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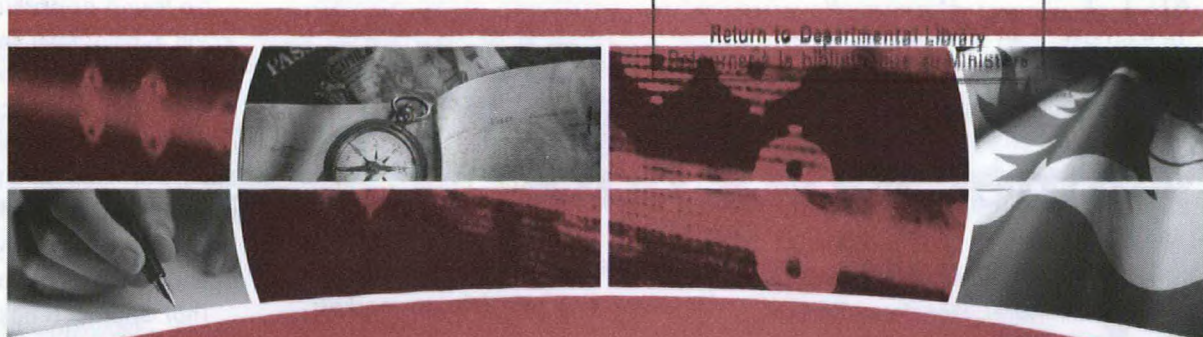
Department of Foreign Affairs
and International Trade

Ministère des Affaires étrangères
et du Commerce international

Dept. of Foreign Affairs
Min. des Affaires étrangères

JUN 13 2003

Canada



CanadaExpo

Japan International Cooperation Agency

Great opportunities for partnerships

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Canadian consulting firms already successful with multilateral development banks (MDB) know the importance of partnerships. They may, however, be missing a source they have not previously considered: Japan. Teaming up for the long term, Canadian and Japanese consulting firms can open doors for each other to a whole new range of opportunities.

For Canadian firms, opportunities can come through Japanese development assistance organizations such as the **Japan International Cooperation**

Agency (JICA). A new on-line report provides an excellent starting point for learning about the JICA procurement process and identifying potential partners.

Canadians know how to win World Bank (WB) and Asian Development Bank (AsDB) projects, while Japanese companies have shied away from these MDBs. Carrying out a successful MDB-financed project together can pave the way for the Japanese partner to offer subcontracting opportunities for third-country projects funded through JICA.

continued on page 4 — JICA

Canada makes its mark at book fair in Italy



At the Canadian stand in Turin (from left): Nicole Saint-Jean, Association nationale des éditeurs de livres; Linda Cameron, President, Association of Canadian Publishers; and Michael Brock, Director General, International Cultural Relations Bureau, DFAIT.

see story on page 8 — Book

Supplement
PERU: THE HIDDEN TREASURE
(see insert)

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