffic management, weigh systems and paving, as well as specialized equipment.

Consultancy services are also in demand for a wide range of construction-

related functions, including supervision, project management and coordination, and road safety and maintenance. As one of Canada's best known consultancy firms, Canada's Lea International fills the bill.

### Paving the way

The Canadian High Commission in New Delhi helped to pave the way for the new contract. The presence of High Commission representatives at the signing ceremony in New Delhi put the finishing touches on months of guidance and support, meetings and letters provided by them on behalf of Lea.

**For more information**, contact Janet Chater, DFAIT, tel.: (613) 944-1632, fax: (613) 996-5897, e-mail: [janet.chater@dfait-maeci.gc.ca](mailto:janet.chater@dfait-maeci.gc.ca) or Linda Brazeau, Counsellor Commercial, Canadian High Commission, New Delhi, tel.: (011-91-11) 687-6500, fax: (011-91-11) 687-5387, e-mail: [linda.brazeau@dfait-maeci.gc.ca](mailto:linda.brazeau@dfait-maeci.gc.ca)

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At the recent contract signing in New Delhi (left to right): Deepak Dasgupta, Chairman of the National Highways Authority of India; Asok Mookerjee, General Manager of Lea South Asia; and Benoit Préfontaine, Senior Counsellor Commercial, Canadian High Commission, New Delhi.

## Islands of opportunity

# Trade mission to Malta and Cyprus

**T**he Department of Foreign Affairs and International Trade, in conjunction with the Canadian High Commissions in Malta and Cyprus, is inviting Canadian companies to participate in an important trade mission to **Malta and Cyprus from June 9 to 15, 2002**. Cyprus and Malta are among the wealthiest countries per capita seeking membership in the European Union (EU) in 2004. As EU members, the two islands will serve as additional gateways for Canadian firms into other EU countries.

### Good service on Cyprus

Cyprus is a sophisticated service economy that depends on imports to meet

its equipment needs and the needs of its consumers. Anticipating EU accession, Cyprus is busy updating its laws and upgrading its infrastructure, which is creating opportunities for Canadian companies in the fields of power generation and energy, communications, transportation (ports and airports), security (e.g. borders, coast guards) and consultancy services (e.g. BOTs, privatization).

Opportunities abound in industries that cater to tourism (such as agri-food, energy supply — over 90% of its hotels and houses use alternative energy sources — and equipment) and for re-exports to other regions.

## Put South China on your menu

**GUANGZHOU, CHINA** — June 26-28, 2002 — The Canadian Consulate General in Guangzhou invites Canadian firms in the food and hospitality sectors to explore business opportunities in the South China market at **Food and Hotel South China 2002 (FHSC2002)** ([www.fhc-sc.com](http://www.fhc-sc.com)).

**FHSC2002** is ideally timed to coincide with the retail sector's buying cycle, and is the first such event to take place in Guangzhou following China's accession to the WTO.

As the capital of Guangdong, China's richest province, Guangzhou is the key to the multitude of post-accession opportunities opening up in the South China market. With economic growth outpacing Shanghai and Beijing, and a strategic location near Hong Kong, China's busiest port, Guangzhou is

one of South China's most important cities — a major gateway to the burgeoning markets of the People's Republic of China.

The Consulate General is offering booth space at the show and promotional services to Canadian companies, at a nominal cost. Time is of the essence, however, so companies should communicate their interest by fax or e-mail as soon as possible to the contact below.

**For more information**, contact Minister Li, Commercial Officer, Canadian Consulate General, Guangzhou, tel.: (011-86-20) 8666-0569, fax: (011-86-20) 8667-2401, e-mail: [minster.li@dfait-maeci.gc.ca](mailto:minster.li@dfait-maeci.gc.ca) ✪

(For the unabridged version, see [www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport) and click on "Trade Fairs and Missions".)

## Malta — tiny island, big potential

Visitors to Malta are often surprised by the vibrancy of the tiny island's local economy. Malta is planning major expansions in many sectors, which presents potential opportunities for Canadian companies in the following areas:

**Environment** — Accession to the EU will compel Malta to improve its environmental standards and technology.

**Health and medicine** — A massive 850-bed hospital is being built, complete with research and clinical labs.

**Information technologies** — As a connected community, Malta seeks the best-of-breed technologies. **Nortel Networks** is the supplier to "go-mobile", Malta's wireless provider, which is interested in sourcing Canadian 3-G Universal Mobile Telecommunications System (UMTS) and Wireless LAN infrastructure technologies, mobile payment and location-based technologies, and mobile multimedia messaging systems (MMS).

**Marine technologies** — Malta is re-building a number of ports for both private and commercial use.

**Power and Energy** — The state-run energy authority, EneMalta, is scheduled to be privatized. It is facing major generation, transmission and environmental problems and welcomes foreign technologies and investment.

**Privatization of museums** — This government project involves the preservation and presentation of some 17 historic sites, with structures that date back as far as 5000 B.C.

A mission Web site will be launched at the end of the month at [www.infoexport.gc.ca/mission](http://www.infoexport.gc.ca/mission)

**For more information**, contact Serge Charbonneau, Trade Commissioner (Cyprus and Malta), DFAIT, tel.: (613) 996-4484, fax: (613) 995-8756, e-mail: [serge.charbonneau@dfait-maeci.gc.ca](mailto:serge.charbonneau@dfait-maeci.gc.ca) ✪

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