

Nexus Consulting Group inc. in Tunisia

It has now been six months since **Nexus Consulting Group inc.** of Sillery, Quebec, providers of international business expertise and assistance, opened the doors of its Tunisian branch, an initiative that has already resulted in an increased number of partnership requests on both sides.

At the inauguration, which was also attended by Tunisian government and industry officials, Jacques Simard, Canada's Ambassador to Tunisia, stressed the willingness of stakeholders from both countries to increase trade and cultural exchanges. He added that Tunisia continues to be one of Canada's preferred partners in Africa, citing the opening of the Nexus Consulting Group inc. branch as a concrete example.

Created in early 1999, Nexus Consulting Group inc. provides services to Canadian companies, both in Quebec and elsewhere, seeking new business

opportunities mainly in Africa, Latin America and some Middle Eastern and Western European countries. These services include all business solutions needed for a project abroad, from identifying an opportunity to implementing the project.



Slim Saïdani, President of Nexus Consulting Group inc. (right), applauds the inauguration of his firm's branch in Tunis last September. On the left is Claude Pelletier, one of his project managers, and in the middle is Jacques Simard, Canada's Ambassador to Tunisia.

For more information, contact Nexus Consulting Group inc., in Canada: tel.: (418) 683-0999, toll free: 1 877 307-0999, fax: (418) 683-2268, Web site: www.groupe-nexus.qc.ca e-mail: info@groupe-nexus.qc.ca in Tunisia: tel.: (011-216-71) 951-408, fax: (011-216-71) 951-369.

Companies wishing to do business in Tunisia can contact André Landry, Desk Officer, DFAIT, tel.: (613) 944-8288, fax: (613) 944-7431, e-mail: andre.landry@dfait-maeci.gc.ca or André Potvin, Commercial Counsellor, Canadian Embassy in Tunisia, tel.: (011-216) 71-796-577, fax: (011-216) 71-792-371, e-mail: andre.potvin@dfait-maeci.gc.ca ✪

Bell Helicopter Textron in Thailand

Bell Helicopter Textron Canada (BHTC) (www.bellhelicopter.textron.com) and the Royal Thai Air Force (RTAF) have signed an agreement worth

\$40 million for the purchase of two Bell 412EP helicopters.

The helicopters, which will be used for the safe, reliable and efficient transport of Very Very Important Persons (VVIP), will be manufactured in Mirabel, Quebec and delivered later this year.

The Canadian Embassy and Bell Helicopter worked closely to bring this project to fruition. Andrew McAlister, Canada's Ambassador to Thailand, witnessed the signing of the agreement on December 28 by

Commander-in-Chief ACM Pong Maneesilpa of the RTAF and E. James Wilson from Bell Helicopter Asia at the RTAF Headquarters in Bangkok.

The RTAF has been operating Bell 412's for the last 15 years, and the 412EP — the latest version of this model — is an advanced and well-established helicopter with a proven safety record, exceptional reliability and renowned product support. ✪



Signing ceremony in Bangkok: RTAF Commander-in-Chief ACM Pong Maneesilpa (left) shaking hands with E. James Wilson, Bell Helicopter Asia. Looking on: Sean Brady, President, Pac Rim International and Andrew McAlister, Canada's Ambassador to Thailand (far right).

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supply hands-on support to ensure that every purchase buyers make meets their needs and expectations.

For more information on CCC's services, visit our Web site at www.ccc.ca or contact our Market Opportunities Development Office at (613) 992-3082. ✪

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "Export Sales and Contracting")

Apply now for the 2002 Canada Export Awards

"Being named Canada's 2000 Exporter of the Year was really a high point. We made sure all of our distributors and partners knew about it — because it speaks of their and our success."

Nancy Knowlton, Chief Operating Officer, SMART Technologies, Calgary, Alberta (Chatelaine, October 2001)

The Canada Export Awards celebrate the success of Canada's export companies. On October 7, 2002, International Trade Minister Pierre Pettigrew will present **Canada Export Awards** to a selected number of firms, chosen by a panel of prominent business people from across Canada. Canadian companies that receive these awards are acclaimed for increasing their export sales, for introducing new products and services abroad or for penetrating new markets.

Finalists and winners of the Awards make a remarkable contribution to

Canada's growth, creating jobs for Canadians and contributing to economic and social progress here and abroad.

The recipients of the awards will use the Canada Export Award logo in their advertising and promotional materials for three years following receipt of the award (previous winners have found that using the logo brings them added recognition in Canada and abroad). Winners will also receive media training and a 60-second video on their company produced for the awards ceremony to be held in conjunction with the annual convention

of Canadian Manufacturers & Exporters in October in Vancouver, B.C.

To participate in the program, companies that have been exporting for at least three years may apply by going to www.infoexport.gc.ca/awards-prix We encourage firms to submit their applications by e-mail. Those who do not have access to the Internet, can contact Lucille Latrémouille-Dyett, Canada Export Awards Officer, DFAIT, tel.: (613) 944-2395.

The deadline for applications is March 31, 2002. ✪

Canada Day in the Inland Northwest

SPOKANE, WASHINGTON — May 10, 2002 — **Canada Day in the Inland Northwest** is a business and cultural exchange program organized by Committee Canada, an arm of the International Trade Alliance, and a

number of Canadian economic development organizations. The program pairs extensive educational seminars with the opportunity to network and meet potential business partners from Canada and the United States.

This day-long event will provide attendees with an opportunity to speak with experts on a number of U.S.-Canada trade issues. Panel members will discuss a broad range of practical and technical business topics, including finding distributors, border security issues, venture capital and joint venture issues, banking relationships and market success potential.

Prior to the event, a special reception will be held on May 9 featuring Canadian wine and beer, which will be an excellent opportunity to network in an informal atmosphere, and to get to know international businesses from both sides of the border.

For more information, contact Rod Johnson, Consul and Senior Trade Commissioner, Canadian Consulate General, Seattle, tel.: (206) 770-4075, fax: (206) 443-9735, e-mail: rod.johnson@dfait-maeci.gc.ca Web site: www.canada-seattle.org or International Trade Alliance, tel.: (509) 459-4123. ✪

Export Alliance Construction

MONTREAL — March 4-5, 2002 — **Export Alliance Construction** (www.wtcmontreal.com/exportalliance) is an international networking event for Quebec businesses and professionals in the construction sector. Workshops and seminars will enable participants to establish links and explore business opportunities with potential buyers in the United States, Central America and South America, as well as reinforce their exporting knowledge. Export Alliance Construction is

sponsored by the World Trade Centre Montréal, the Quebec Ministry of Industry and Trade and la Société d'habitation du Québec; Industry Canada and the Canada Mortgage and Housing Corporation are also partners for this event.

For more information, contact Julie Bourgoin, Adviser, World Trade Centre Montréal, tel.: (514) 849-1385 or 1-877-590-4040 (toll-free in Canada), fax: (514) 849-3813, e-mail: jbourgoin@wtcmontreal.com ✪