

The Trade Commissioner Service of the Department of Foreign Affairs and International Trade (DFAIT), along with government and private-sector partner organizations, are ready to serve Canadian companies that are interested in expanding their export markets in Turkey.

Partner Organizations

Export Development Canada

Export Development Canada (EDC) has a long established business tradition in Turkey having been a key player in most major capital projects which have involved Canadian exporters and investors. Smaller transactions involving Canadian small and medium-sized companies such as Technomarine, have also used EDC's services.

The yearly average volume of EDC business in Turkey over the last three years (2000-2002) has exceeded \$300 million, which highlights Turkey as one of the most important markets for EDC in all of Central and Southeast Europe.

For more information, contact:

Luc Dupont, Manager, Turkey and South Europe
Tel.: (613) 598-2860
e-mail: ldupont@edc-see.ca
Web site: www.edc.ca

Canadian Turkish Business Council

Newly created in 2002 by several major Canadian companies with business interests in Turkey, the Canadian Turkish Business Council (CTBC) promotes bilateral trade and investment between Turkey and Canada and provides its members with critical information on business opportunities and strategies for success in Turkish and third-country markets. The CTBC's Turkish partner is the Turkish Foreign Economic Relations Board (DEİK) and the Secretariat of the Council is the Canadian Manufacturers & Exporters.

The Council aims to facilitate two-way trade and investment between Canada and Turkey; provide a resource centre and platform for information sharing; facilitate the transfer of Canadian technology and expertise to Turkey through strategic alliances between Canadian and Turkish companies; and act as an advocate for Canadian and Turkish business to all levels of governments.

For more information, contact:

CTBC
E-mail: info@ctbc.ca
Web site: www.ctbc.ca

CIDA-INC

The Canadian International Development Agency's Industrial Cooperation Program (CIDA-INC) contributes financial support and advice to Canadian firms planning sustainable business activities in countries such as Turkey. The Program reduces risks to

Canadian firms by sharing the costs unique to doing business in developing countries.

Since the Program began in 1978, a total of 101 projects have been approved for Turkey, for an estimated \$24.2 million. Approximately 14 projects are currently under way in the country and two potential projects are in the planning stage.

Canadian firms are encouraged to visit www.acdi-cida.gc.ca/inc to determine if their company/project is eligible for CIDA-INC assistance.

For more information, contact:

Céline Boles, Program Manager for Turkey
CIDA-INC
Tel.: (819) 997-0569
Fax.: (819) 953-5024
E-mail: celine_boles@cida-acdi.gc.ca

Canadian Commercial Corporation

Canada's export contracting agency, the Canadian Commercial Corporation (CCC), specializes in sales to foreign governments. CCC provides export contracting services that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms. CCC also gives exporters access to commercial sources of pre-shipment export financing. When requested, CCC acts as prime contractor for appropriate government-to-government arrangements, thereby enhancing exporter credibility and customer confidence.

For more information, contact:

Tel.: (613) 996-0034 or 1-800-748-8191
Fax: (613) 995-2121
Web site: www.ccc.ca

Key Contacts and Web Sites

- Canadian Embassy, Nenehatun Caddesi No. 75, G.O.P. 06700, Ankara, Turkey
Tel.: 90-312-459-9351
Fax: 90-312-4599365
www.dfait-maeci.gc.ca/ankara or www.infoexport.gc.ca/tr
- Jennifer Barbare, Counsellor (Commercial) Canadian Embassy
Tel.: (011-90-312) 459-9350
Fax: (011-90-312) 459-9365
E-mail: jennifer.barbare@dfait-maeci.gc.ca
- David Clendenning, Trade Commissioner Baltic, Central European and Eastern Mediterranean Division (REC), DFAIT, Ottawa
Tel.: (613) 996-4484
Fax: (613) 995-8756
E-mail: david.clendenning@dfait-maeci.gc.ca



Ensemble ... dans un r
Together ...

CANADA

- Department of Foreign Affairs and International Trade: www.dfait-maeci.gc.ca
- Canadian Trade Commissioner Service: www.infoexport.gc.ca
- Industry Canada's Strategis: <http://strategis.ic.gc.ca>
- International Business Opportunities Centre: www.iboc.gc.ca
- Program for Export Market Development: www.infoexport.gc.ca/programs-e.asp
- Team Canada Inc: exportsource.gc.ca (1-888-811-1119)

Visit www.infoexport.gc.ca

to log on to your Virtual Trade Commissioner, a new on-line service allowing registered Canadian companies to access trade leads and market reports, and make service requests from Canada's trade offices in 140 locations throughout the world.

TURKEY

- Turkish State Institute of Statistics: www.die.gov.tr/ENGLISH/
- Turkish Undersecretariat of Foreign Trade: www.dtm.gov.tr/engmenu.htm
- Turkish Undersecretariat for Treasury, General Directorate on Foreign Investment: www.investinginturkey.gov.tr
- Central Bank of the Republic of Turkey: www.tcmb.gov.tr/new/eng/index.html
- Miscellaneous Information on Turkey: www.turkey.com/
- Republic of Turkey (various links): www.oib.gov.tr/links.htm
- Ministry of Tourism: www.turizm.gov.tr
- Foreign Economic Relations Board of Turkey (DEİK): www.deik.org
- Turkish Industrialists' and Businessmen's Association: www.tusiad.org/english.nsf
- Istanbul Chamber of Industry: www.iso.org.tr

Fukuoka Gift Fair 2003 in Japan

Fukuoka a gift of a city

Fukuoka, a city in southern Japan, serves as the main centre for the Kyushu region, a market of 15 million people with a gross domestic product exceeding that of South Korea and Taiwan, and almost the same as Australia's.



tion density, distribution network, ease of information dissemination and consumers' sensitivity to new trends.

Opportunities

The **Fukuoka Gift Fair 2003** (formerly known as the Fukuoka International Trade Fair) will take place in Fukuoka from **September 11 to 14, 2003**. This is a biennial event featuring approximately 400 booths, with exhibitors from over 40 countries attracting 80,000 visitors. The fair focuses on gift items such as gourmet food and wines, accessories, interior items and various consumer goods.

The fair targets a mixed audience of both businesses and general visitors, with direct sales to visitors allowed on the "public days" (September 13 and 14). The event has a good reputation among local importers of Canadian

consumer goods, and many participants find that direct sales to the public allow them to recover their booth fee. It also allows exhibitors to get first-hand consumer feedback on their products. Companies introducing Canadian products are usually grouped together to form a "Canada Corner". The registration deadline is **March 31, 2003**.

In the case of food products, exporters must comply with the usual Japanese import requirements, so advanced planning is required. For companies looking to identify local importers, it is recommended that they contact potential importers ahead of time (the Canadian Consulate in Fukuoka can provide a list of key contacts) to provide information on their product and, if possible, arrange a time to meet.

For more information on the fair, go to www.fukuokafair.com/english/index.html or contact Tomiko Miyakawa, e-mail: info@fukuokafair.com and copy the Canadian Consulate in Fukuoka, e-mail: fkoka@dfait-maeci.gc.ca

Canadian companies have it all on display ICT markets in China

Canadian companies are getting a piece of the action in the booming information and communications technology (ICT) market in China where they participated in three trade shows.

PT/Expo Comm China 2002

Held in Beijing (Oct. 29-Nov. 2), it is the largest telecommunications event in Asia. The Canadian pavilion, which included 13 highly satisfied Canadian exhibitors, attracted thousands of visitors.

The Canadian Embassy organized several events, providing an opportunity

for Canadian companies to strengthen their ties with their Chinese counterparts. For more information, contact Rosaline Kwan, e-mail: rosaline.kwan@dfait-maeci.gc.ca or Agnes Cui, e-mail: haixia.cui@dfait-maeci.gc.ca at the Canadian Embassy in Beijing, tel.: (011-86-10) 6532-3536.

China Hi-tech Fair (CHTF)

Held in Shenzhen (Oct. 12-17), the show attracted 3,691 exhibitors and 1,124 investors from 40 countries. Canada had a total of 58 representatives at the fair.

The Canadian Consulate General in Guangzhou helped develop a complete program for the Canadian participants—they found the event a huge success—including the Canada-China Hi-tech Seminar. Several memorandums of understanding (MOU) were signed with Chinese partners, including agreements between **Avvida Systems Inc.**, from Waterloo, Ontario and four Chinese partners.

For more information, contact Cathy Yao, Canadian Consulate General in Guangzhou, tel.: (011-86-20) 8666-0569 ext. 3351, e-mail: cathy.yao@dfait-maeci.gc.ca

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