



THE CANADIAN
TRADE COMMISSIONER
SERVICE

SIAL Montreal 2005

www.sialmontreal.com

MONTREAL, CANADA — April 13-15, 2005 — Looking for an opportunity to expand your markets, launch new products, meet new buyers and showcase your products internationally? Then don't miss **SIAL Montreal 2005**, the leading North American trade show for agri-food professionals.

Canadian pavilion

The Government of Canada will be on-site at SIAL Montreal 2005 at the Canadian pavilion to promote its programs and services in the agriculture and agri-food industries to Canadian companies and international visitors. Whether it's a question about food safety or quality, customs regulations, importing and exporting, market development, financing or investment, government representatives will be available at the Canadian pavilion to help companies in their business pursuits.

Conference: Exporting to the United States

If you want to increase your exports to the U.S., don't miss the chance to participate in the "Exporting to the United States" conference at SIAL Montreal. The conference will take place on the morning of April 15, before the trade floor opens. The following topics will be discussed: the perception of American consumers, American food regulations, and consumer trends.

You can obtain more information on this conference by visiting the "Special Events" section of the SIAL Montreal 2005 Web site at www.sialmontreal.com or by sending an e-mail to infoexport@agr.gc.ca.

Export Café

Would you like to find out more about trends in international trade? Are you looking for financial solutions for your business? Would you like to set up a meeting with Canadian trade commissioners posted around the world to discuss export opportunities for your products? If so, we invite you to attend the Export Café on the morning of April 13, before the official opening of the SIAL exhibition.

The Export Café is a networking and information initiative for Canadian companies organized jointly by International Trade Canada, Agriculture and Agri-Food Canada, Farm Credit Canada and Export Development Canada. If you would like to register or to find out more about this initiative, send an e-mail to infoexport@agr.gc.ca.



Rebuild Iraq 2005 just around the corner

AMMAN, JORDAN — April 4-7, 2005 — **Rebuild Iraq 2005** is the second international trade exhibition for the rebuilding of Iraq. Last year's exhibition, which was held in Kuwait, received the largest international support ever extended to any trade event in the region. The show welcomed more than 1,400 companies from over 48 countries.

The demand in Iraq for the full range of infrastructure supplies and equipment, services and technologies for key economic and industrial sectors has been estimated to exceed \$195 billion over the next ten years. Major sectors at the show include: building and construction, oil and gas, electricity, HVAC, telecommunication, agriculture and food, health and environment, hospitality, packaging and printing, education, industrial machinery, security and IT.

This year's exhibition will offer international suppliers a safe meeting place

to present their products and technologies to Iraqi entrepreneurs, regional and international contractors and subcontractors, traders and importers, and Iraqi officials responsible for the Iraq Development Fund.

To give added value to participating international delegations and acquaint them with the security and business environment in Iraq, organizers will also hold a two-day conference. This event will address all the major issues including security, finance, contracting, business, health, infrastructure development and trade.

For more information, or to register, contact Bechara Nacouzi, International Trade Fairs, tel.: (514) 685-3530, fax: (514) 685-6873, e-mail: bnacouzi@videotron.ca. For more information on the Iraqi market, contact Albert Galpin, Middle East Division, Foreign Affairs Canada and International Trade Canada,

tel.: (613) 944-2396, fax: (613) 944-7975, e-mail: albert.galpin@international.gc.ca ✪

Iraq reconstruction in numbers:

- 2,500 Iraq reconstruction projects
- \$18.6 billion has been set aside by the U.S. for Iraq's reconstruction
- \$33 billion has been committed by other global donors
- \$220 billion to be spent in medium and long-term

Short term investment needed by sector:

- wastewater resources and potable water: \$4 billion
- oil and gas: \$15 billion
- electricity: \$20 billion
- infrastructure: \$6 billion
- IT and telecom: \$8 billion
- health facilities and public schools: \$2 billion
- housing: 2 million new homes

Doing business with the UN in Iraq

Procurement is organized by individual UN executing agencies according to their own financial rules and procedures. For large-scale procurement (over \$100,000) the UN system uses two types of international competitive bidding: invitation to bid, where companies are requested to bid against precise specifications for goods, and request for proposal, for consulting or similar services. The UN is looking for:

- consultants in diverse fields such as education, financial management, environmental assessment, public health, governance and community planning;
- manufacturers, wholesalers and exporters of many types of products,

from heavy equipment, agricultural tools and vehicles to specialized materials, personal computers and pharmaceuticals; and

- engineering and contracting firms with expertise in infrastructure projects,

water, sanitation, power systems, and construction, among others.

For more information, go to www.irffi.org and click on 'UNDG Iraq Trust Fund', 'UN Procurement' and 'Current Opportunities.' ✪

