

— Continued from page 1

the government there reform Post Netherlands Antilles Ltd. (PNA) by increasing its efficiency, improving its financial performance and introducing new postal products and services.

The agreement was signed in Willemstad, Curaçao, by Miguel Pourier, Prime Minister of the Netherlands Antilles, Alfonso Gagliano, Canada's

Canada Postmark

former Minister responsible for Canada Post, Magda Rafael, NA Minister of Transport and Communications, Gilles Hébert, President of CPIL, and witnessed by Hedwig Komproe, President of PNA.

"We are very excited about helping Post Netherlands Antilles reform their services," said Gilles Hébert. "An efficient postal service enables private and corporate customers to meet their vital communication and distribution needs cost-effectively. This in turn facilitates domestic trade, which is a unifying force in this country."

Prime Minister Pourier said his government is committed to modernizing the postal system and to creating a new, independent structure that will operate as a self-sufficient entity.

"The reform of our postal system is a priority that will lead to improved service performance for consumers and businesses while facilitating the transfer of technology that will

produce economic growth for years to come," Prime Minister Pourier said. "We look forward to our new partnership and shared opportunities through the proven expertise of Canada Post International Ltd."

Canada Post goes global

Canada Post Corporation has undergone impressive changes since its inception 20 years ago. Now a global

leader among Posts, Canada Post helps transform postal organizations throughout the world into modern effective businesses through Canada Post International Ltd. (CPIL), its wholly owned subsidiary. Established in 1990, CPIL offers leading-edge consulting services, including postal technology solutions, postal transformation and e-commerce capabilities — all based on Canada Post's proven services and systems.

CPIL's team of multilingual, multi-skilled individuals has enhanced the effectiveness of postal services around the world, completing more than 125 projects in over 52 countries.

DFAIT support

Through the years, DFAIT's proven experience and valuable assistance have been instrumental to the successful development of CPIL business activities worldwide. As part of their market development activities, CPIL

sales executives maintain close relationships with contacts at DFAIT's international trade offices. These individuals are ideally positioned to spot opportunities and connect key players around the world.

"This business is highly dependent on maintaining strong relationships with the senior officials of other countries, not only throughout the bidding and sales cycle but during project delivery as well," says Gilles Hébert. "We consider the experts at DFAIT and CIDA to be extensions of our own project teams, working alongside us in Canada and abroad."

For more information, contact Janet Wilkinson, Canada Post International Ltd., tel.: (613) 734-6581, e-mail: janet.wilkinson@canadapost.postescanada.ca ✦

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "Sharing Trade Secrets")

Editor-in-Chief: Suzanne Lalonde-Gaëtan
Managing Editor: Louis Kovacs
Editor: Julia Gualtieri
Layout: Yen Le
Circulation: 70,000
Telephone: (613) 992-7114
Fax: (613) 992-5791
E-mail: canad.export@dfait-maeci.gc.ca
Internet: www.infoexport.gc.ca/canadexport

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Contract signing ceremony in Willemstad, Curaçao, on November 12, 2001 (from left to right): Gilles Hébert, President of CPIL; Magda Rafael, Netherlands Antilles' Minister of Transport and Communications; Alfonso Gagliano, Canada's former Minister responsible for Canada Post; Miguel Pourier, Prime Minister of the Netherlands Antilles; and Hedwig Komproe, President of PNA.

Last month's Team Canada 2002 mission — the seventh such trade mission led by Prime Minister Jean Chrétien, the provincial premiers and territorial leaders but the first one to Europe — successfully opened doors for Canadian business in Russia and promoted science and technology and investment partnerships with Germany.

"The Team Canada 2002 mission has given Canadian companies unprecedented profile and exposure in Russia at a time when the economy is showing positive growth and becoming more open and market-driven as a result of historic reforms," said the Prime Minister. "In Germany our mission has positioned Canada as a technology partner and a strategic investment destination in the minds of hundreds of German business people."

Highlights of the Team Canada 2002 mission include:

- concluding 133 new business deals in Moscow, Berlin and Munich worth \$583.6 million, including 41 contracts worth \$312.2 million, 88 memoranda of understanding and letters of intent worth \$239.4 million, and four planned investments worth \$32 million. The agreements in Germany cover products and services in a wide range of sectors, from telecommunications, information and medical



International Trade Minister Pierre Pettigrew (centre) with (from left to right) Ronald Dahms, Senior Vice President, Business, EDC; Amelia Salehabadi, Groupe Conseil Salehabadi Melançon; Douglas Patriquin, President, CCC; Robert Scully, Maximage Marketing; and Michael Novak, SNC Lavalin, at a Business Networking Dinner Reception, at the Old Town Hall in Munich.

technology, food and housing, to education, aviation, film, television and art. The agreements in Russia comprise sectors such as agriculture and food, housing and construction

sign of confidence and recognition that Canada offers a cost-effective and strategic place to do business, given our preferential access to the North American market, emphasis

Mission accomplished: deals worth over \$0.5 B

First Team Canada mission to Europe

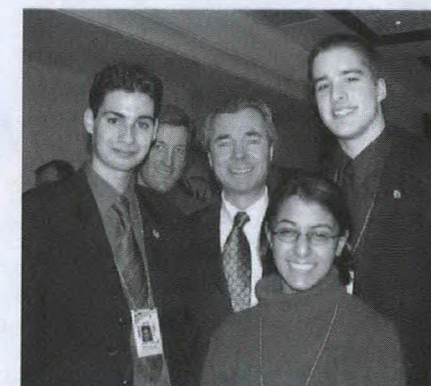
materials, education, oil and gas, mining, and technology, including cold weather technology.

- promoting the more than 290 Canadian enterprises that participated in the mission to Russia and Germany. This includes more than 150 small and medium-sized companies, whose marketing and business development efforts benefit the most from the visibility generated by Team Canada missions.
- tremendous interest in two investment and three science and technology seminars in the areas of photonics, biotechnology and technology transfer held in Berlin and Munich. The seminars attracted more than 900 senior

executives from leading conglomerates and Mittelstand companies — multi-million dollar, small and mid-size firms — the predominant source of German investment in Canada, which typically involves capital as well as technology transfer in export-oriented industries.

"The German business community's response to Team Canada 2002 is a clear

on education, innovation and skills and the strength of the Canadian economy," said the Prime Minister.



International Trade Minister Pierre Pettigrew (centre) with the members of Junior Team Canada (from left to right) Guillaume Parent, Pamela Suneja and Nathan Liss, at the Welcome Reception in Moscow. In the back, Ronald Dahms, VP, EDC.

During the six previous missions Team Canada visited Beijing, Shanghai and Hong Kong in 2001; Japan in 1999; Mexico, Brazil, Argentina and Chile in 1998; South Korea, the Philippines and Thailand in 1997; India, Pakistan, Indonesia and Malaysia in 1996; and China and Hong Kong in 1994.

For more information on the mission, a list of participants, photos and deals concluded, visit www.dfait-maeci.gc.ca/can_bus/successes-e.asp ✦