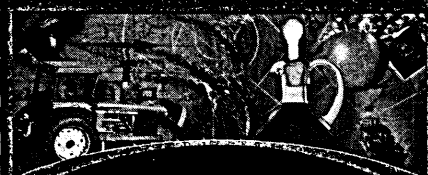


## Sial 2001



THE CANADIAN  
TRADE COMMISSIONER  
SERVICE

**MONTREAL** — March 4-6, 2001 — Approximately 40 officers from the Trade Commissioner Service will be attending the first edition of SIAL — Montreal, the International Food and Beverage Exhibition. These officers will be here from different locations around the world to make Canadian companies aware of export opportunities in their country. Don't miss a chance to meet one-on-one with them or to attend their presentation at the Export Café, which will be held on Monday morning, March 5.

Contact us by e-mail at [courteau@em.agr.ca](mailto:courteau@em.agr.ca) or by telephone at (514) 283-3815, extension 505.

[www.infoexport.gc.ca](http://www.infoexport.gc.ca)

## CANADA-POLAND: PARTNERS IN THE NEW MILLENNIUM

**WARSAW, POLAND** — March 22-23, 2001 — Canada-Poland: Partners in the New Millennium will be hosted by the Polish Chamber of Commerce in co-operation with the Canadian Embassy in Warsaw and the Polish-Canadian Chamber of Commerce, and will be focused on promoting Canada-Poland bilateral trade.

Do not miss this excellent opportunity to indicate your interest in the Polish market. The Polish Chamber of Commerce is offering its matchmaking services to Canadian businesses inter-

ested in meeting potential Polish clients or partners. The Canadian Embassy will assist in organizing the main program, and will host a networking reception.

For more information, contact Jolanta Widenka, Commercial Assistant, Canadian Embassy, Warsaw, tel.: (011-48-22) 584-3360, fax: (011-48-22) 584-3195, e-mail: [wsaw-td@dfait-maeci.gc.ca](mailto:wsaw-td@dfait-maeci.gc.ca) Internet: [www.infoexport.gc.ca/pl](http://www.infoexport.gc.ca/pl) or Pierre Boucley, Central European Division, DFAIT, tel.: (613) 992-1449, fax: (613) 995-8756, e-mail: [pierre.boucley@dfait-maeci.gc.ca](mailto:pierre.boucley@dfait-maeci.gc.ca) \*

## High-tech is high priority in Canada

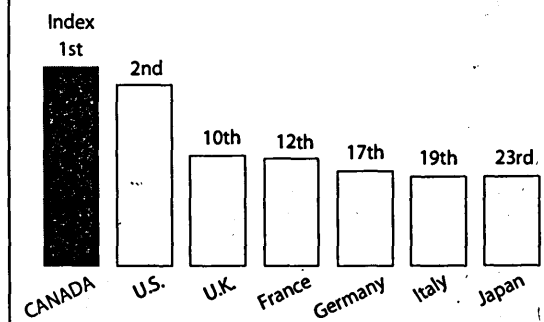
- **Highly skilled and educated workforce:** Canada is home to 7 of the top 20 computer engineering programs and 10 of the top 22 electrical engineering schools in North America.\*\*
- **Lower business costs:** The packaged software industry saves 15.9% in real business costs by locating in Canada rather than in the U.S.†  
=>Running a 110-employee software firm in Canada instead of the U.S. will save the average company about US\$1.6 million a year.†
- **High-tech sector growth and stability:** Building a universal, competitive, leading-edge information highway is a government priority.  
=>New laws have been passed in the last three years on cryptography, personal information protection, and electronic documents.

For more information on investing and doing business in Canada, click on [www.investincanada.gc.ca](http://www.investincanada.gc.ca) or call (613) 941-0354, fax: (613) 941-3796, e-mail: [lanoy.louise@ic.gc.ca](mailto:lanoy.louise@ic.gc.ca)

\*\* Source: *The U.S. Gourman Report, Undergraduate Programs, 10th Edition, 1998*, [www3.bc.sympatico.ca/info/ee-prog.htm](http://www3.bc.sympatico.ca/info/ee-prog.htm)

† Source: *The Competitive Alternatives Report: A Comparison of Business Costs in North America, Europe and Japan*, KPMG Management Consulting, 1999, [www.kpmg.ca/english/services/consulting/publications/competitivealternatives/](http://www.kpmg.ca/english/services/consulting/publications/competitivealternatives/)

### Knowledge Workers — World Rank\*



\* Source: Tertiary education enrollment standing among 59 countries evaluated in the *Global Competitiveness Report, 2000*.

## Enquiries Service

DFAIT's Enquiries Service provides counselling, publications, and referral services to Canadian exporters. Trade-related information can be obtained by calling 1-800-267-8376 (Ottawa region: 944-4000) or by fax at (613) 996-9709; by calling the Enquiries Service FaxLink (from a fax machine) at (613) 944-4500; or by accessing the DFAIT Internet site at [www.dfait-maeci.gc.ca](http://www.dfait-maeci.gc.ca)

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