

## Come and meet trade commissioners from abroad in Canada this winter

**Talk business with trade commissioners from abroad when they visit Canada and explore business opportunities in their markets.**

With a team of more than 800 trade commissioners in over 140 cities around the world, and an additional 100 trade commissioners in all provinces across Canada, the Canadian Trade Commissioner Service has the market expertise you need to succeed in international markets. Every year, trade commissioners from around the world return to Canada to follow-up with Canadian companies like yours and inform them of emerging business opportunities. This winter, a number of trade commissioners will be attending major trade events that will take place in Canada. Join them at the following events to discuss international business opportunities!



### Prospectors and Developers Association of Canada International Convention (PDAC) [www.pdac.ca](http://www.pdac.ca)

Toronto — March 6-9, 2005  
Discuss international business opportunities with trade commissioners at PDAC 2005, the gathering place for people and companies involved in the search and development of new mineral deposits and one of the most important events in the world of exploration.

**For more information**, contact:  
Étienne Sum Wah  
[etienne.sum-wah@international.gc.ca](mailto:etienne.sum-wah@international.gc.ca)



### AMERICANA 2005 [www.americana.org](http://www.americana.org)

Montreal — April 6-8, 2005  
Come and meet with trade commissioners and discover international business opportunities in the environmental industries at Americana, the Pan-American Environmental Technology Trade Show and Conference.

**For more information**, contact:  
Frédéric Fournier  
[frederic.fournier@international.gc.ca](mailto:frederic.fournier@international.gc.ca)



### SIAL Montreal 2004 [www.sialmontreal.com](http://www.sialmontreal.com)

Montreal — April 13-15, 2005  
Meet with trade commissioners working in the agriculture, food and beverages sector at SIAL Montreal, the international gathering of professionals of the food sector in North America.

**For more information**, contact:  
Clément Côté  
[clement.cote@international.gc.ca](mailto:clement.cote@international.gc.ca)

**For more information** on other trade events and market reports, visit the Trade Commissioner Service Web site at [www.infoexport.gc.ca](http://www.infoexport.gc.ca).

## Showcase to feature Canadian building products

**BRIDGETOWN, BARBADOS** — March 3-4, 2005 — Canadian Export Development (CED) and the Canadian High Commission in Barbados invite Canadian exporters to participate in the **Canadian Construction and Building Products Showcase**, a trade show for the commercial, industrial and domestic building and design industries.

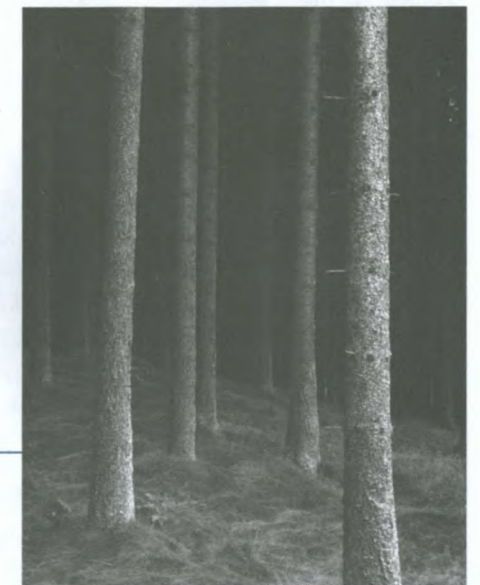
Given the hurricane damage in the Caribbean this year, the process of rebuilding and restoring residential structures, public utilities and other infrastructure is enormous. Buyers from the surrounding islands will be there to purchase the latest building products, materials and equipment from Canadian suppliers.

Opportunities exist for Canadian exporters of niche building products that are technologically innovative. Some of the goods in demand include insulation materials, energy-efficient and environmentally friendly building products, wood-based building products and do-it-yourself home improvement components.

The Canadian High Commission in Barbados will be available to provide Canadian exporters with a number of services like market prospects, local company information, troubleshooting assistance, visit information and key contact information. In addition, trade commissioners will be available for one-on-one briefings. To request these services, contact the Canadian High

Commission in Bridgetown, e-mail: [bdgtn-td@international.gc.ca](mailto:bdgtn-td@international.gc.ca), or register for your own Virtual Trade Commissioner at [www.infoexport.gc.ca/ie-en/login.jsp](http://www.infoexport.gc.ca/ie-en/login.jsp).

Note that space is at a premium and confirmation will be made on a first-come, first-served basis. **For more information**, contact Robert Grison, CED, tel.: (613) 825-9916, fax: (613) 825-7108, e-mail: [cced@sympatico.ca](mailto:cced@sympatico.ca).



## Demand for wood products in China surges

**SHANGHAI, CHINA** — March 22-25, 2005 — Canadian companies interested in China's dynamic wood products market may want to attend **WoodBuild China 2005**. The fair is geared to companies and organizations involved in silviculture, logs, lumber, sawn timber, veneer and wood products. It will take place alongside other fairs related to woodworking

equipment, furniture and flooring, so it is an excellent one-stop shop.

China's economy continues to grow at a rapid pace, as does Chinese demand for raw materials. Increasingly, China is turning to Canada as a provider of wood both for construction and for items such as furniture. Exports of Canadian wood have doubled since 2002, and have increased nine-

fold since 1999. With growth this year of 17.5% (January-July), exports show no signs of slowing down.

There will be a strong Canadian presence at WoodBuild China, so don't miss this opportunity.

**For more information**, contact Derek Complin, Unilink, tel: (613) 549-0404, fax: (613) 549-2528, e-mail: [dc@unilinkfairs.com](mailto:dc@unilinkfairs.com), Web site: [www.unilinkfairs.com/cp/wbc05](http://www.unilinkfairs.com/cp/wbc05).

## Telecom players gather for world congress

**CANNES, FRANCE** — February 14-17, 2005 — The **3GSM World Congress**, a global meeting place for the wireless industry, attracts key decision-makers from around the world. Together, the congress and exhibition will facilitate networking between some 28,000 telecom players from more than 173 countries, making it an ideal platform for exchanging ideas and generating new business.

The 2004 event was record-breaking for the exhibition, which featured over 600 companies showcasing a great variety of products and services. The next edition promises to be even bigger.

**For more information**, contact Sandra Matthews, OCRI Global Marketing, tel.: (613) 828-6274, ext. 252, e-mail: [smatthews@ocri.ca](mailto:smatthews@ocri.ca).