

The Canadian Trade Commissioner Service
Everywhere you do business

Le Service des délégués commerciaux du Canada
Partout où vous faites des affaires



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Foreign Affairs and
International Trade Canada
Trade Commissioner Service

Affaires étrangères et
Commerce international Canada
Service des délégués commerciaux

Environmental Industries Newsletter

December 2012

IN THIS ISSUE:

- Request for Interest:
Integration of Wind &
Establishment of Wind
Integration Grid Code
– **Page 2**
- Greenbuilding Mission
and Forum 2013
– **Page 2**
- AMERICANA 2013
– **Page 4**



CONTENTS

Business Opportunities: **2**

Upcoming Missions: **2 - 3**

Upcoming Events: **3 - 4**





BUSINESS OPPORTUNITIES

Request for Expression of Interest

Integration of Wind & Establishment of Wind Integration Grid Code

The Government of the Arab Republic of Egypt has received a grant from the African Development Bank (AfDB) toward the cost of studying the integration of wind power in the Egyptian power system and the establishment of a wind integration grid code for Egypt.

The Egyptian Electricity Transmission Company (EETC) now invites eligible consultants to indicate their interest in providing these services. Interested consultants must provide information indicating that they are qualified to perform the services, including:

- History of past and current consultant's activities;
- Experience in consultancy services related to the development of protection, control and operational guidelines, power system planning and studies, wind modelling, preparation of Wind Grid Codes and specifying system requirements to accommodate high wind penetration levels;
- Any information deemed by the consultant to be relevant to this project.

Consultants may also constitute joint-ventures to enhance their chances of qualification.

Expressions of interest must be delivered by December 13th, 2012 at 12:00 noon Cairo local time. For more information please contact **Ezzeddine Cherni** with DFAIT at ezzeddine.cherni@international.gc.ca.

UPCOMING MISSIONS

Greenbuilding Mission to Italy & Canada-EU Greenbuilding Forum 2013

February 26th – March 3rd, Italy

The Trade Commissioner Service invites you to join the “Greenbuilding Tour in Italy” and to participate in the “3rd Canada-EU Greenbuilding Forum”

This initiative is in conjunction with the Ecobuild Trade Show in London, where Canada will also have a stand to exhibit Canadian products and technologies in the greenbuilding sector. The Italy mission will include visits to construction and work sites in Milan, Bergamo and Trenton and will end in Rome where Canadian organizations will have the opportunity to present their products to an audience of Italian builders, architects, and technology producers at a showcasing event hosted at the Canadian Embassy in Rome on March 1st, 2013.

RSVP deadline is January 7th, 2013. For more information and to receive a registration form please contact Patrizia Giuliotti, Trade Commissioner at the Canadian Embassy in Rome at patrizia.giuliotti@international.gc.ca or visit www.greenbuildingforum.eu for full event details.





Energy and CleanTech Mission

Dates TBA, Philippines and Thailand

Foreign Affairs and International Trade Canada (DFAIT) is organizing a Canadian Trade Mission to Manila (Philippines) and Bangkok (Thailand) in 2013. Focusing on the energy and cleantech sectors, this trade mission aims to open doors and expand networks for Canadian companies pursuing these Asian-Pacific markets.

Companies involved in any of the areas listed are particularly encouraged to participate: suppliers of clean energy technologies and services, with emphasis on solar, bio and small/mini hydro energy, including project management; cleanTech services, technologies and equipment suppliers; Financiers looking to invest/support in cleantech projects in Southeast Asia.

Dates for this mission are not confirmed. Please contact Jennifer Gowan at jennifer.gowan@international.gc.ca for details.

UPCOMING EVENTS

Canadian Financing Forum 2013

February 21st & 22nd, Vancouver, British Columbia

Further your strategic networking agenda as we bring together the West Coast's largest gathering of corporate development leaders from some of the most active acquirers in IT and CleanTech, active venture capital firms, and accomplished M&A professionals.

The Forum features presentations from Canada's most promising technology companies, as approximately 30 technology companies compete for the attention of top tier investors from across Canada and the United States. Focusing on both Information Technology and CleaTech & Advanced Technology companies, the Canadian Financing Forum matches North American corporate and venture capital investors with entrepreneurs on their way to building world-class technology companies.

For questions contact Erynn Shannon with Critical Path Group at erynn@criticalpathgroup.com or visit www.financingforum.com.

World Biofuels Markets 2013

March 12th – 14th, Rotterdam, Netherlands

The World Biofuels Markets Congress and Exhibition is the industry's largest congress and provides an excellent opportunity for Canadian firms to showcase their expertise and products to an international audience.

The Congress will cover a variety of sectors including biofuels, biopower, biobased chemicals and plastics and biorefining.

For more information on the being involved in the Congress, please contact Judith Baguley at the Canadian Embassy in The Hague at judith.baguley@international.gc.ca.





AMERICANA 2013

March 19th – 21st, Montreal, Quebec

Americana is one of the leading forums for the international gathering of professionals in the environment sector, providing participants the opportunity to exchange their services, expertise and technologies related to sustainable development issues.

The Canadian Trade Commissioners from Canadian missions abroad will be bringing foreign companies to Americana 2013 in Montreal with the purpose of connecting them with Canadian companies who are targeting or active in those markets. Canadian companies participating in this event will benefit from networking with a large base of Canadian Trade Commissioners from around the world while learning about market opportunities in their countries of interest and participating in high level match-making exercises with the international delegates who will be accompanying the Trade Commissioners.

For more information on this event please contact Margaret Lange with DFAIT at margaret.lange@international.gc.ca.

2013 Asian Development Bank Business Opportunities Fair

March 20th & 21st, Manila, Philippines

The Asian Development Bank (ADB) will be hosting the 4th Business Opportunities Fair in Manila on March 20th and 21st, 2013. This free two-day seminar is a one-stop forum for contractors, manufacturers, suppliers, and individual consultants who are interested in working on ADB projects.

Participants will benefit from presentations on: the fundamentals of the procurement process for goods and consulting services; the keys to responsive bids; bid evaluation; contract awards and redress procedures. ADB sector specialists will also be on hand to discuss regional opportunities in a number of key areas including agriculture and natural resources, energy, and water and municipal infrastructure

Interested parties are encouraged to visit www.adb.org/news/events/4th-adb-business-opportunities-fair to register. For more information, contact Alex George or Lina Pulian with DFAIT at alex.george@international.gc.ca and lina.pulian@international.gc.ca.

ROMENVIROTEC 2013

April 9th – 12th, Bucharest, Romania

ROMENVIROTEC 2013 - The International Exhibition for Environment Protection Technologies, Equipment, Recycling and Alternative Energies is provided in collaboration with the regional Chambers of Commerce and Industry of Romania. The event brings together the most important players from the environment sector to provide a forum for participants to learn about the latest regional market trends and the newest products and technologies directly from the manufacturers and suppliers.

For more information of this event and doing business in the Romanian market, please contact Octavian Bonea with the Department of Foreign Affairs at octavian.bonea@international.gc.ca or visit www.romenvirotec.ro/about for more details.

