

Electrical Trade Virtual Network Wants YOU

Are you a Canadian electric power equipment manufacturer or service provider? If so, you are invited to become a member of the Electrical Trade Virtual Network — at no cost.

The Electrical Trade Virtual Network is composed of organizations interested in promoting the international trade competitiveness of Canada's electric power equipment and services sector. These include private-sector firms, utilities, associations, provincial governments, and various federal government departments, such as the Department of Foreign Affairs and International Trade, Industry Canada and Natural Resources Canada.

Together, these organizations work to undertake trade activities and events, as well as to influence policy in order to promote the sector.

Membership benefits

The advantages of membership are plenty. Members receive, electronically, timely market studies, information on selected bidding opportunities and other intelligence targeted to the sector, as it becomes available from Canada's foreign missions. Members are also given the opportunity to provide input into policy initiatives and to network with other Canadian companies in the sector.

Companies will raise their profile through inclusion in the Virtual Network's Membership Listing on

the Trade Team's Web site (<http://strategis.ic.gc.ca/electrical>), as well as through inclusion on the Virtual Network's e-mail distribution.

The Trade Team Web site also offers general information on the sector in Canada, lists trade activities and events, and provides useful links to other electrical sites.

For more information, or for a no-fee membership, contact Mr. Dale Forbes, Industry Canada, tel.: (613) 952-4164, fax: (613) 941-2463, e-mail: forbes.dale@ic.gc.ca

DFAIT Centralizes Market Access Information

The Department of Foreign Affairs and International Trade (DFAIT) has centralized its source of market access information, which is being provided through its

Tariffs and Market Access Division.

The service includes the provision of specific tariff rates, covering almost all Canadian exports, for the following countries: Argentina,

Australia, Brazil, Bulgaria, China, Chile, Czech Republic, European Union (15 member countries), Hungary, India, Indonesia, Israel, Japan, Malaysia, Mexico, New Zealand, Norway, Philippines, Poland, Romania, Russia, Saudi Arabia, South Africa, South Korea, Switzerland, Taiwan, Thailand, Turkey, United States, Vietnam.

More general information is also available for other countries.

For more information, contact the Tariffs and Market Access Division, DFAIT, tel.: (613) 944-5070 or (613) 944-1569, fax: (613) 944-4840, e-mail: eatextott@extott14.x400.gc.ca

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preparing bids and proposals, reviews the bid submission, prepares offers to foreign buyers, negotiates and administers contracts, and handles invoicing and payment.

PEMD is a support mechanism jointly administered by DFAIT and Industry Canada. One of its four major elements, Capital Projects Bidding, provides up to \$50,000 in assistance, repayable upon contractual success, for per diem travel allowance and 50 per cent of airfare, outsourced services (such as translation) and the costs of obtaining bid or performance securities. Preference is given to companies with annual sales greater than \$250,000 and less than \$10 million.