

MIAMI — September 19-20, 2001 — The 10th Annual Canadian Food, Fisheries and Beverage Exposition is a great opportunity for Canadian manufacturers to showcase their products. The show will bring together distributors and suppliers from around the world, targeting the U.S., Caribbean and Latin American markets.

The Caribbean is the third largest tourist destination in the Western Hemisphere, offering international

10th Annual Canadian Food, Fisheries and Beverage Exposition

tourists a wide variety of foods. Buyers are looking for leading products to sell in this vibrant tourist Mecca. The largest distributors for Latin America and the Caribbean are located here. Miami, because of its proximity and close ties to these areas, is a natural market for Canadian consumer food products.

The Canadian Food, Fisheries and Beverage Exposition provides enormous opportunities for Canadian manufacturers who wish to enter these markets.

For more information, contact Normand Villeneuve, Consul and Trade Commissioner, Canadian Consulate, Miami, tel.: (305) 579-1600, fax: (305) 374-6774, e-mail: normand.villeneuve@dfait-maeci.gc.ca

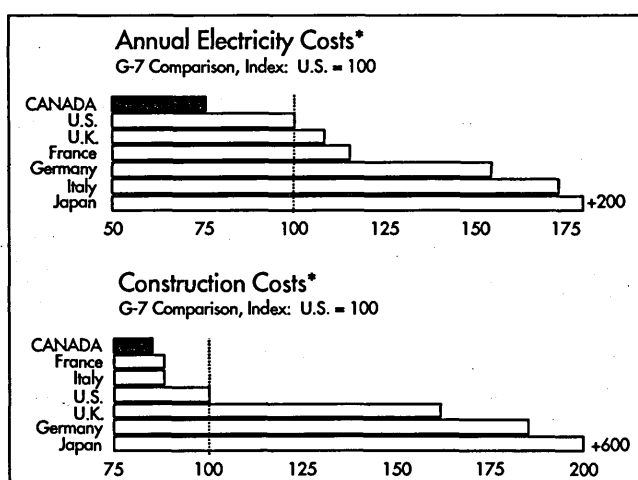
CANADIAN PRODUCTION COSTS: LOWEST IN THE WORLD

- **Lower transportation costs:** Canadian transportation rates are, on average, 13% lower than those in the U.S.*
- **Lower energy costs:** Recent studies show an average manufacturer's annual electrical costs are 28% lower in Canada than in the U.S.**

• **Lower construction costs:**

- > Building construction costs in Canada remain some 15% lower than those in the U.S.
- > On average, land costs are 6% lower in Canada than in the U.S.

- **Lower office lease costs:** Canadian office lease costs, including office space plus operating, utility, tax and insurance costs, are still only about 75% of those in the U.S.



For more information on investing and doing business in Canada, click on www.investincanada.gc.ca or call (613) 941-0354, fax: (613) 941-3796, e-mail: lanoy.louise@ic.gc.ca

* Source: *The Competitive Alternatives Report: A Comparison of Business Costs in North America, Europe and Japan*, KPMG Management Consulting, 1999 www.kpmg.ca/english/services/consulting/publications/competitivealternatives

** Source: *Comparison of Electricity Prices in (20) Major North American Cities*, Hydro Quebec, December 22, 1999 www.hydroquebec.com/publications/comp99en/index.html

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promoting their services to U.K. and international waste management professionals, and attracting over 5,000 visitors each year.

For a report on the U.K. environmental market, consult: www.infoexport.gc.ca/docs/40149-f.pdf

For more information, contact Deanne Rourke, Business Development Officer, Canadian High Commission, London, tel.: (011-44-20) 7258-6619, fax: (011-44-20) 7258-6384, e-mail: deanne.rourke@dfait-maeci.gc.ca Web site: www.dfait-maeci.gc.ca/london or Kristian Schnack, Commercial Officer, Délégation générale du Québec à Londres, tel.: (011-44-20) 7766-5925, fax: (011-44-20) 7930-7938, e-mail: kristian.schnack@mri.gouv.qc.ca Web site: www.quebec.org.uk

Enquiries Service

DFAIT's Enquiries Service provides counselling, publications, and referral services to Canadian exporters. Trade-related information can be obtained by calling 1-800-267-8376 (Ottawa region:

944-4000) or by fax at (613) 996-9709; by calling the Enquiries Service FaxLink (from a fax machine) at (613) 944-4500; or by accessing the DFAIT Internet site at www.dfait-maeci.gc.ca

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