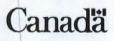
Min. des Affaires étrangères

JAN - 5 2004



EA C16 ENG v. 21 December 15, 2003 Copy 1

DOCS CA1

Department of Foreign Affairs and International Trade

Ministère des Affaires étrangères et du Commerce international

ESTASSUE

DERNIER

Creative thinking goes a long way Doing business in the U.S. housing market

In this issue

- 2 Canada shines at U.S. Maritime Security Expo
- 3 The Virtual Trade Commissioner
- 4 Canadian Embassy in France investment forum

Spanish frozen seafood show quite the catch

- 6 Mexican buyers rave over Canadian icewine Take your forestry
 - products and services global
- 7 Trade News
- 8 Trade Events

Vol. 21, No. 21 December 15, 2003

Ē



Canada Mortgage and Housing Corporation (CMHC) is constantly fielding questions from housing industry professionals who are anxious about the state of trade relations between Canada and the United States. The key question seems to be: Do Canadian companies in the housing industry have what it takes to compete internationally?

One answer to this can be found in the success of British Columbia-based **Lange Construction** (Lange-Con), whose experiences over the past five years demonstrate the potential that exists for other Canadian companies.



Lange-Con was founded in 1983 as a construction firm concerned with framing and on-site construction. In recent years, the focus changed to incorporate the entire home, with the idea that a house should operate as a

continued on page 5 - U.S. housing market

Trade mission to Central America and EXPOCOMER

GUATEMALA, EL SALVADOR, COSTA RICA AND PANAMA — March 1-7, 2004 — Is your company looking to export in sectors such as agri-food and beverages, construction and building products, or environmental services and technologies? If so, join Central America Circuit 2004 — a Canadian business trade mission to four Central American markets—and to EXPOCOMER in Panama (www.expocomer.com), Central America's largest regional trade show attracting over 40,000 visitors and 500 exhibitors from 30 countries in Asia, Europe and the Americas. *continued on page 5* — Mission to Central America