

## Energy mega project

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There is a mandatory pre-qualification procedure for suppliers and contractors for the two major projects already underway. This procedure involves the formal provision of company information to the consortia, followed by a qualification process and placement of company information in a database. Pre-qualified companies can then bid and negotiate for contracts and sub-contracts. Major criteria for selection are quality, cost, scheduling, Russian content, safety and environmental compliance. The consortia encourage bidders to contact engineering, procurement and construction companies as well as major contractors directly.

### Energy seminar and trade mission

To help Canadian suppliers better understand this process, the Department of Foreign Affairs and International

Trade (DFAIT), in cooperation with the Canada Eurasia Energy and Industry Alliance (CEEIA) and Alberta Economic Development, is organizing "How to Pursue Opportunities in Sakhalin," a one-day workshop in Calgary on

## EUROPE

Wednesday, **September 17, 2003**. This workshop will feature speakers from PriceWaterhouseCoopers in Russia, companies already active on Sakhalin Island and DFAIT representatives. Details of this workshop are available from CEEIA at [www.cceia.org](http://www.cceia.org), by calling **(403) 218-4822**, or the contacts listed below.

As a follow-up to this seminar, the Canadian Embassy in Moscow is organising a **trade mission to**

**Sakhalin Island from November 3 to 5, 2003**. The mission's goal will be to provide first-hand market intelligence and access to key government and procurement officials for Canadian firms that want to enter the Sakhalin market. Participation will be limited to 25 companies on a first-come, first-served basis and there will be a cost-sharing fee of \$500.

**For more information**, contact H. Jacob Kunzer, Counsellor (Commercial), Canadian Embassy in Moscow, tel.: **(011-7-095) 105-6066**, e-mail: [jacob.kunzer@dfait-maeci.gc.ca](mailto:jacob.kunzer@dfait-maeci.gc.ca), or Michael Reshitnyk, tel.: **(613) 996-7701**, e-mail: [michael.reshitnyk@dfait-maeci.gc.ca](mailto:michael.reshitnyk@dfait-maeci.gc.ca), or Gilles Couturier, tel.: **(613) 995-3555**, e-mail: [gilles.couturier@dfait-maeci.gc.ca](mailto:gilles.couturier@dfait-maeci.gc.ca), both from DFAIT's Eastern Europe Division.

For a more detailed look at opportunities on Sakhalin Island, go to [www.sakhalin1.ru/ru/index.htm](http://www.sakhalin1.ru/ru/index.htm) and [www.sakhalinenergy.com](http://www.sakhalinenergy.com).

## Germany to host organic food and natural products fair

**NUREMBERG, GERMANY** — February 19-22, 2004 — Be a part of the official Canadian food pavilion at **BioFach 2004**, a trade fair for organic food and natural products.

With close to 2,000 exhibitors from 62 countries in 2003, BioFach has established itself as the largest and most important trade show for the international organic market. With strict admission criteria—certified organic only, according to European Union standards—trade show authorities are able to keep very high standards in product quality.

From the 2003 fair, more than \$100,000 in Canadian on-site sales

resulted from the show and additional sales of \$2.4 million are anticipated from contacts and leads in the next twelve months. In 2003, 24 Canadian companies exhibited with the Canadian pavilion and another 20 attended to gather market intelligence. A larger delegation is anticipated next year.

### Canadian pavilion

Agriculture and Agri-Food Canada (AAFC) and the Canadian Consulate in Dusseldorf are organizing and managing the Canadian presence at BioFach 2004. At a reasonable and competitive price, exhibitors will

benefit from a package of services featuring a high-quality booth, invitations to meet with key buyers in the region, a Canadian exhibitors' brochure, a Canadian evening for buyers and exhibitors and on-site organization and trade promotion support.

Registration will be on a first-come, first-served basis. To secure your participation in the Canadian pavilion, complete the registration form by going to <http://ats-sea.agr.ca/biofach>. The application deadline is **September 30, 2003**.

**For more information**, contact Sylvain Wilson, Senior International Marketing Officer, AAFC, tel.: **(613) 759-7726**, e-mail: [swilson@agr.gc.ca](mailto:swilson@agr.gc.ca).

Most important Asian seafood show

## China Fisheries and Seafood Expo on the menu

**SHANGHAI, CHINA** — October 29-31, 2003 — The **China Fisheries and Seafood Expo** is the most important annual show for Asian seafood buyers. More than 600 Chinese and foreign companies exhibit at this show, which attracts 13,000 buyers from over 30 countries. More than 80% of the exhibitors return year after year because it is the best place to showcase products and services to the most dynamic and promising market in the world.

China is now Canada's fourth-largest export market for seafood (after the U.S., Japan and the European Union) with close to \$200 million in sales recorded in 2002. While China is best known now as a

re-processing centre for seafood that is then shipped to other countries, the potential for developing markets among China's increasingly affluent middle class is significant. The relocation of this show to Shanghai is evidence that the Chinese are now ready to purchase these products for their own consumption.

For the second year, Agriculture and Agri-Food Canada (AAFC) will sponsor a Canadian pavilion at this show.

**For more information**, contact AAFC's Lauren Lavigne, tel.: **(604) 666-1067**, e-mail: [lavignel@agr.gc.ca](mailto:lavignel@agr.gc.ca) or Jane Barnett, tel.: **(905) 823-0122**, e-mail: [barnettj@agr.gc.ca](mailto:barnettj@agr.gc.ca).

## Canadian pavilion a go at third-biggest IT show

**DUBAI, UNITED ARAB EMIRATES** — October 19-23, 2003 — For the seventh consecutive year, Canada will be hosting a national pavilion at the **Gulf Information and Technology Exhibition (GITEX)**.

Some 40,000 international visitors attend GITEX every year from around the world. Canadian participants in the last five years have included **Corel Corporation, Newbridge Networks, Allis, ITNets, Farabi, Bay Networks** and **Nortel**, among many others. This year, as many as 20 Canadian companies are expected to be part of the Canadian pavilion.

Multimedia, video conferencing systems, graphic processors, network equipment, multi-lingual applications, on-line information and services, portable computers, CAD systems, telecommunications, software and equipment will be featured at this event. Other on-site activities include seminars and conferences, and one hall has been reserved as a retail showcase for home computer equipment and is open to the public.

**For more information**, contact Fouad Soueid, Senior Commercial Officer, Canadian Consulate in Dubai, tel.: **(011-971-4) 314-5555**, e-mail: [fouad.soueid@dfait-maeci.gc.ca](mailto:fouad.soueid@dfait-maeci.gc.ca), or Maher Abou-Guendia, Arabian Peninsula and Maghreb Division, DFAIT, tel.: **(613) 944-7040**, e-mail: [maher.abou-guendia@dfait-maeci.gc.ca](mailto:maher.abou-guendia@dfait-maeci.gc.ca).

New Web exporting bulletin

## SEAscape: Your Window to Southeast Asia

What is the only major region to which Canadian exports grew in 2002? The answer: Southeast Asia, where Canadian exports rose by over 16% last year!

To recognise the potential of this region, Canadian Manufacturers & Exporters (CME)—with support from the Department of Foreign Affairs and International Trade's (DFAIT) Southeast Asia Division—launched *SEAscape: Your Window to Southeast Asia*. This is a monthly Web-based bulletin focussing on stories and information on commercial opportunities for Canadians in this exciting and growing region.

Each issue will feature a "hot sector" which may be relevant to your company, upcoming events and a Canadian success story with advice on how to do business better. As well, Canadian exporters will find this to be an excellent resource on tools and techniques for improving overall export performance. CME and DFAIT look forward to helping Canadian exporters explore this dynamic part of the world. **For more information**, go to [www.cme-mec.ca/portals/seascape](http://www.cme-mec.ca/portals/seascape).

## Export USA Calendar

**For information about:**

- trade missions to the U.S.
- seminars on the U.S. market

Visit the Export USA Calendar at: [www.dfait-maeci.gc.ca/can-am/export](http://www.dfait-maeci.gc.ca/can-am/export).