

KITAKYUSHU, JAPAN — March 14-17, 2002 — The **West Japan Total Living Show** is Kyushu's main trade show for the construction industry, in particular, the residential housing segment. In 2001, the show attracted 53,000 visitors and featured 26 foreign

or to find that "special" product that will differentiate them from their competitors.

The show covers the following sub-sectors:

- Housing-related equipment: home automation systems; home

fences; car ports; garden furniture; green rooms.

- Housing information on : real estate, imports, Computer Assisted Design (CAD) for construction; remodelling.
- Do-It-Yourself (DIY) materials.

Registration details

The booth rental fee is 150,000 yen. For more information or to register, fax or e-mail the organizers below, and copy the Canadian

Consulate in Fukuoka.

- Hiroyuki Eto (contact), West Japan Industry and Trade

Exhibition Association,

Kitakyushu, tel.: (011-81-93) 511-6848, fax: (011-81-93) 521-8845, e-mail: tlshow@nishiten.or.jp

For more information, contact:

- Josiane Simon, Consul and Trade Commissioner, Canadian Consulate, Fukuoka, tel.: (011-81-92) 752-6055, fax: (011-81-92) 752-6077, e-mail: josiane.simon@dfait-maeci.gc.ca
- Kazuhiro Uemura, Commercial Officer, Canadian Consulate, Fukuoka, tel.: (011-81-92) 752-6055, fax: (011-81-92) 752-3201, e-mail: kazuhiro.uemura@dfait-maeci.gc.ca



West Japan Total Living Show

exhibitors and 296 stands. Most of the foreign participants last year were from Canada and the United States, but Chinese participation is increasing as well.

Kitakyushu, situated on the island of Kyushu, is one of the main cities of the Fukuoka Prefecture (population 5 million). Canadian building products and materials have been well received in Kyushu, but there is plenty of room for greater promotional effort and business growth. Already, several small- to medium-sized enterprises (SMEs) are eager to import directly from abroad in order to reduce costs

security systems; systematized kitchen units; bathtubs and bathroom units; washstands; sanitary equipment; hot water supply systems; air conditioning systems; solar power systems; barrier-free systems.

- Building materials: internal and external wall material; flooring material; porcelain tiles; roofing tiles; windows and bay window units; doors; sashes; shutters.
- Interior accessories: furniture; closet units; carpets; curtains; blinds; wallpaper; tiles.
- Exterior accessories: sunrooms;

Mandate review completed

EDC has new name

A new name and a legal requirement to review the environmental effects of projects are the key amendments to the Act governing EDC that have been proclaimed into law last December.

The changes to the Export Development Act bring to an end a lengthy and comprehensive mandate review that began in 1998. It strongly endorsed EDC's mandate, role, strategic direction and its commercial principles. EDC's activities were acknowledged as contributing significant economic benefits to Canada and EDC was recognized as a "Canadian success story."



A key revision changes the Crown corporation's name to Export Development Canada in English, and Exportation et développement Canada in French, establishing the acronym "EDC" in both official languages. This creates a stronger presence and easier name recognition, especially in foreign markets, to better support Canadian exporters. Export Development Canada instantly identifies the organization as a Canadian entity, as recommended by Canadian exporters.

On environmental review issues, the legislation amends the Export Development Act by requiring EDC, before entering into a project-related

transaction, to determine whether the project is likely to have adverse environmental effects and if so, whether EDC is justified in entering into the transaction; and exempting EDC from the application of the Canadian Environmental Assessment Act.

EDC's due diligence and approval practices have for some time included the screening of environmental effects of projects for its financing and financing-related insurance services. These practices will continue and will be enhanced to meet EDC's legal requirements set out by the legislation. EDC's Board of Directors has issued an Environmental Review Directive that establishes a methodology for reviewing projects, which includes categorization, standards and monitoring. *

International Trade Minister Pierre Pettigrew recently announced that North American Free Trade Agreement (NAFTA) partners Canada, the United States and Mexico have agreed to accelerate the elimination of tariffs on a number of products, effective January 1, 2002.

Under the NAFTA, tariffs on virtually all originating goods traded between Canada and Mexico are to be eliminated by 2003. However, NAFTA Article 302(3) provides for the elimination of tariffs earlier than scheduled, subject to consultation and agreement between the three governments. Since the implementation of the NAFTA in 1994, there have been three rounds of accelerated tariff elimination.

Canada-India joint venture

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Adviser, the Canadian Consulate in Kolkata, at the International Mining Show in Kolkata last November, where KLR-Cubex successfully launched their first machine, a DTH blast-hole drill.

KLR-Cubex received an excellent response to their product from both Indian and international visitors at the show, which is in production, and will soon be launching a second model of the drill, as well as other equipment for road and highway maintenance, such as sweepers and road patchers, aimed at the Indian market.

Deputy Prime Minister and Minister of Infrastructure and Crown Corporations, John Manley, visited India in January to further pursue Canada's policy of re-engagement with India, which was first announced in March 2001. Canadian companies are urged to take advantage of trade opportunities in light of this renewal of relations between our two countries. (See www.infoexport.gc.ca/canadexport and click on "Trade News" for articles on trade possibilities in the Indian market.) *

In this new round, Mexico will provide duty-free access for embryos of livestock, most motor vehicles, pharmaceutical products, semi-chemical wood pulp, graders and

Accelerated tariff elimination is an industry-driven process; the NAFTA governments negotiate only on requests that enjoy broadly based support in the industries concerned.

NAFTA partners agree to accelerate the elimination of tariffs

levellers, certain modular circuits, motor vehicle radio receivers, electrical apparatus, railway locomotive parts, certain toy dolls and stuffed animals. For its part, Canada is eliminating tariffs on motor vehicles originating in Mexico. The estimated value of two-way trade in the goods for this package is approximately \$3.1 billion.

The United States and Mexico have also agreed on an accelerated tariff elimination package.

Tariffs on qualifying goods traded between Canada and the United States have been duty-free since January 1, 1998.

"This announcement underscores the continuing success of the NAFTA and the importance to industry of tariff-free access," said Minister Pettigrew. "Eliminating Mexican tariffs for certain products on January 1, 2002, rather than January 1, 2003, will make Canadian exporters more competitive in the Mexican market."

For a complete list of products affected, visit the following DFAIT Web sites:

- www.dfait-maeci.gc.ca/nafta-alena/canada2-e.asp
- www.dfait-maeci.gc.ca/nafta-alena/mexico2-e.asp *

Trade mission to the World Bank and Inter-American Development Bank

WASHINGTON, D.C. — February 27-March 1, 2002 — The World Trade Centre Montréal (www.wtcmontreal.com), with the collaboration of Team Canada Inc (http://exportsource.gc.ca/index_e.cfm) and the Société de promotion économique du Québec métropolitain (SPEQM) [Greater Quebec Economic Development Corporation] (www.speqm.qc.ca) is organizing an introductory trade mission to the World Bank (www.worldbank.org) and the Inter-American Development Bank (www.iadb.org) designed for companies and organizations, from both the private and public sectors across Canada, that are interested in exploring opportunities for commercial and professional collaboration in

education and training with the multilateral development banks (MDBs).

In addition to providing networking opportunities, the mission will enable participants to learn about procurement guidelines; development strategies and priorities; contract-awarding procedures and the "project cycle"; and how the US\$35 billion invested annually by the MDBs in developing economies translates into business opportunities for Canadians.

For more information, contact Stephen Curran, WTC Montréal, tel.: (514) 849-6695 or 1-877-590-4040, e-mail: scurran@wtcmontreal.com or for the Quebec City region: Nathalie Plante, SPEQM, tel.: (418) 681-9700, e-mail: nplante@speqm.qc.ca *