

Interbuild Australia 2001

SYDNEY, AUSTRALIA — June 3-6, 2001 — Success in the building industry beyond 2000 will rely on innovative promotional strategies and developing industry-wide contacts in an increasingly complex marketplace. **Interbuild 2001 — Australia's 15th International Building Materials and Equipment Exhibition** — is that country's premier showcase for the commercial, industrial and domestic building and design industries, presenting an invaluable opportunity for your business to establish new clients and generate sales. With a trade-only audience of over 16,000 buyers and specifiers, **Interbuild** can be a powerful component of your company's marketing strategy.

The show incorporates many major industry events, each with seminars, including: **Tilex 2001, Frame Australia 2001, National Plumbing Show 2001 and Interiors 2001.**

In addition, **Interbuild** will have special feature areas: **Window and Glass Technology, Computerbuild, Safety and Security, and Building**

Materials and Equipment.

The Canadian Pavilion has proven in past years to be successful in garnering a substantial number of qualified leads and contracts for participating companies. Your company will have the opportunity to make contact with potential buyers and to promote your company. The Canadian Consulate General in Sydney will work on your behalf to ensure that the key decision makers and buyers interested in your product or service are available to meet you at the show. Companies can participate either by taking a booth in the Canadian Pavilion or by displaying their brochures in the showcase.

For more information, contact, in Canada: Robert Grison, Director of Operations, Canadian Export Development, tel.: (613) 825-9916, fax: (613) 825-7108, e-mail: cced@sympatico.ca in Australia: Kevin Skauge, Business Development Manager, Canadian Consulate General in Sydney, tel.: (011-61-2) 9364-3049, fax: (011-61-2) 9364-3097, e-mail: kevin.skauge@dfait-maeci.gc.ca *

MEOS 2001 — MIDDLE EAST OIL SHOW

BAHRAIN — March 17-20, 2001 — Exhibitor space has been booked for a Canada Pavilion at **MEOS 2001**, the major trade event for the oil and gas sector in the Arabian Gulf.

Held every two years under the auspices of the Society of Petroleum Engineers, **MEOS** continues to be the meeting place for regional professionals and buyers and global suppliers to the oil and gas industry.

For details about registering for booth space, visit the **MEOS 2001** Web site www.unilinkfairs.com/flyers/MEOS2001.pdf

For further information, contact Derek Complin, UNILINK, tel.: (613) 549-0404, fax: (613) 549-2528 or Imad Arafat, Commercial Officer, Canadian Embassy, Riyadh, tel.: (011-96-61) 488-2288 ext. 3360, fax: (011-96-61) 488-0137, e-mail: imad.arafat@dfait-maeci.gc.ca

Developing opportunities in Brunei

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management systems for three new navy frigates. **Irvin Aerospace Canada Limited** supplies cargo parachutes and safety devices, while **Helitrades Inc.** of Vankleek Hill, Ontario, has won a contract to overhaul helicopter components for the Royal Brunei Air Force.

Recently **SR Telecom Inc.**'s Asia Pacific Division landed a \$1 million contract to provide wireless telephone service to remote communities, with potential for larger follow-up orders. Now, thanks to Canadian technology, Bruneians who live deep in the jungle can stay in touch with the rest of the world.

As in other Asian nations, successful business ventures require personal contact. It is important for companies to visit Brunei regularly, making per-

sonal presentations to inform local contacts about their products and services.

Many agents in Brunei represent a variety of international businesses. Contacting the Canadian High Commission in Bandar Seri Begawan can help in the search for a good match. Visit their Web site at www.dfait-maeci.gc.ca/brunei and click on "Doing Business in Brunei".

For further information, contact Mew Yee Yap, Commercial Officer, Canadian High Commission, Brunei, tel.: (011-673-2) 220043, fax: (011-673-2) 220040, e-mail: mewyee.yap@dfait-maeci.gc.ca or Nancy Bernard, South East Asia Division, DFAIT, tel.: (613) 996-5824, fax: (613) 944-1604, e-mail: nancy.bernard@dfait-maeci.gc.ca *

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