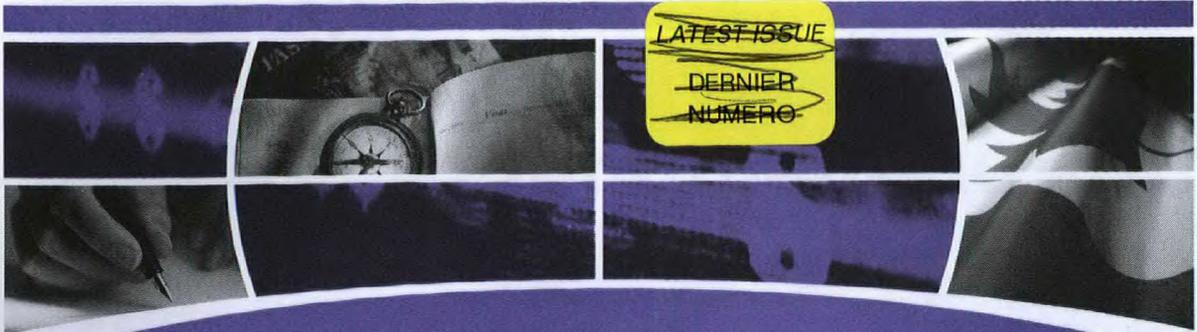


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Department of Foreign Affairs
and International Trade

Ministère des Affaires étrangères
et du Commerce international

Canada



CanadaExpo

New on-line service

Minister Pettigrew launches Virtual Trade Commissioner

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Hong Kong transit opportunities
- 7 Trade fairs and missions

African oil and gas opportunities

When companies are asked what they need to do business abroad, most agree they need timely and accurate information and intelligence on foreign markets. This is not new to the Canadian Trade Commissioner Service, which has been helping Canadian companies succeed abroad for over a century.

What is new is the way companies can access all this information and intelligence. At **Expo Comm** in Toronto on November 5, 2002, International Trade Minister Pierre Pettigrew officially launched the *Virtual Trade Commissioner* via videoconference to companies in the telecommunications, Internet and networking technologies sectors.

"The *Virtual Trade Commissioner* is a password protected service for our clients," said Minister Pettigrew. "Companies that register with us are given a personalized Web page to access trade leads and market reports, plus order services from our officers in 140 cities around the world."

The *Virtual Trade Commissioner* is the fastest—and newest—way to get sector-specific information and intelligence on foreign markets. Best of all, it's free!



International Trade Minister
Pierre Pettigrew

Just imagine...

- Receiving a personalized Web page containing market information and business leads that match your international business interests
 - Requesting services on-line from trade commissioners responsible for your industry in the markets of interest to you
 - Being informed of new information related to your industry and target markets as it becomes available
 - Making information on your company available to the 500 trade commissioners in our 140 offices abroad
- All you have to do to receive your personalized *Virtual Trade Commissioner* is register as a client of the Trade Commissioner Service. Complete the registration form available at

continued on page 4 — Virtual



Dept. of Foreign Affairs
Min. des Affaires étrangères

Vol. 20, No. 19
November 15, 2002

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Supplement
**CANADIAN TRADE COMMISSIONERS
FALL 2002 POSTINGS**
(see insert)

Access US\$25 billion with CCC U.S. government procurement market

In October 2002, at the Canadian Manufacturers & Exporter's (CME) annual conference in Vancouver, **Canadian Commercial Corporation (CCC)** announced a new initiative to help Canadian exporters gain access to opportunities through the United States General Services Administration's (GSA) Schedules Program. This year, more than US\$25 billion worth of goods and services will be procured through the GSA Schedules Program from private-sector suppliers.

GSA is the central procurement arm of the U.S. federal government and is responsible for facilitating billions of dollars in purchases every year on behalf of U.S. government departments and agencies.

"At CCC we specialize in sales to governments outside of Canada and we are one of the largest suppliers to NASA and the United States Department of Defense," said Doug Patriquin, President of CCC. "Over the past year, we have been exploring ideas on how to extend our supply relationship to the civilian side of the U.S. government through the GSA Schedules Program."

CCC's GSA initiative

CCC is developing a two-phased program to help Canadian exporters gain access to opportunities through the GSA Schedules Program. The first phase is intended for Canadian exporters applying to the GSA using CCC's expertise and strategic alliances to tailor submissions that meet GSA requirements.

The second phase is intended to be a subscription-based service for Canadian firms that are awarded GSA Schedule status who want to take advantage of services that include access to business and market intelligence, access to key events and conferences and increased networking opportunities within the broader U.S. marketplace.

Strategic alliances

As part of the announcement, CCC signed a strategic alliance agreement with CME to promote the program to its membership.

Put the
power of
Canada
behind
your export sales



The **Canadian Commercial Corporation (CCC)** is Canada's export contracting agency. CCC specializes in sales to foreign governments and provides special access to the U.S. defence and aerospace markets. Canadian exporters can gain greater access to government and other markets through CCC's contracting expertise and unique government-backed guarantee of contract performance.

CCC provides export contracting services that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms. CCC can provide access to commercial sources of pre-shipment export financing. When requested, CCC acts as prime contractor for appropriate government-to-government arrangements.

For more information, contact CCC, tel.: **(613) 996-0034**, toll-free in Canada: **(1-800) 748-8191**, fax: **(613) 995-2121**, Web site: **www.ccc.ca**

"Last fall our members attended GSA-CCC procurement seminars across Canada, and the feedback was overwhelmingly positive towards CCC developing a program that would help our members win GSA Schedule awards," said Perrin Beatty, President and CEO of CME. "We are pleased to be working with CCC to provide this new roadmap for Canadian manufacturers and exporters to become successful in selling to U.S. federal government buyers."

CCC and CME are organizing **GSA seminars in January 2003** to be held in **Toronto** and **Montreal**.

To find out more about the seminars or how CCC can help you put the power of Canada behind your export sales, visit **www.ccc.ca** or call **1-800-748-8191**.

contacts information service

only a password away!

The Virtual Trade Commissioner
*is your personalized gateway to the Canadian
Trade Commissioner Service.*

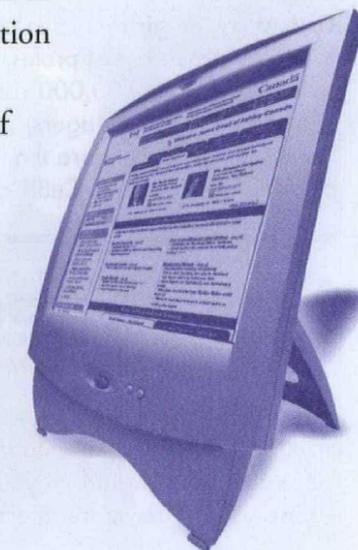
 **VIRTUAL
TRADE
COMMISSIONER
PERSONALIZED
INFORMATION AND SERVICES**

You can receive a personalized Web page containing market reports, business news and leads that match your international business interests.

Plus, you can use the Virtual Trade Commissioner to request our services online, and to make information about your company available to the 500 Trade Commissioners in our 140 offices abroad. Best of all, this service is FREE!

To receive your personalized Virtual Trade Commissioner, **register** as a client of the Trade Commissioner Service at

www.infoexport.gc.ca



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ISSN 0823-3330

CeBIT is back

World's biggest ICT trade fair

HANNOVER, GERMANY—
March 12-19, 2003—
CeBIT is the biggest information and communications technology (ICT) trade fair in the world, covering the entire spectrum of information technology, telecommunications, software and services. Every year, CeBIT serves as the leading global event for the ICT sector. In fact, with 7,500 exhibitors from more than 60 countries and more than half a million visitors from around the globe, it has long been more than just a trade fair.

EUROPE

This event is not simply an annual meeting for top management and experts from the ICT sector; it also serves as a summit meeting for scientists, governments and the media—some 12,000 journalists from 75 countries attend. For these opinion leaders and experts, CeBIT is the key industrial event of the year.

Gateway to global markets

Exhibitors reach a vast professional audience; close to 700,000 visitors (21% are senior managers) attended the show in 2002—more than any other ICT trade show. CeBIT allows

Canadian ICT companies to tap into new market opportunities in the European Union, Asia, the Middle East, and the Americas. Close to 150,000 of the visitors in 2002 came from outside Germany.



CeBIT fairground in Hannover

CeBIT is invaluable to manufacturers and suppliers world-wide, particularly for those interested in developing markets like Eastern Europe or Central and South America. Key decisions are made at this show concerning major investments from throughout the industry, like the skilled trades, commerce, banking, the services industry, public administration and the scientific community.

CeBIT is unique in representing every sector of information and telecommunications technology with a line-up of displays designed to meet

manufacturers' needs. It mirrors both the supply and demand sides of the global marketplace.

Canadian pavilion

There will be two Canadian pavilions organized for CeBIT 2003: a telecom, networking, and information technology pavilion and a software, Internet solutions and services pavilion. They will feature turn-key booth packages with shared amenities and services.

The Department of Foreign Affairs and International Trade, in conjunction with Industry Canada, will have an information booth in both pavilions. In addition, a number of promotional activities are being prepared to raise the awareness of the Canadian presence at this leading global ICT event. Canadian trade officers from several European posts will be in attendance to advise Canadian exhibiting companies on opportunities in their respective markets. The national stands are a convenient and cost-effective way for both first-time and experienced Canadian exhibitors to participate.

For more information on registration, booth package costs and display options, contact CeBIT's Canadian representative, Co-Mar Management Services, tel.: **1-800-727-4183**, e-mail: info@hfcanada.com Web site: www.hfcanada.com/cebit or contact Cliff Singleton, Commercial Officer, Canadian Consulate in Munich, tel.: **(011-49-89) 2199-5717**, fax: **(011-49-89) 2199-5757**, e-mail: munic-td@dfait-maeci.gc.ca *

Address change

Canada's Embassy in Sarajevo has moved to a new location:
4, Grbavicka
71 000 Sarajevo
Bosnia and Herzegovina
Tel.: **(011-387) 33-222-033**
Fax: **(011-387) 33-222-044**
E-mail: sjevo@dfait-maeci.gc.ca

Virtual Trade Commissioner

— continued from page 1

www.infoexport.gc.ca and log in to your Virtual Trade Commissioner anytime to view market information, business opportunities, make service requests and even update your company's registration information.

(See page 3 for more information on the Virtual Trade Commissioner) *

New 2002 Postings

THE CANADIAN
TRADE COMMISSIONER
SERVICE

As Canada's Chief Trade Commissioner, it is my pleasure to introduce the members of the Canadian Trade Commissioner Service who have recently been posted abroad.

The trade commissioners profiled in this supplement, together with over 500 of their colleagues, can facilitate your entry into new foreign markets through six core services available in our 140 offices abroad. For a complete listing of these offices, visit our Web site at: www.infoexport.gc.ca

Every year, thousands of Canadian companies take advantage of the assistance offered by the Trade Commissioner Service. Once you have researched and selected your target market, I invite you to contact our trade commissioners. Whether you are expanding your existing foreign operations or are developing new ones, we are here to help you succeed.



John Gero,
Assistant Deputy Minister,
International Business, and
Chief Trade Commissioner

Africa and Middle East

Lajos Árendàs is now working in **Beirut** as Counsellor (Commercial). From 2000 to 2002, he served as Program Manager of the Political and Public Affairs section in Beirut. He was previously posted to Guatemala (1995-1998). In addition, he has worked in Ottawa with the Task Force on Central and Eastern Europe (1993), the Caribbean and Central America Division (1993-1995), and the Human Rights Division (1998-2000).



Anne Argyris is now Head of Consulate in **Dubai**. In Ottawa, she worked in the Import Controls Trade Policy Division (1986-1988) and the Export Information Systems Division (1995-1996), and served as Deputy Director, WIN Exports (1996-1998). She also worked in the United States Business Development Division as Deputy Director, Small and Medium-sized Enterprises, Investment and Services (1998-1999), and as Acting Director (1999) and Deputy Director, Trade and Investment (Northern Region) (1999-2000). She served as well as Executive Assistant to the Deputy Minister of Citizenship and Immigration Canada (2000-2001), and as Deputy Director in the South Asia Division (2001-2002). Her postings were to New Delhi (Immigration) (1983-1986), Beijing (1989-1992) and Hong Kong (1992-1995).



Maurice Bernier is Trade Program Manager in **Rabat**. Since 1978, he has worked in Ottawa as Special Assistant, Deputy Minister's Office (1984-1985), as Desk Officer, Western Europe Division (1985-1987), and in the Competition Policy Division (1991-1992), the Africa and Middle East Division (1992-1995), and the Canadian Foreign Service Institute (1999-2002). His postings were to Kinshasa (1978-1979), Lagos (1979-1980), Paris (1980-1984) and Brussels (1987-1991), and to the European Union (1995-1999).



Geneviève Dionne is currently serving in **Algiers** as Trade Commissioner and Head of the Cooperation section. In Ottawa, she worked as a desk officer in the Maghreb and Arabian Peninsula Division. Prior to joining the Department, Geneviève worked in the private sector (1997-1999), with Les Rues Principales Varennes (1999-2001) and at Transport Canada (2001).



James Hannah is now Trade Commissioner in **Dubai** responsible for the agricultural and food program in the Gulf region. While located in the United Arab Emirates (UAE), he is also responsible for assisting with activities related to agri-food trade in the Gulf area, including the UAE, Bahrain, Saudi Arabia, Kuwait, Qatar, Oman, Iran, Lebanon and Egypt. He has extensive overseas experience and has served in Tanzania (1981-1983), Pakistan (1987-1988), Guyana (1991-1992) and Korea (1994-1998). Prior to accepting the posting to Dubai, he was Senior Marketing and Trade Officer, Agriculture and Agri-Food Canada, in New Westminster, B.C.



Michael Lazaruk is now posted to **Riyadh** as Trade Commissioner. He previously served as Desk Officer for Pakistan in the South Asia Division (2001-2002). Prior to joining the Trade Commissioner Service he worked for many years in Japan and speaks some Japanese.



Tracy Reynolds is serving in **Damascus** as Trade Commissioner. In Ottawa, he has worked in the Export Financing Division (1996), the Eastern Europe Division (1996-1997), and the International Economic Relations and Summit Division (2001-2002). He was previously posted to Moscow (1998-2001).



George Sanderson is currently serving in **Kuwait** as Program Manager. Since joining the Department, George has worked in Ottawa in the Western Europe Trade, Investment and Technology Division (1991-1995), and the South Pacific Division (1995-1996). He was previously posted to Damascus (1996-2000) and Riyadh (2000-2002).

Kenneth Wong is now serving as Trade Commissioner in **Johannesburg**. He joined the Department in 1999 and was assigned to the Export Development Division as Special Projects Desk Officer and Project Manager, Dow Jones Interactive Training Initiative. Before his posting to South Africa, his last headquarters assignment was as Desk Officer responsible for the ICT sector in the Japan Division.



Asia Pacific

Nancy Bernard is now Trade Commissioner and Vice-Consul in **Hong Kong**. In Ottawa, she worked in the Southeast Asia Division (2001-2002) and also had an assignment in the Trade Commissioner Service Post Support Unit (1999-2000).



Jeff Blackstock is posted to **Sydney** as Consul and Senior Trade Commissioner. Since 1989, he has worked in Ottawa on U.S. trade and economic policy, air transport services and Canada-Mexico trade. Most recently he served as Deputy Director, trade, Southeast Asia Division (1999-2002). His previous posting was to San José, Costa Rica (1996-1999).



Louis-Pierre Emond is now serving in **Tokyo** as Trade Commissioner. Since 1999, he has worked in the Team Canada Inc Secretariat (1999), and in the Western Europe Division as Desk Officer for France (1999-2000). He attended Japanese language training from 2000 to 2002.



Matthew Fraser is currently serving in **Tokyo** as Third Secretary (Commercial), dealing with forestry and building products. Previously, he served in Ottawa as Trade Commissioner in the Japan Division (2000-2001) and attended Japanese language training (2001-2002).



Europe: East, Central and South

Alain Gendron is serving in **Beijing** as Trade Commissioner after attending Mandarin language training from 2000 to 2002. In Ottawa, he worked in the Trade Competitiveness Policy Division (1993), the Services, Investments and Intellectual Property Division (1993-1995), and the Export Financing Division (1998-2000). His previous posting was to Singapore as Trade Commissioner (1995-1998).



Brooke Grantham is now posted to **Seoul** as Trade Commissioner. He previously served as Support to the Organization of American States' Coordinator in the Inter-American Division (2001-2002).



Rouben Khatchadourian is serving in **Beijing** as Trade Commissioner responsible for environmental industries, IT (e-commerce and software), science and technology, and space. He attended Mandarin language training from 2000 to 2002. He has previously been posted to Riyadh (1997-1999) and Amman (1999-2000).



David McNamara is Senior Trade Commissioner in **Hong Kong**. In Ottawa, he served as Program Officer in the Defence Programs Bureau (1982-1984), as Executive Assistant to the Assistant Deputy Minister, International Trade Development Branch (1984-1986), as Director, Corporate Planning Division (1986-1987), as Director, International Trade Communications Group (1987-1988), and as Director, Foreign Service Directive Policy and Administration (1998-2002). He has been posted to Hamburg (1975-1978), Detroit (1978-1982), Manila (1988-1991), San Francisco (1991-1994) and Bonn (1994-1998).



Jordan Reeves is now working in **Taipei** as Deputy Director (Trade) after attending Mandarin language training from 2000 to 2002. His previous posting was to The Hague (1996-1999). In Ottawa, he worked for the China and Mongolia Division (1999-2000).



François Rivest is Counsellor (Commercial) in **Tokyo**. In Ottawa, he worked in the Financial and Business Services Division (1992-1993), as Coordinator for the International Trade and Economic Issues Y2K (1999-2000), and in the Trade Commissioner Service Overseas Operations Division (2000-2002). Previously, he was posted to Tokyo (1995-1997).



Tara Scheurwater is currently serving as Consul and Trade Commissioner in **Osaka**. She worked in Ottawa in the Team Canada Division (2000-2001), and then attended Japanese language training before beginning this new posting.



Stephanie Allard is currently serving in **Milan** as Consul and Senior Trade Commissioner. She previously worked in the International Trade Centre in Montreal (1998-1999), and was posted to Moscow (1995-1998) and most recently to Bogota as Counsellor (Commercial) (1999-2002).



Ramona Baksh is now serving as First Secretary (Commercial) responsible for climate change in **Warsaw**, representing Natural Resources Canada. She is currently on secondment from that department, where she was Senior Policy Analyst in the Corporate Social Responsibility and Environment Division of the Sustainable Development and International Affairs Branch (1998-2002). She also worked as Sustainable Development Policy Analyst in the Strategic Policy Division at Industry Canada (1997-1998).

Terry Brophy is Senior Trade Commissioner in **Kyiv**. Since joining the Department in 1984, she has served in Ottawa in the Africa Middle East Bureau (1984-1988), the Japan Trade Development Division (1988-1991) and the East Asia Trade Division (1991-1995). Her previous postings were to Islamabad (1995-1998) and Beijing (1998-2002).



Mona Ip is now serving as Third Secretary (Trade) in **Warsaw**, with responsibility for the aerospace and defence, transportation, infrastructure, arts and cultural industries, education, and services sectors in Poland. After working in Hong Kong and mainland China as an executive search consultant from 1995 to 1998, and as a program officer for the Institute for Leadership Development (a UN partnership program in Toronto), she joined the Department and served as Trade Commissioner in the Export Financing Division (2001-2002).



Jacob Kunzer is now working in **Moscow** as Counsellor (Commercial), with responsibility for the oil, gas, and mining sectors. In Ottawa, he worked in the Export Financing Division (1987-1990). He was previously posted to Trinidad and Tobago (1984-1987) and Seoul (1990-1993), and then established and managed both the trade and technical assistance programs for the Baltic states in Riga, Latvia (1993-1997). From 1997 to 2002 he was Deputy Director of Industry Canada's International Trade Centre in Vancouver.



Gilles Potvin is now in **Bucharest** as Trade Commissioner. He has served in Ottawa in the Asia-Pacific South Trade Development Division (1990-1992), the Sectoral Liaison Secretariat (1995), the Trade Opportunities Division and Market Intelligence Division (1995-1997), the Trade Commissioner Service Overseas Operations Division (1997-2000), and the Export Development Division (2000-2002). He was posted to Beijing from 1992 to 1995.



Kate Starkey is now posted to **Rome** as Third Secretary (Commercial). In Ottawa, she served in the Northern Europe Division (2001–2002).



Europe: West

Leopold Battel is now Counsellor (Commercial) in **Paris**. He has served in Ottawa as Desk Officer in the Western and Central Africa and the Maghreb Division (1985–1988), as Political Desk Officer for Italy and Switzerland in the West Europe Relations Division (1988–1989), as Analyst and then Director of the Haiti Program, Americas Branch, CIDA (1989–1991), and as Deputy Director of the Export Financing Division (1996–1999). He has been posted to Abidjan (1982–1985), Port-au-Prince (1991–1992), Finland and Estonia (1992–1993), Helsinki (1992–1996), and Rabat (1999–2002).



John Broadbent is now serving in **Lisbon** as Trade Commissioner. Since 1976, he has worked in Ottawa as Assistant Trade Commissioner (1976–1977), Executive Assistant to the Assistant Deputy Minister, Africa and Middle East Branch (1985), Deputy Director (Parliamentary Relations) of the Cabinet and



Parliamentary Liaison Division (1985–1988), and in the Africa and Middle East Trade Development Division (1995–1996) and the Caribbean and Central America Division (1996–1998). His postings have taken him to Tehran (1977–1979), Jeddah (1979), Bangkok (1979–1982), Rio de Janeiro (1982–1985), Rabat (1988–1992), Algiers (1992–1995) and most recently Paris (1998–2002).

Rick Cooper is serving in **London** as Counsellor (Agriculture, Food and Fisheries). In Ottawa, he worked in the Agriculture and Food Products Branch of the Department of Industry, Trade and Commerce (1968–1980), including a three-year secondment (1971–1974) as a Commodity Specialist with the Food and Agriculture Organization (FAO) of the United Nations in Rome. He was subsequently appointed Manager, Programs and Services, Department of Industry, Trade and Commerce (1980–1982), Senior Manager/Director, Grocery Products Division, Department of Regional Industrial Expansion (1985–1993), and Director, Industry Services Division, Food Bureau, Agriculture and Agri-Food Canada (1993–1999). In his previous position, he was responsible for establishing and serving as Director of the Investment Secretariat, Agriculture and Agri-Food Canada (1999–2002). He was posted to Brasilia from 1982 to 1985.



Michel Côté is now posted to **London** as First Secretary. His previous experience includes working at Environment Canada (1992–1993), Treasury Board Secretariat (1993–1994), Canadian Heritage (1994–1995) and Parks Canada (1995–1999). He was most recently the senior officer, Book Publishing Industry Development Program, Canadian Heritage (1999–2002).



André Dubois is currently serving in **Paris** as Counsellor (Cultural Industries). He has previously worked as Manager, Public Affairs, Ontario Region, Communications Canada (1988–1999), Director, Cultural and Heritage Development, Quebec Region, Canadian Heritage (1994–2000), and Regional Executive Director, Quebec Region, Canadian Heritage (2000–2002).



Oliver Fleck is now in **Geneva** as Third Secretary (Trade). After joining the Department in 2000, he worked in Ottawa in the Services Trade Policy Division (2001–2002).



Henry Mantsch is now working as Counsellor (Science and Technology) in **Berlin**. He is currently on secondment from the National Research Council of Canada (NRC) in Winnipeg, where he co-founded the Council's Institute for Biodiagnostics in 1992. In Ottawa, he worked as Section Head at the NRC (Institute for Molecular Science) (1977–1992). He speaks German and Romanian.



Douglas McDonald is Third Secretary at the Permanent Mission of Canada to the European Union in **Brussels**. After attending French language training (1999–2000), he served in Ottawa in the Investment Trade Policy Division (2000–2001) and as Desk Officer for Peru, Bolivia and Ecuador (2001–2002).



Ross Miller is now serving in **The Hague** as Counsellor (Commercial), and manages the trade and investment program. In Ottawa, he worked in the U.S. Trade and Economic Relations Division (1985–1986), and was seconded to the Department of Finance, where he was responsible for trade policy issues (1986–1988). He then worked in the Office of Multilateral Trade Negotiations (1988–1989), was Deputy Director in the Subsidies and Trade Remedies Division (1989–1990), and was Deputy Director of the European Union Division (1999–2002). His postings have included Hamburg (1978–1982), Mexico (1982–1985), Prague (1990–1994) and Bonn (1995–1999). In 1994–1995, he was an exchange officer with the German Ministry of Foreign Affairs.



Nathalie Niedoba is now posted to **Berlin** as First Secretary. Since attending the Canadian Foreign Service Institute (1996), she has worked in the Policy Planning Staff Division (1996–1997), and has been posted to New York to the United Nations General Assembly (1997) and to San José (Costa Rica) with responsibilities for Nicaragua and Honduras (1998–2000). She is fluent in Spanish and German.



Leonard St-Aubin is now in **Berlin** as Minister-Counsellor (Commercial). Previously he was Senior Director, Business and Regulatory Analysis, in the Telecommunications Policy Branch of Industry Canada. In addition to telecommunications, he has worked on policy issues related to copyright, the Internet and new media. He has represented Industry Canada in bilateral meetings with other governments and in various international bodies, including the Organization for Economic Cooperation and Development (OECD) and the Governmental Advisory Committee to the Internet Corporation for



Assigned Names and Numbers (ICANN), where he was elected Vice-Chair. In addition, he represented Industry Canada on the Board of Media Awareness Network and the Canadian Internet Registration Authority.

Michael Virr is now Counsellor (Commercial) in **Stockholm**. In Ottawa, he served as Deputy Director, India, South Asia Division (1994-1997), Deputy Director, China Division (1997-1998), Deputy Director, Germany, Austria and Sweden, Northern Europe Division (1998-2000), and Deputy Director, Korea and Oceania Division (2000-2002). He was previously posted to Cleveland (1990-1994).



Latin America

Anouk Bergeron-Laliberté is serving in **Mexico, D.F.**, as Third Secretary responsible for information technology, transport, aerospace and defence, cultural industries, and Aboriginal business. After joining the Department in 2001, she worked as Desk Officer in the Mexico Division. Previously, she had worked in the Quebec Ministère de l'industrie et du commerce as an international business adviser for Turkey, Israel and Romania.



Dexter Bishop is now the Senior Trade Commissioner in **Port of Spain**. In Ottawa, he served as Analyst (Asia Pacific), Political Assessments Division (1987-1989), Trade Commissioner, Japan Trade Development Division (1989-1991), Deputy Director, Trade Policy Planning Division (1995-1997), and Deputy Director, Media Relations Division (1997-1998). He also worked in Toronto as Commercial Officer, Food Products Section, International Trade Centre (1983-1984). He has previously been posted to Beijing (1985-1987) and Manila (1992-1995). His most recent assignment was in Vancouver as Trade Commissioner at the International Trade Centre (1999-2002).



Victoria Coffin is now working in **Santiago** as Third Secretary (Commercial). She is responsible for trade policy issues within the framework of the Canada-Chile Free Trade Agreement. Previously, she worked as a trade policy officer specializing in the Free Trade Area of the Americas, and as the Departmental Liaison Officer in the office of the Minister for International Trade.



Tracy Diehl is currently serving in **Santiago** as Trade Commissioner. She previously worked as Trade Commissioner, International Business Development (Uruguay) in the South America Division (2001-2002).



Sylvy Gariépy is now posted to **San José** as Program Manager (Trade). Since becoming a Foreign Service Officer in 1990, Sylvy has worked in Ottawa in the African Business Expansion Division (1990-1991), the Business Coordination Secretariat (1997-1998), and the Policy and Strategic Planning Division (1998-2002). Her postings have included Shanghai (1991-1994) and Jakarta (1994-1997).

Monica Heron is serving in **Bogota** as Counsellor (Commercial). In Ottawa, she worked in the Western Europe Trade and Investment Development Division (1987-1988), in the Trade Commissioner Service Strategic Planning Division (1994), and as Deputy Director of the Central Europe Division (1994-1996). She was previously posted to Bern (1988-1990), Harare (1990-1991), Abidjan (1991-1994), Dublin (1996-2000) and Hong Kong (2000-2002).



James Hill is now Consul General in **Rio de Janeiro**. In Ottawa, he worked in the Policy and Strategic Planning Division (1993-1995), in the Hemisphere Summit Office (1999-2000), and as Deputy Director in the South America Division (2000-2002). He has been posted to Tehran (1990-1993), Rio de Janeiro (1995-1998) and Kosovo, where he served as head of Canada's office supporting the Kosovo Diplomatic Observer Mission (1998-1999).



Ken Johnston is Consul and Senior Trade Commissioner in **São Paulo**. In Ottawa, he worked in the Middle East Division (1979-1980) and the Latin America Trade Development Division (1980-1982), was responsible for the European Community (1982-1983), was Director, Products and Services, Tourism Canada (1986-1987), and Deputy Coordinator, Office of Multilateral Trade Negotiations (1987-1994), and held other positions in DFAIT dealing with services trade policy, Asia-Pacific Regional Planning, and Policy and Strategic Planning for the Trade Commissioner Service (1995-2002). His postings have included Cairo (1975-1976), Buenos Aires (1976-1979) and Quito (1983-1986).



Robert Langlois is now working in **Monterrey** as Trade Commissioner. Prior to this posting, he served in Rio de Janeiro (1998-2002).



Joanne Lemay is now posted to **Guadalajara** as Consul and Trade Commissioner. She joined the Department in 1997 and worked in the Central Europe Division (1998-1999). Her first posting was to Kuwait (1997-1998). She was then posted to Warsaw (1999-2002).



Grant Manuge is serving in **Caracas** as Commercial Counsellor and Consul. He began his career with the Canadian Exporters Association as Director of Communications, and joined the Department in 1986. In Ottawa he served as Media Relations Officer (1986-1987), and worked in the Tariffs and Market Access Division (1995-1996) and the China Division (1996-1997). His postings have included Bogota (1987-1990), Hong Kong for Mandarin language training (1991-1992), Beijing (1992-95) and Milan (1998-2002).



Barbara Nadeau is currently serving in **Lima** as Trade Commissioner. Since joining the Department, she has worked in the Tariffs and Market Access Division (2000-2001) and the Southeast Asia Division (2001-2002).

Robert Shaw-Wood is working in **Mexico** as Counsellor (Commercial). Since becoming a Foreign Service Officer in 1986, he has served in Ottawa as Deputy Director, International Finance Division (1992-1995), Deputy Director, Export Financing Division (1998-2001), and Deputy Director, Information and Technology Trade Policy Division (2001-2002). He has previously been posted to Kuala Lumpur (1986-1989), Manila (1989-1992) and Guatemala (1995-1998).



South Asia

Francis Dorsemaine is now posted to **Mumbai** as Vice-Consul and Assistant Trade Commissioner. Previously, he worked as Business Development Officer, Team Canada Division (2001-2002), and Desk Officer, South Asia Division (2002).



Anne Malépart is on secondment in **Singapore** as Cultural Trade Development Officer. Previously, she worked as Officer in the Film, Video and Sound Recording Division, Canadian Heritage (1992-1993), Research Officer in the Public Affairs Division, Quebec Association for the Sound Recording Industry (1994-1995), Managing Editor, Publishing Group, Canadian Museum of Civilization (1996-1999), and Senior Policy Analyst, Trade and Investment Policy Division, Canadian Heritage (1999-2002).



W.G. (Gib) McEwen is serving in **New Delhi** as Counsellor (Commercial). After joining the Department in 1980, he served in Edmonton and Ottawa as Assistant Trade Commissioner (1980-1982), and later worked in the U.S. Trade Relations Division (1993-1996), and the Information and Technology Trade Policy Division (2000-2002). He has been posted to Oslo (1982-1985), Singapore (1985-1989), Denver (1989-1993) and Budapest (1996-2000).



United States

Tom Bearss is serving in **Buffalo** as Consul and Senior Trade Commissioner. After working as a grain inspector in Australia (1971-1972), and as manager of a Canada Manpower Centre for Students (1973) and Revenue Canada Customs Officer (1973-1974) in Niagara Falls, he moved to Revenue Canada in Ottawa, where he was Dominion Customs Appraiser in the Tariff Programs and Appraisal Branch (1974-1975). From 1975 to 1978 he was posted to New York City, working in the Canadian Consulate General, Customs Section. On his return to Ottawa, he served in Revenue Canada's Anti-dumping Directorate (1978-1980). He then moved to the Department of Finance, where he worked as an economist in the International Trade and Finance Branch (1980-1988). In 1988 he moved to DFAIT, where he worked in a number of positions in the Latin America and Caribbean Branch. From 1998 to 2002 he served as Trade Program Manager in Port of Spain.



Douglas Bingeman is now Consul and Senior Trade Commissioner in **Detroit**. He began his career in sales and marketing with a manufacturing firm in Windsor, Ontario (1979-1986). After working as Commercial Officer, Trade and Investment Development, at the Canadian Consulate General in Detroit (1986-1991), he served in the Advanced Technologies Division (1991-1992), the U.S. Trade and Economic Policy Division (1992-1993), and the Japan Division (1996-1998). His postings have been to Tokyo as Trade Commissioner (1993-1996), and to Kuwait as Counsellor (Commercial) and Consul (1998-2002).



Roman Borowyk is in **Minneapolis**, currently serving as Deputy Consul General and Senior Trade Commissioner. Since becoming a Foreign Service Officer in 1975, Roman has been posted to Kingston (Jamaica) (1976-1978), Warsaw (1978-1980), Vienna (1980-1984) and Buffalo (1988-1995). In Ottawa, his assignments have included U.S. General Relations, Free Trade negotiations, and U.S. Business Development, where he was Manager of ExportUSA.



David Bostwick is now Consul and Trade Commissioner in **Los Angeles**. He served in Ottawa as Trade Commissioner (Information Technology) in the Japan Division (1999-2002), and was posted to Tokyo (1997-1999).



Nancy Bresolin is now posted to **Los Angeles** as Deputy Consul General and Senior Trade Commissioner. She is on secondment from Industry Canada, where she served as Senior Director, Briefings and Strategic Policy, and was Director of both the Aerospace and Forest Products Sector branches. She has previous experience with Transport Canada (Marine), Treasury Board Secretariat (Program Branch), Privy Council Office (Social Policy), and Environment Canada (Commercial Services).



Jeffrey Crossman is currently serving as Trade Commissioner (Culture) in **New York**. After completing an MBA, he worked for over eight years with a variety of cultural sectors in Montreal, Quebec City and Ottawa.



Michael Flaherty is now Consul and Trade Commissioner (Investment) in **Atlanta**. He previously served as Acting Director of Operations and Senior Account Executive for Investment Partnerships Canada, Manager of Information Products at Industry Canada, and Acting Director and Senior Commerce Officer at the Entrepreneurship and Small Business Office of Industry Canada.



Greg Goldhawk is Deputy Consul General and Senior Trade Commissioner in **Atlanta**. He has served in Ottawa as Marketing Officer, U.S. Trade and Investment Development Division (1987-1989), Deputy Director, U.S. Trade and Tourism Development Division (1989-1991), and Deputy Director, Korea and Oceania Division (1995-1998). His previous postings have included Philadelphia (1983-1987), Athens (1991-1995) and Sydney (1998-2002).



Aladin Legault d'Auteuil is now serving in **Minneapolis** as Consul and Trade Commissioner with responsibility for investment, energy and minerals. He previously worked in Ottawa in the China and Mongolia Division (2001). Prior to joining the Foreign Service, he worked as Trade Commissioner for the Quebec Ministère de l'industrie et du commerce (1999–2001). He speaks Spanish.



Brian Parrott is currently serving in **Seattle** as Senior Trade Commissioner. He previously was posted to Tokyo as Trade Commissioner and Program Manager (resources, energy, building and consumer products, and agri-food) (1997–2002). He is working on interchange from the Province of British Columbia.



Jennifer Price is serving in **Los Angeles** as Trade Commissioner. She has a graduate degree in creative writing, and has extensive experience in the cultural sector. Most recently, she served as Director of Communications, Cultural Development Sector, Department of Canadian Heritage (2000–2002).



Lisette Ramcharan is now serving in **Washington, D.C.**, as Counsellor (Science and Technology). In Ottawa, she served as Desk Officer, Indonesia and Philippines (1997–1998), and as Legal Officer, Oceans, Environmental and Economic Law Division (1998–1999). She previously was posted to Harare as Second Secretary (Political/Economic) (1999–2002).



Leslie Reissner is now serving in **Washington, D.C.**, as Counsellor (Commercial). After joining the Department as Assistant Trade Commissioner (1985–1986), he attended Mandarin language training (1986–1987). Previous postings were to Beijing (1987–1989), Hong Kong (1989–1991) and Berlin (1998–2002). In Ottawa, he worked in the European Community Division (1991), the Environment Division (1995–1997) and the Southern Europe Division (1997–1998).



Dina Santos is currently serving as Vice-Consul and Assistant Trade Commissioner in **Boston**. Her responsibilities include managing the Business Development InfoCentre, and the New Exporters to Border States (NEBS) and Reverse NEBS programs. Previously, she worked in Ottawa as a Trade Policy Officer (2001–2002).



Sandra Shaddick is serving in **Washington, D.C.**, as Trade Commissioner responsible for construction and building products, environmental technologies, rail and urban transportation, and automotive and forest industries. She previously worked in the Asia-Pacific Regional Planning and Coordination Unit (2001–2002).



Making connections

Mid-Atlantic technology link

The keys to success come from people who already know how to open the doors. Want to know how information and communication technology (ICT) firms can get those keys to markets in the greater Washington D.C. region and U.S. mid-Atlantic states of Virginia, Maryland, Delaware, and Pennsylvania? Get on a list of ICT firms and tap into an informal network of contacts who want to help.

Tough U.S. tech market? Maybe so, but dozens of Canadian ICT firms are breaking new ground by taking advantage of \$90 billion in U.S. federal technology spending, meeting the ICT demands of a leading biotechnology industry, building contacts through hundreds of U.S. national association head offices, and staying plugged into U.S. policy directions on key issues in e-business and e-government.

It's a bit like doing tech business in the Ottawa Valley; being successful may not be easy but it has a lot to do with being there, knowing your way

around, and finding somebody who can introduce you to the leading decision makers and partners.

Sharing secrets of success

Some Canadian tech companies have had Washington D.C. offices for years. Others are building their presence from occasional trips into longer-term representation and partnerships. Now they're willing to welcome Canadian ICT newcomers, share their secrets of success, and open connections and leads for each other.

How? Through a simple list. To get the list, you have to be on the list. No organizational meetings. No dues. Just one-on-one connections between active Canadian ICT exporters in the U.S. mid-Atlantic states.

"Participants in this informal network agree to share some of their connections and insights into this region's market trends with established or newly-arrived Canadian tech industry players there," said Maria Gignac, Marketing and Trade Officer at the International Trade Centre in Toronto.

"This also supports our strong focus on investment and capital attraction," said Leslie Reissner, the Embassy's Counsellor (Commercial). "We are eager to meet more of the Canadian firms doing business here and be able to better serve our clients through exchanging ideas and contacts for both marketing and investment development," adds Reissner.

Companies on the list might choose to contact each other, trade advice on getting feature coverage in the local tech media, speak to Canadian firms at events in Canada, or accept invitations to meet with interested systems integrators.

So who's on the list? You could be. If your firm is a Canadian client of the Trade Commissioner Service (registered in WIN Exports or the *Virtual Trade Commissioner* at www.infoexport.gc.ca), has an office or representation for marketing information technology products and services in the mid-Atlantic states, and has connections and experience to share with others, then you're invited.

For more information, contact the Canadian Embassy in Washington D.C. at wshdc.infocentre@dfait-maeci.gc.ca with your full contact data, a description of your presence in the mid-Atlantic technology market, and some key words about the experience or contacts you would consider sharing. *

Automotive engineers roll into Detroit

SAE 2003 World Congress

DETROIT, MICHIGAN — March 3-6, 2003 — The Canadian Consulate General invites Canadian automotive parts manufacturers to exhibit at the **2003 Society of Automotive Engineers (SAE) World Congress**.

The **SAE** show remains the largest automotive original equipment show in North America. Last year, over 37,000 attended! The Canadian pavilion will feature manufacturers of automotive parts and support services. With Industry Canada's support, DFAIT will feature a technology showcase within the Canadian pavilion to exhibit Canada's research and development capabilities and achievements. As well, a media relations firm will assist in gaining media coverage for all Canadian exhibitors. These added benefits come at no additional cost to exhibitors.

For more information, contact Anne Cascadden, International Trade Officer, Canadian Consulate General in Detroit, tel.: **(313) 446-7017**, e-mail: anne.cascadden@dfait-maeci.gc.ca Web site: www.sae.org/congress/ *

Export USA Calendar

For information about:

- Trade missions to the U.S.
- Seminars on the U.S. market

Visit the Export USA Calendar at: www.dfait-maeci.gc.ca/nebs/menu-en.asp



Japan's site remediation market grows

The Japanese market for site remediation is getting a boost from legislation that will take effect in January 2003. Japanese companies are eager to meet the requirements created by this legislation. Therefore, numerous opportunities exist for Canadian environmental companies looking to enter this expanding market.

Previous soil pollution laws tried to address limited problems like rice cadmium contamination and dioxins but the new law will cover 27 new toxins, including heavy metals and

agricultural chemicals. In Japan, close to 300,000 contaminated sites have been identified so far. It is estimated that the site remediation market in Japan will be worth close to US\$187 billion by 2005.

Since the 1990s, the Netherlands, Germany and the U.S. were the most active countries on the market. Canada was also present, particularly with permeable reactive technologies, site containment technologies and oil detection radar systems.

The Commercial Section of the Canadian Embassy in Tokyo is preparing a mission to the **6th International**



Workshop on Geo-Environmental Restoration that will take place in Tokyo, Kitakyushu and Osaka in January 2003. One-on-one meetings will be organized by the Embassy.

For more information, contact Jean-Pierre Petit, Trade Commissioner, Japan Division, DFAIT, tel.: **(613) 996-2467**, e-mail: jean-pierre.petit@dfait-maeci.gc.ca or Louis-Pierre Émond, Trade Commissioner, Canadian Embassy in Tokyo, tel.: **(011-81-3) 5412-6200**, e-mail: louis-pierre.emond@dfait-maeci.gc.ca Web site: www.dfait-maeci.gc.ca/ni-ka or e-mail the Embassy at tokyo.htech@dfait-maeci.gc.ca to receive the *Environews* newsletter (indicate a preference for the hard copy or e-mail version). *

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "A Yen for Japan".)

Canadian firms in areas such as technical consultancy, systems and rail equipment. Tenders for major contracts will be announced by the first or second quarter of 2003.

Alcatel Canada Inc. has recently been successful in Hong Kong; its Transport Automation Solutions division recently won its third contract there since 1998 to supply an advanced automatic train control system to MTR Corporation's new Penny's Bay Link—a contract valued at over \$18 million. Alcatel has used these projects in Hong Kong as a showcase to demonstrate its advanced technology to potential clients in the Chinese mainland.

For more information on these opportunities, contact Endy Chung, Commercial Officer, Canadian Consulate General in Hong Kong, tel.: **(011-852) 2847-7419**, fax: **(011-852) 2847-7441**, e-mail: endy.chung@dfait-maeci.gc.ca or visit the KCRC Web site (www.kcrc.com). *

Hong Kong transit opportunities

The Hong Kong government has given a green light to the construction of two new rail links in Hong Kong. The projects are worth close to \$10 billion and will be implemented by the Kowloon Canton Railway Corporation (KCRC).

Sha Tin to Central Link

The Sha Tin to Central Link (SCL) is a 17.1-km line from Tai Wai to Central West with 10 stations. When the SCL is completed, commuters will be able to travel from Sha Tin to Central in 22 minutes. The link will be combined with Ma On Shan Rail, allowing passengers from Ma On Shan to travel to and from Central station without interchange.

The new link is expected to be a considerable savings for the commuting public in the New Territories, both in terms of time and money. Work will be

started in 2004 for completion by 2008 at an estimated cost of \$8 billion.

Kowloon Southern Link

This strategic link will join KCRC's West Rail and East Rail. The 4.5-km alignment will connect Nam Cheong station, the southern terminus of West Rail, with Tsim Sha Tsui East station of East Rail.

The project is expected to get underway in 2004 for completion in late 2008 at a cost of \$1.85 billion. Upon its completion, commuters will be able to stay within one system in travelling throughout the New Territories, and between the New Territories, Kowloon, and Hong Kong Island.

Opportunities

Construction of the new links will create business opportunities for a variety of



Food and beverage showcases coming up

BARBADOS, TRINIDAD AND TOBAGO — March 10-14, 2003 — The Canadian High Commissions in Barbados and Trinidad and Tobago, with the support of Canadian Export Development Inc. (CEDI)—a private sector organization—are organizing the **Canadian Food and Beverage Showcases**.

Canadian companies participating in these shows can display their products and services under one umbrella as they pursue business opportunities in the Caribbean markets. An extensive marketing campaign will be done throughout the Caribbean islands inviting the key decision makers and buyers, both in government and the private sector, to visit the shows. This

is an excellent opportunity to introduce your company to important emerging markets, and could be very rewarding in obtaining sales or initiating business relationships with Caribbean partners.

Trinidad and Tobago

Canadian exports of food products to Trinidad and Tobago have increased considerably over the past years with trade exhibitions contributing tremendously; this trend is expected to continue. There will be opportunities to discuss joint venture food and beverage processing and distributor-type agreements with local counterparts. An additional visit to Guyana is also available to those firms wishing to

explore new trade opportunities in this South American market.

Barbados

The food sector in Barbados and the Eastern Caribbean is multi-faceted. All of the islands import the majority of their consumables; food processing is a very small industry and agricultural industries are concentrated on only a few items, mostly earmarked for export (i.e. bananas, and sugar). Each island focuses on the higher-end tourist market, which demands excellent quality, and efficient, consistent suppliers. The importation and distribution business that targets the food sector is well developed and extremely competitive, and the interest in new products is great.

For more information, contact Robert Grison, Director of Operations, CEDI, tel.: **(613) 825-9916**, fax: **(613) 825-7108**, e-mail: cced@sympatico.ca *

Africa's oil and gas sectors show strong growth

Canada's participation in the **6th African Oil and Gas, Trade and Finance Conference and Exhibition**, held in late September in Yaoundé, Cameroon, confirmed that petroleum production in Africa is recovering. As a result, this burgeoning sector presents many opportunities for Canadian companies.

Canadian participation

In addition to the participation of **EnCana Corporation** of Calgary and **EurOil Calgary**, the presence of Canada's High Commissioner to Cameroon, Michel Perrault, was designed to support participating Canadian companies, promote their expertise and consolidate relations with the main stakeholders in the oil and gas sector. The conference was attended by more than 3,000 participants from

the world's petroleum industry. The event also enjoyed renewed interest from American multi-nationals.

Both EnCana Corporation and EurOil Calgary have a presence in Cameroon and Chad and are seeking to increase their involvement in these countries and in the Central African region.

Opportunities

Petroleum production has skyrocketed over the past three years in Angola, the Congo, Mozambique and Equatorial Guinea and similar growth is expected in the coming years in Chad, Nigeria, the Sudan, Libya, Algeria and Ghana.

Many opportunities exist for Canadian companies in the African oil and gas sectors, particularly in Cameroon, Chad and the Central African Republic; examples include petroleum prospecting, research and development, services

for oil and gas, environmental studies, development of gas resources and training of petroleum sector experts.

The next conference will take place in Luanda, Angola, from **May 20 to 23, 2003**.

For more information, contact Honoré Mondomobé, Senior Commercial Officer, Canadian Embassy in Cameroon, e-mail: honore.mondomobe@dfait-maeci.gc.ca Web site: www.ite-exhibitions.com/og *

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

Upcoming trade fairs

AGRI-FOOD PRODUCTS

LONDON, UNITED KINGDOM — April 7-8, 2002 — **Natural Products Europe 2003**, the premier trade show for the health food industry. **For more information**, contact Ros Burridge, Canadian High Commission in London, tel.: **(011-44-20) 7258-6652**, e-mail: ros.burridge@dfait-maeci.gc.ca Web site: www.naturalproducts.co.uk

COLOGNE, GERMANY — April 8-11, 2003 — **ANUGA FoodTec 2003** — **For more information** on participating in **ANUGA**, contact Stephan Rung, Commercial Officer, Canadian Consulate in Dusseldorf, tel.: **(011-49-211) 172-1718**, fax: **(011-49-211) 359-165**, e-mail: stephan.rung@dfait-maeci.gc.ca Web site: <http://ats-sea.agr.ca/agrifood-canada-germany/index.html>

BUILDING PRODUCTS

MONTEVIDEO, URUGUAY — March 27-30, 2003 — **Expoforesta 2003**, the international forestry and wood trade show. **For more information**, contact Parque de Exposiciones del LATU, tel.: **(011-598-2) 601-3724, ext. 190 or 198**, fax: **(011-598-2) 601-0268**, e-mail: info@expoforesta.com Web site: www.expoforesta.com or contact Sébastien Pelletier, Canadian Embassy, tel.: **(011-598-2) 902-2030, ext. 3351**, fax: **(011-598-2) 902-2029**, e-mail: sebastien.pelletier@dfait-maeci.gc.ca

ICT

SYDNEY, AUSTRALIA — May 6-8, 2003 — **CeBIT Australia 2003**, the information and communications technology exhibition and conference. **For more information**, contact Robert Grison, Canadian Export Development Inc. (CEDI), tel.: **(613) 825-7108**, e-mail: cced@sympatico.ca Web site: www.cebit.com.au

MULTI-SECTORAL

PARIS, FRANCE — April 30-May 11, 2003 — **Foire de Paris 2003** covers many sectors like travel and tourism, arts and crafts, and food products, among many others. The registration deadline is **December 31, 2002**. **For more information**, contact Alain Perron, tel.: **(011-33) 148-99-83-45**, e-mail: perron.alain@wanadoo.fr or Gisèle Aubut, Canadian Embassy in Paris, e-mail: gisele.aubut@dfait-maeci.gc.ca Web site: www.foiredeparis.fr/ *

Middle East and North Africa export sessions

MONTREAL, TORONTO, CALGARY — November 28-December 4 — Together with senior trade commissioners from the Middle East, the Arabian Peninsula and the Maghreb Region, Secretary of State (Central and Eastern Europe and Middle East) Gar Knutson, will be meeting with Canadian business representatives in **Montreal (November 28)**, **Toronto (December 3)** and **Calgary (December 4)** in events showcasing trade opportunities for Canadian companies in this fast growing market. In 2001, two-way trade in this region reached nearly \$6.4 billion.

Secretary of State Knutson will deliver a keynote address to participants reflecting on his recent mission to the Arabian Peninsula, as well as providing overviews of the current political and commercial prospects in the region.

The address will be followed by two back-to-back breakout sessions featuring the region's senior trade commissioners. The sessions will consist of short presentations in which senior trade commissioners will provide an overview of each of their respective territories, including information about future opportunities as well as a question and answer period. Following these sessions, senior trade commissioners will be available to meet one-on-one with companies.

To register for these events, contact Treena Adhikari, Business Development Coordinator, Canadian Manufacturers & Exporters, tel.: **(905) 568-8300, ext. 249**, fax: **(905) 568-8155**, e-mail: treena.adhikari@cme-mec.ca *

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: **(613) 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 Web site at www.dfait-maeci.gc.ca

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