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### Main Sectors of Opportunity for Canadian Business

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- agriculture, food products and services
- fisheries, sea products
- defence products
- communications and informatics
- electronic equipment
- transportation systems
- mining, metals, and mineral products
- oil and gas equipment
- education
- medical and health care products
- industrial machinery

Source: Asia Pacific Foundation of Canada.

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### Negotiating With Australians

Canadians will find it easier to negotiate with Australians than with most other nationalities in the Asia-Pacific region. Canada and Australia have similarly structured economies, relatively small but highly concentrated populations, and rugged terrain that has demanded a focus on transportation and telecommunications. Both countries have similar colonial experiences, Commonwealth ties, British legal and political institutions, high standards of living, and a multicultural society that includes aboriginal peoples and individuals who originated from virtually every part of the globe.

### Contacts

Canadian companies interested in developing investment partnerships with Australia can start by contacting the following:

External Affairs and International  
Trade Canada  
Australia Desk, Asia Pacific South  
Trade Development Division (PST)  
125 Sussex Drive  
Ottawa, Ontario K1A 0G2  
Tel. (613) 995-7652  
Fax. (613) 996-4309

Canadian Embassy  
Consul and Senior Trade Commissioner  
8th floor, A.M.P. Centre  
50 Bridge Street  
Sydney, N.S.W.  
Australia 2000  
Tel. (011-61-2) 231-6522  
Fax. (011-61-2) 223-4230