

Canada hosts two key Turkish business events

Turkey is a vibrant country strategically located close to Europe, Central Asia and the Middle East, has a dynamic population and many natural and technological resources. Attend the following two events and learn about doing business in this thriving region.

Mining networking session

TORONTO — March 9, 2004 — The Canadian-Turkish Business Council (CTBC), the Department of Foreign Affairs and International Trade and Export Development Canada invite Canadian exporters to a breakfast networking session on investment and trade opportunities in the mining sector in Turkey at the Fairmont Royal

York Hotel. Dr. Guven Onal, Chairman of the Turkish Mining Development Foundation, and representatives of the mining sector in Turkey look forward to meeting with interested Canadian firms. This networking session is taking place concurrently with the Prospector's and Developer's Association of Canada's **Exploration Conference 2004**, held from March 7 to 10, 2004, in Toronto.

Conference to highlight trade and investment

TORONTO — April 8, 2004 — The CTBC and its Turkish partner DEIK (Turkish Foreign Economic Relations Board) are holding a joint annual

conference themed "Invest for Access." By attending this conference, Canadian exporters can explore and learn about how to access new business in this key market. Canada-Turkey trade has nearly tripled in the last decade and could reach the \$1 billion level in a few years. Strong links and partnerships have been established between Turkish companies and Canadian exporters, especially in sectors like energy, mining, aerospace, health, information technology, construction and environment.

For more information on both events and to reserve your spot, contact the CTBC, tel.: **(905) 568-8300**, ext. **288**, e-mail: info@ctbc.ca. Web site: www.ctbc.ca.



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Arabic, as well as English, extremely helpful; that is, in addition to the incredible care we have received during our trial period." FalconSearch.com is a leading Internet and new media solutions provider specializing in the comprehensive e-integration of business and technology.

This new agreement confirms that Amanah Tech will provide all Web hosting and technical support for FalconSearch.com and, in turn, FalconSearch.com will include the value-added service to its portfolio.

Nezar Freeny, Amanah Tech CEO, said, "We are very proud to include FalconSearch.com in our portfolio of clients. They have lived up to their reputation over the past two years of negotiations of being a progressive, forward-thinking firm. They have taken great care in selecting a hosting firm



At the signing ceremony, from left: Nezar Freeny, President of Amanah; David Hutton, Canadian Ambassador to the United Arab Emirates; Anne Argyris, Consul and Senior Trade Commissioner, Canadian Consulate in Dubai; and Iqbal Butt, President of FalconSearch.com.

with which they can grow and expand their business and its services, and we are thrilled to be that partner."

Consulate lends a hand

The Canadian Consulate in Dubai has played a very positive role in

Amanah's success over the past two years and in the signing of this latest contract. "We have been pleased to provide assistance to Amanah Tech," said Anne Argyris, Consul and Senior Trade Commissioner. "Nezar Freeny, Amanah's president, is an important success story for Canada-Dubai business. He is a young entrepreneur who is very aggressive—not afraid of pursuing opportunities in a market that some Canadian companies might not be aware of. The Consulate provided him with market information and introduced him to contacts in the region. Amanah's success is encouraging and will also lead other Canadian companies to look at opportunities in Dubai."

For more information, contact Amanah Tech Inc., tel.: **(306) 933-9825**, ext. **221**, e-mail: bree@amanah.com, Web site: www.amanah.com.



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Central Europe Readier than Ever

*A dynamic market of 65 million people.
A favourite destination for Canadian investment.
And a new force within the European Union.*

For the last 10 years, Central Europe has enjoyed some of the highest growth rates in the world. Improvements in the business environment have been dramatic since the emergence of market economies. And May 2004—when these countries enter the EU—is fast approaching. Privatization, as well as legal, fiscal, business and monetary reform, are all helping achieve alignment with EU law—a big plus for Canadian exporters and investors. 2004 is shaping up to be the first year of synchronized global growth since 1996. Export Development Canada predicts that Europe's growth will be concentrated in Central Europe, which should benefit from strong investment funding from the EU and other sources.

There are opportunities for Canadian businesses in automotive parts (taking advantage of the region's competitive manufacturing cost structure); information technology; construction technologies; environmental services and industries; urban transit (the EU is expected to invest massively in infrastructure); and the consumer sector (agri-food, services), which is booming with the growth in household incomes. Commitments to open government procurement may be limited, so Canadian companies should associate with local companies to benefit from their expertise in penetrating peripheral markets.

Central Europe offers attractive opportunities for businesses large and small. For more information, particularly on sectors not mentioned here, visit the site of the Canadian Trade Commissioner Service (www.infoexport.gc.ca) or contact one of the trade commissioners (see p. 4).