

Japan's site remediation market grows

The Japanese market for site remediation is getting a boost from legislation that will take effect in January 2003. Japanese companies are eager to meet the requirements created by this legislation. Therefore, numerous opportunities exist for Canadian environmental companies looking to enter this expanding market.

Previous soil pollution laws tried to address limited problems like rice cadmium contamination and dioxins but the new law will cover 27 new toxins, including heavy metals and

agricultural chemicals. In Japan, close to 300,000 contaminated sites have been identified so far. It is estimated that the site remediation market in Japan will be worth close to US\$187 billion by 2005.

Since the 1990s, the Netherlands, Germany and the U.S. were the most active countries on the market. Canada was also present, particularly with permeable reactive technologies, site containment technologies and oil detection radar systems.

The Commercial Section of the Canadian Embassy in Tokyo is preparing a mission to the **6th International**



Workshop on Geo-Environmental Restoration that will take place in Tokyo, Kitakyushu and Osaka in January 2003. One-on-one meetings will be organized by the Embassy.

For more information, contact Jean-Pierre Petit, Trade Commissioner, Japan Division, DFAIT, tel.: **(613) 996-2467**, e-mail: jean-pierre.petit@dfait-maeci.gc.ca or Louis-Pierre Émond, Trade Commissioner, Canadian Embassy in Tokyo, tel.: **(011-81-3) 5412-6200**, e-mail: louis-pierre.emond@dfait-maeci.gc.ca Web site: www.dfait-maeci.gc.ca/ni-ka or e-mail the Embassy at tokyo.htech@dfait-maeci.gc.ca to receive the *Environews* newsletter (indicate a preference for the hard copy or e-mail version). *

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Canadian firms in areas such as technical consultancy, systems and rail equipment. Tenders for major contracts will be announced by the first or second quarter of 2003.

Alcatel Canada Inc. has recently been successful in Hong Kong; its Transport Automation Solutions division recently won its third contract there since 1998 to supply an advanced automatic train control system to MTR Corporation's new Penny's Bay Link—a contract valued at over \$18 million. Alcatel has used these projects in Hong Kong as a showcase to demonstrate its advanced technology to potential clients in the Chinese mainland.

For more information on these opportunities, contact Endy Chung, Commercial Officer, Canadian Consulate General in Hong Kong, tel.: **(011-852) 2847-7419**, fax: **(011-852) 2847-7441**, e-mail: endy.chung@dfait-maeci.gc.ca or visit the KCRC Web site (www.kcrc.com). *

Hong Kong transit opportunities



The Hong Kong government has given a green light to the construction of two new rail links in Hong Kong. The projects are worth close to \$10 billion and will be implemented by the Kowloon Canton Railway Corporation (KCRC).

Sha Tin to Central Link

The Sha Tin to Central Link (SCL) is a 17.1-km line from Tai Wai to Central West with 10 stations. When the SCL is completed, commuters will be able to travel from Sha Tin to Central in 22 minutes. The link will be combined with Ma On Shan Rail, allowing passengers from Ma On Shan to travel to and from Central station without interchange.

The new link is expected to be a considerable savings for the commuting public in the New Territories, both in terms of time and money. Work will be

started in 2004 for completion by 2008 at an estimated cost of \$8 billion.

Kowloon Southern Link

This strategic link will join KCRC's West Rail and East Rail. The 4.5-km alignment will connect Nam Cheong station, the southern terminus of West Rail, with Tsim Sha Tsui East station of East Rail.

The project is expected to get underway in 2004 for completion in late 2008 at a cost of \$1.85 billion. Upon its completion, commuters will be able to stay within one system in travelling throughout the New Territories, and between the New Territories, Kowloon, and Hong Kong Island.

Opportunities

Construction of the new links will create business opportunities for a variety of

Food and beverage showcases coming up

BARBADOS, TRINIDAD AND TOBAGO — March 10-14, 2003 — The Canadian High Commissions in Barbados and Trinidad and Tobago, with the support of Canadian Export Development Inc. (CEDI)—a private sector organization—are organizing the **Canadian Food and Beverage Showcases**.

Canadian companies participating in these shows can display their products and services under one umbrella as they pursue business opportunities in the Caribbean markets. An extensive marketing campaign will be done throughout the Caribbean islands inviting the key decision makers and buyers, both in government and the private sector, to visit the shows. This

is an excellent opportunity to introduce your company to important emerging markets, and could be very rewarding in obtaining sales or initiating business relationships with Caribbean partners.

Trinidad and Tobago

Canadian exports of food products to Trinidad and Tobago have increased considerably over the past years with trade exhibitions contributing tremendously; this trend is expected to continue. There will be opportunities to discuss joint venture food and beverage processing and distributor-type agreements with local counterparts. An additional visit to Guyana is also available to those firms wishing to

explore new trade opportunities in this South American market.

Barbados

The food sector in Barbados and the Eastern Caribbean is multi-faceted. All of the islands import the majority of their consumables; food processing is a very small industry and agricultural industries are concentrated on only a few items, mostly earmarked for export (i.e. bananas, and sugar). Each island focuses on the higher-end tourist market, which demands excellent quality, and efficient, consistent suppliers. The importation and distribution business that targets the food sector is well developed and extremely competitive, and the interest in new products is great.

For more information, contact Robert Grison, Director of Operations, CEDI, tel.: **(613) 825-9916**, fax: **(613) 825-7108**, e-mail: cced@sympatico.ca *

Africa's oil and gas sectors show strong growth

Canada's participation in the **6th African Oil and Gas, Trade and Finance Conference and Exhibition**, held in late September in Yaoundé, Cameroon, confirmed that petroleum production in Africa is recovering. As a result, this burgeoning sector presents many opportunities for Canadian companies.

Canadian participation

In addition to the participation of **EnCana Corporation** of Calgary and **EurOil Calgary**, the presence of Canada's High Commissioner to Cameroon, Michel Perrault, was designed to support participating Canadian companies, promote their expertise and consolidate relations with the main stakeholders in the oil and gas sector. The conference was attended by more than 3,000 participants from

the world's petroleum industry. The event also enjoyed renewed interest from American multi-nationals.

Both EnCana Corporation and EurOil Calgary have a presence in Cameroon and Chad and are seeking to increase their involvement in these countries and in the Central African region.

Opportunities

Petroleum production has skyrocketed over the past three years in Angola, the Congo, Mozambique and Equatorial Guinea and similar growth is expected in the coming years in Chad, Nigeria, the Sudan, Libya, Algeria and Ghana.

Many opportunities exist for Canadian companies in the African oil and gas sectors, particularly in Cameroon, Chad and the Central African Republic; examples include petroleum prospecting, research and development, services

for oil and gas, environmental studies, development of gas resources and training of petroleum sector experts.

The next conference will take place in Luanda, Angola, from **May 20 to 23, 2003**.

For more information, contact Honoré Mondomobé, Senior Commercial Officer, Canadian Embassy in Cameroon, e-mail: honore.mondomobe@dfait-maeci.gc.ca Web site: www.ite-exhibitions.com/og *

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