

Team Canada Brings Home over \$2.1 Billion in New Business Deals

In ceremonies in Korea, the Philippines and Thailand, Canadians signed a total of 180 deals, worth \$874.6 million in commercial contracts and \$1.25 billion in agreements in principle, including memorandums of understanding and letters of intent.

Prime Minister Jean Chrétien, who witnessed the signings, pointed out that the companies entering new business relationships in Asia represent a wide range of industries and expertise from across Canada. "These deals mean new jobs not only for the companies signing deals, but also for their suppliers and other business partners."

The following is only a small sampling of companies from across the country that brought home business deals from the mission.

Bennett Environmental Inc. (BEI)
Vancouver, British Columbia

This manufacturer of thermal and oxidation/incineration and soil remediation products and services signed a technical co-operation agreement worth \$10 million with Korea Cottrell to build incinerators for waste destruction.

In the Philippines, BEI, which employs 30 people, signed memorandums of understanding to supply its products through joint ventures with C.N.P. Products of Manila and with Gateway Property Holdings. These joint ventures together could result in sales of \$13 million per year.

In Thailand, BEI signed a joint-venture agreement worth \$4 million with Valance Corporation Ltd. of Bangkok to develop a central incineration facility.

Polar Bear Water Distillers Mfg. Co. Ltd.
Pickardville, Alberta

This manufacturer of water distillation equipment for residential, commercial and industrial use signed contracts with Westwood Korea Industries Inc. of Seoul, Kaizen Trade International Corp. of Quezon City, the Philippines, and Omniact Co. Ltd. of Bangkok for the

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Flight to Future Success

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develop a sound business venture in a new market. We know how it works."

How it works is that entering a new market requires not only the right contacts, but also information on the economy, the labour force, the language and social customs, the political climate, the tax structure... the list goes on. As a result of this Team Canada mission, there is now an infrastructure of information, assistance and contacts in place to help businesses keep on tapping into the Asia-Pacific market.

Team Canada has opened the door to a long-term and profitable business relationship between Canada and the Asia-Pacific region in which other Canadian businesses can share and from which all Canadians can benefit.



Looking for Export Opportunities?

Make sure you are registered in the WIN Exports database, which will showcase your company's capabilities to foreign buyers. Fax your request for a registration form to 1-800-667-3802 or (613) 944-1078; or call (613) 992-3005.