

April 2008

Welcome to IBDA News, the e-mail newsletter for Canada/Atlantic Provinces Agreement on International Business Development. We welcome and encourage your contributions, comments and questions. Pamela Hébert at Pamela.hebert@acoa-apeca.gc.ca to subscribe or unsubscribe to IBDA News. For more information on the IBDA, visit: www.acoa-apeca.gc.ca/ibda/.

NEW PROJECTS

Companies invited to participate in world's largest seafood event

The Aquaculture Association of Nova Scotia will lead a delegation of Atlantic Canadian seafood exporters to Brussels, Belgium where they will participate in the world's largest seafood event.

The European Seafood Exposition will be held April 22-24, 2008 and offers seafood buyers and sellers from around the world a one-stop resource to reach global retail, food service and wholesale companies.

More than 1,600 exhibitors from 87 countries will participate in this annual event. Atlantic Canadian delegates will take part in tours, receptions, one-on-one meetings, exhibitions and a food showcase.

The IBDA's contribution to this mission will go towards a booth, networking and marketing activities.

Contact: Brian Muise, Executive Director, Aquaculture Association of Nova Scotia at 902-422-6234 or bmuiseaans@eastlink.ca.

Washington event on outsourcing offers learning, marketing opportunities

An Atlantic Canadian delegation is being recruited to attend the Gartner Outsourcing and Vendor Management Summit in Washington, DC, May 19-21, 2008.

Delegates will attend information session on outsourcing challenges, creating outsourcing strategies, business metrics and pricing models, to name a few. Many of the 65-plus sessions will feature case studies and panel discussions led by end users and industry professionals.

The Atlantic Canada participants will also exhibit their products in the Canadian pavilion.

The IBDA will provide support for the booth space, matchmaking, networking and marketing activities and an aftercare program.

Contact: Peter Giffin, Business Development Officer, Nova Scotia Business Inc. at 902-424-4212 or giffinpl@gov.ns.ca.

Norway conference focuses on international energy challenges

The Newfoundland and Labrador Oil and Gas Industries Association (NOIA) is organizing a delegation of up to 25 companies to attend the Offshore Northern Seas Exhibition and Conference in Norway, August 26-29, 2008.

This bi-annual event is expected to attract over 35,000 delegates, with 1,300 exhibitors from 100 countries worldwide.

The 2008 exhibition will focus on international energy and environment challenges facing the industry. For the first time, renewable energy will be included in the agenda to make the event a true energy show.

The IBDA will provide funding support for matchmaking, the Canadian pavilion, seminar and networking reception.

Contact: Beverly Bishop, Marketing and Sales Manager, Newfoundland and Labrador Oil and Gas Industries Association Inc. at 709-758-6618 or bbishop@noianet.com.

Team Canada Atlantic heading to Chicago for fall trade mission

Team Canada Atlantic is getting ready to do business in Chicago. More than 40 companies and organizations from across Atlantic Canada are expected to participate in the Team Canada Atlantic trade mission, scheduled for November 16-20, 2008.

Nearly 70 companies and organizations attended information sessions in early April in Charlottetown, Halifax, Fredericton and St. John's to learn more about the trade mission and the Chicago market.

Chicago is a natural trading partner for Atlantic Canada. The state has a large, affluent market with an economy that is almost entirely service-based. In 2006-07, Atlantic Canadian exports to Chicago totaled more than \$417 million or close to two per cent of Atlantic Canada's total exports.

Team Canada Atlantic is a partnership of ACOA, Agriculture and Agri-Food Canada, Industry Canada, Foreign Affairs and International Trade Canada, Enterprise Cape Breton Corporation, and the four Atlantic provinces.

Contact: Julie Noel, Team Canada Atlantic, Program Coordinator at 506-851-6658 or Julie.Noel@acoa-apeca.gc.ca.

Atlantic delegations to attend energy, oil and gas conferences in May

The Offshore/Onshore Technologies Association of Nova Scotia is recruiting Atlantic Canadian firms to attend two major conferences this spring.

The first is the Offshore Technologies Conference, scheduled for May 4-8 in Houston, Texas. It is the second largest oil and gas conference in the world.

This event is expected to attract over 60,000 delegates from five continents with expertise in drilling, exploration, production and environmental protection. Eighty companies from Atlantic Canada attended last year's conference and a similar number is targeted for this year.

IBDA funding will go towards the cost of a reception and marketing activities.

The second event is the All Energy Conference and Exhibition in Aberdeen, Scotland, May 21-23. The event is the largest of its kind in the United Kingdom and focuses on renewable energy solutions, including

tidal, wind, wave, biomass and solar energies.

Participating companies will include technology developers and conventional energy supply and service providers with expertise to service the international renewable energy industry.

IBDA funds will support the cost of a pavilion and booth space, as well as an on-site matchmaker.

Contact: Amanda White, Manager Member Services, Offshore/Onshore Technologies Association of Nova Scotia at 902-296-3182 or amanda@otans.com.

To submit a project proposal, contact the project liaison in your province Newfoundland and Labrador

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IBDA Management Committee meetings

May 15, 2008 - Conference Call
Deadline for proposals – April 10

June 11-12
Meeting - St. John's, NL
Deadline for Proposals – May 15

July 10, 2008 - Conference Call
Deadline for Proposals – June 12

Note: IBDA meeting dates are subject to change.