

Exporting Canadian health services

Health is a global concern. In developing nations around the world, in-adequate medical equipment, supplies and training affect the future of over half the world's population. In the industrialized nations of the world, both sedentary and high-stress lifestyles combine with poor nutritional choices to create an unhealthy society.

Canada's reputation for medical research, services and technological expertise provides the foundation for exporting health services to foreign markets. Opportunities exist for general health services, education and training, specialized diagnostic equipment, nutritional consulting and the provision of health supplies such as vitamins, minerals and other supplements.

The high costs of pharmaceuticals for many developing nations also creates opportunities for Canadian firms that specialize in alternative and natural health practices. Whether delivering these therapies directly to patients or providing training to individuals within the foreign market, the potential for new and profitable ventures is exciting.

NAFTA — continued from page 4

rules of origin and harmonizing Most Favoured Nation tariffs. They called for consultations with domestic industries to determine which products could be covered by this initiative.

- The ministers agreed to work to rebuild momentum in the World Trade Organization negotiations following the setback at the Cancún Ministerial meeting. They re-affirmed their commitment to the Free Trade Area of the Americas process and the successful negotiation by January 2005 of a high-quality, comprehensive agreement.

The Commission meeting was preceded by a multi-stakeholder round table discussion on NAFTA and Canada's broader trade agenda, held on October 6. At the round table, Minister Pettigrew received a number of recommendations from representatives of Canadian business and non-governmental organizations for future work in the NAFTA context.

"The ideas I heard yesterday were very helpful because the three ministers agreed that we will continue to review opportunities for additional trilateral work to further stimulate trade and investment," said Minister Pettigrew. "I welcome the ideas of all Canadians in this regard."

The United States will host next year's NAFTA Commission meeting.

For more information, contact Sébastien Thériège, Director of Communications, Office of the Minister for International Trade, tel.: (613) 992-7332, e-mail: sebastien.theberge@dfait-maeci.gc.ca. The full text of the joint statement is available at www.dfait-maeci.gc.ca/trade/nafta-alena/statement-en.asp.

Export Forum 2003

MONTREAL — November 12-13, 2003 — Manufacturers and exporters from every region and industry sector in Eastern Canada will meet to network with manufacturers from American border states and Europe to develop export markets.

For more information, contact Robert Yelle, tel.: (514) 288-3931, e-mail: ryelle@martin-intl.com, Web site: www.forum-export.ca.

Canadian health service providers considering foreign markets must conduct thorough market research, including an analysis of any regulatory or legal barriers that may exist. Potential exporters interested in delivering health services in developing nations may wish to contact organizations such as the Canadian International Development Agency or the World Health Organization to explore existing programs and opportunities through these agencies.

If you are thinking about exporting and want to know more, call Team Canada Inc's Export Information Service at 1-888-811-1119, or go to www.exportsource.ca.

Huge turnout expected at Pollutec 2003

PARIS, FRANCE — December 2-5, 2003 — **Pollutec**, the largest European environmental exhibition, will feature over 1,500 exhibitors and 40,000 professional visitors. Canada will be represented by some 15 exhibitors. This year, Algeria will be the "guest country" and a large contingent from Eastern Europe is expected.

For more information, contact Musto Mitha, Commercial Officer, Canadian Embassy in Paris, tel.: (011-33) 01-44-43-23-56, fax: (011-33) 01-44-43-29-98, e-mail: musto.mitha@dfait-maeci.gc.ca.

Trade event calendar

ADVANCED MANUFACTURING TECHNOLOGIES

HAMBURG, GERMANY — January 21-24, 2004 — **NORTEC** is an international manufacturing technology trade fair. **For more information**, contact the Canadian Consulate in Hamburg, e-mail: hamburg@dfait-maeci.gc.ca, or go to www.hamburg-messe.de/nortec.

AEROSPACE & DEFENCE

SYDNEY, AUSTRALIA — February 3-6, 2004 — **Pacific 2004** is an international maritime and naval exposition for the Asia-Pacific region. **For more information**, contact Greg Luz, Business Development Manager, Canadian High Commission in Canberra, e-mail: greg.luz@dfait-maeci.gc.ca, Web site: www.pacific2004.com.au.

AGRICULTURE, FOOD & BEVERAGES

NEW DELHI, INDIA — January 7-9, 2004 — **IFE India 2004** is an international food, drink and hospitality exhibition. **For more information**, go to www.ife-india.co, or contact Ram Gupta, Senior Trade Advisor, Canadian High Commission in New Delhi, tel.: (011-91-11) 2687-6500, fax: (011-91-11) 2687-5387, e-mail: ram.gupta@dfait-maeci.gc.ca.

NEW DELHI, INDIA — January 8-10, 2004 — **IFOWS 2004** is an international food and wine show and seminar. **For more information**, contact Lotus Exhibitions & Marketing Services, e-mail: lotusgroup@vsnl.net, Web site: www.ifows.com, or contact Ram Gupta, Senior Trade Advisor, Canadian High Commission in New Delhi, tel.: (011-91-11) 2687-6500, fax: (011-91-11) 2687-5387, e-mail: ram.gupta@dfait-maeci.gc.ca.

BUILDING PRODUCTS

BEIJING, CHINA — February 16-18, 2004 — **Stadia China 2004** is an international exhibition on stadiums, arenas, sports and leisure infrastructure supplies and services. **For more information**, contact Derek Complin, UNILINK, tel.: (613) 549-0404, fax: (613) 549-2528, e-mail: dc@unilinkfairs.com, Web site: www.stadiachina.com.

CONSUMER PRODUCTS

LONDON, ENGLAND — January 18-20, 2004 — The **DIY & Garden Show** is the United Kingdom's one-stop shop for the do-it-yourself and garden industry. **For more information**, contact Derek Complin, UNILINK, tel.: (613) 549-0404, fax: (613) 549-2528, e-mail: dc@unilinkfairs.com, Web site: www.diyandgardenshow.com.

ENVIRONMENTAL INDUSTRIES

ACCRA, GHANA — February 16-19, 2004 — The **12th Union of Africa Water Supplies Congress and Exhibition** is a vital gathering of decision makers and officials from 35 African countries on a variety of water-related issues. **For more information**, contact Samuel B. Martin-Daniels, Canadian Embassy in Accra, tel.: (011-233-21) 228-555, e-mail: samuel.martin-daniels@dfait-maeci.gc.ca.

NEW DELHI, INDIA — February 4-6, 2004 — The **International Conference on Water Resources Development** focuses on flood control, irrigation, drinking water, waterways, hydro electric power and its transmission system. **For more information**, e-mail: info@IndiaCore.com or go to www.indiacore.com/ic-conf/10-feb2004-cpu-water-india.

ATHENS, GREECE — February 26-29, 2004 — **CHEM 2004** is an international exhibition on chemistry, environment and water. **For more information**, e-mail kee-expo@otenet.gr or go to www.chem-expo.gr.

HEALTH INDUSTRIES

DUBAI, UNITED ARAB EMIRATES — January 18-21, 2004 — **ARAB HEALTH 2004** is the region's most important health exhibition. **For more information**, contact Fouad Soueid, Canadian Embassy in Dubai, e-mail: fouad.soueid@dfait-maeci.gc.ca, or Venky Rao, e-mail: arabhealth@rogers.com, tel.: (905) 896-7815, Web site: www.arabhealthonline.com.

MANUFACTURING

ATHENS, GREECE — March 5-9, 2004 — **SYSKEVASIA 2004** is a biennial international packaging, machinery, printing and storage exhibition. **For more information**, e-mail kee-expo@otenet.gr or go to www.syskevasia-expo.gr/genikaen.html.

MULTI-SECTOR

MISHREF, KUWAIT — January 19-23, 2004 — **Rebuild Iraq 2004** is an exhibition that will connect international suppliers with the decision makers overseeing the rebuilding of Iraq. **For more information**, contact George Sanderson, Canadian Embassy in Kuwait, e-mail: george.sanderson@dfait-maeci.gc.ca, Web site: www.rebuild-iraq-expo.com.

OIL & GAS

CAIRO, EGYPT — February 10-14, 2004 — **Intergas 2004** is an international conference and exhibition for the gas industry in the Middle East and North Africa. **For more information**, go to www.eif-eg.com or www.intergas.eif-eg.com, or call (202) 405-1818/1919.