

Investing in Algeria's Energy Needs

Oran, November 25-29, 2006 > Three diverse events are scheduled at this year's **Algeria Energy Week**.

Organized by Algeria's Ministry of Energy and Mines, this year's event is entitled "The Reforms: Strategies, Opportunities and Innovations" and comes one year after Algeria's adoption of new hydrocarbon laws.

During the *Journées Scientifiques et Techniques* (Science and Technology Days), executives from the energy sector and the scientific community will discuss the latest developments and challenges linked to technology, nurturing human resources, protecting the environment and globalization.

At the International Strategic Conference, participants will focus on investment opportunities in Algeria's energy sector and meet experts and senior executives of national and international companies

to share their expertise and to discuss development, investment and partnership opportunities in the energy sector.

Finally, at the International Exhibition on Oil and Gas in Algeria, oil and gas companies will present their knowledge and technological innovations in their areas of expertise.

Algeria's Energy Week is a forum for national and international partners, investors and key players from the energy sector to strengthen cooperation and increase investment opportunities in the Algerian energy sector.

For more information, go to www.sea-algerie.com, or contact Gilles Poirier or Rachid Benhacine, Canadian Embassy in Algeria, tel.: (011-213-21) 91-49-51/91-49-60, fax: (011-213-21) 91-47-20, email: alger-td@international.gc.ca.

Algeria plans 34 new desalinisation plants

Canadian companies are being encouraged to keep informed about contract tenders in Algeria following the announcement that the government will construct 34 new desalinisation plants before 2016.

L'Algérienne des Eaux, with state budget support, will award contracts through public tender for the construction of 13 new desalinisation plants before 2009 and 21 others between 2009 and 2016.

With a production of two million cubic metres per day, Algeria ranks fourth out of the 10 countries producing fresh water through desalinisation processes.

Canadian trade officials in Algiers strongly encourage interested companies to sign up with the *Bulletin officiel des marchés de l'opérateur public* at www.anep.com.dz or to use the services of Algerian Tenders at www.algeriatenders.com/index.php to keep informed about tendering opportunities.

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Open your mouth and say "ja"

Germany's health industry is the third largest in the world. It has over 2,000 hospitals, 542,000 hospital beds and about 400,000 doctors. Moreover, health expenditures as a percentage of the country's gross domestic product is the highest in the world. Imported products make up a significant part of these expenditures.

So how can Canadian companies get a piece of the pie?

In medical industries, as in all sectors, trade fairs play a major role. That's why Canadian companies that want to export their products to the German medical market may want to consider making their first approach through trade fairs.

Exhibiting at fairs can bring direct sales, make valuable contacts and allow a company to assess its competition. More importantly, it can be one of the least expensive ways to test a market's receptivity.

Some 50 Canadian companies would seem to agree. Each year they participate at the **Medica** trade fair in Düsseldorf alone. This year, Medica takes place from November 15-18, 2006. It is the world's largest medical exhibition attracting more than 137,000 visitors from some 100 countries. Held concurrently with Medica is **CompaMed**, a fair which features raw materials for the medical devices industry. For more information on these fairs, go to www.medica.de and www.compamed.de.

However there are many more trade fairs throughout the country that specialize in specific areas of the medical services industry.

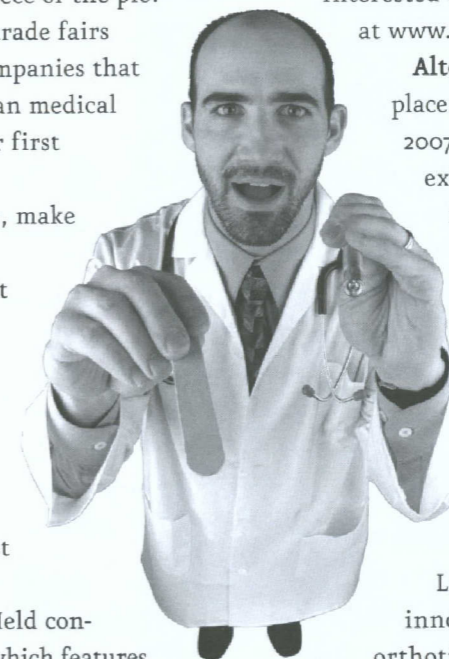
Analytica is an international trade fair for specialists in analytical and diagnostic equipment and methods, chemistry, chemicals, reagents, laboratory systems, documentation and related services. It takes place in Munich in April 2007. More information can be found at www.analytica.de.

RehaCare is a fair for rehabilitation and related products and is the showcase for new developments in the assistive devices market. This year it takes place in Düsseldorf from October 18-21, 2006. Interested companies can find out more at www.rehacare.de.

Altenpflege and ProPflege takes place in Nuremberg from March 20-22, 2007. It is Europe's leading exhibition for elderly care. The fair attracts visitors looking for information on nursing, therapy and professional patient care. More information can be found at www.propflege.info/main.

Finally, the main focus of **Orthopädie and Reha-technik**, a trade fair that takes place in Leipzig in May 2007, is on innovative solutions in prosthetics, orthotics, technical rehabilitation, orthopaedic shoes, medical technology and homecare. For more on this fair, go to www.ort2006.de.

For more information, contact Monika de Villiers, Canadian Consulate in Düsseldorf, tel.: (011-49-211) 172-1732, fax: (011-49-211) 35-91-65, email: monika.devilliers@international.gc.ca, website: www.infoexport.gc.ca.



Tax agreement with Finland supports business ties

A new tax agreement between Canada and Finland eliminates the double taxation of people and companies involved in trade worth \$4.5 billion annually between both countries.

Finnish firms invest more in Canada than most people realize. The Nordic country is the 11th-largest foreign direct investor in Canada and employs more than 6,000 Canadians in research and manufacturing businesses.

The "Convention between Canada and Finland for the avoidance of Double Taxation and the Prevention of Fiscal Evasion with Respect to Taxes on Income" was signed last July in Helsinki. It aims to remove obstacles from bilateral investments and to improve the economic relationship between the two countries.

Finnish firms in Canada span a broad range of sectors such as pulp and paper, packaging, information and communications technology, energy and transport.

For more information, contact the Canadian Embassy in Helsinki, tel: (011-358-9) 22-85-30, fax: (011-358-9) 60-10-60, email: hsnki-td@international.gc.ca.