



International Trade Branch



*Export
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Calendar of
International Trade
Programs

April 2011 – March 2012



International Trade Branch

Ontario Ministry of Economic Development and Trade
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Toronto, Ontario, Canada
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The International Trade Branch assists Ontario suppliers of exportable goods and services to access and expand their business in international markets.

Our programs and services are designed to meet the needs of both new and experienced exporters. Programs and services include:

- One-on-one export and market consulting
- New Exporters to Border States (NEBS) seminars and missions
- Exporter skills development workshops
- US Customs documentation seminars
- Community exporter development
- Market seminars
- Virtual Trade Missions (VTMs)
- Ontario Pavilions at international trade exhibitions
- Sector specific trade missions

This Calendar of Events describes selected upcoming events in 2011–2012. We look forward to discussing how we can help your business to expand internationally.

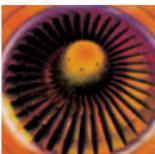
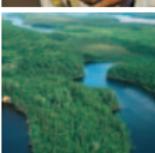
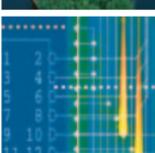
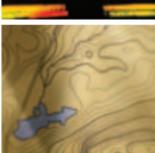
For more information on International Trade Branch programs, please visit our website:

www.OntarioExports.com

International Trade Branch

Calendar of International Trade Programs

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Advanced Manufacturing – Europe

Laser

May 23–26, 2011
Munich, Germany

Held bi-annually, Laser is the leading trade show and conference for optical technologies. At Laser, established players and start-ups present their latest products and research. The range of products featured encompasses innovative optical technologies such as laser and optronics, optics, optical manufacturing technology, sensors, test and measurement, and the application of this technology in production, laser medical and bio technology, imaging, optical measurement systems and illumination. In 2009, Laser attracted 24,280 visitors from 77 countries and over 1,000 exhibitors representing 36 countries.

The International Trade Branch is organizing an Ontario Group exhibit in the Canadian Pavilion in cooperation with the Canadian Photonics Consortium (CPC). Ontario exhibitors will benefit from cost-effective display space with shared amenities and value-added services. A Canadian reception, co-hosted by the Ontario International Marketing Centre, Munich, will be held at the stand.

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Advanced Manufacturing – Russia

Agricultural Supplier Mission to YugAgro

November 21–29, 2011
Krasnodar and outreach
to the Omsk region

The International Trade Branch will lead an Ontario agricultural technology mission to participate in YugAgro 2011 in Krasnodar and outreach activities in the Omsk region. YugAgro is the largest and most important forum of agricultural industries in South Russia.

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Aerospace – USA

MRO

April 12–24, 2011

Miami, Florida

The North American Maintenance, Repair and Overhaul (MRO) trade show attracts more than 5,500 attendees and 500 MRO product and services suppliers. To facilitate participation in this event by Ontario SMEs in the industry, the International Trade Branch is organizing a pavilion featuring Ontario as a leading source of products and services as well as a premier location for growth and expansion in the aviation industry.

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Aerospace Market and Industry Outlook

September 7, 2011

Toronto, Ontario

A leading aerospace industry analyst will give a presentation on the international outlook for the aerospace industry.

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NBAA

October 10–12, 2011

Las Vegas, Nevada

The National Business Aviation Association (NBAA) is the business aviation industry's largest and most efficient annual gathering of buyers and sellers. It presents a unique opportunity to carry out direct, side-by-side comparisons of nearly every product and service available to company flight departments, and is a leading venue for the industry to make new product announcements. To facilitate participation in this event by Ontario SMEs, the International Trade Branch has secured display space in a prominent location of the Exhibit Hall. The Ontario Pavilion will focus on promoting Ontario as a leading source of products and services.

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Aerospace – USA (cont'd)

Ontario Aerospace Mission to Seattle

February 2012 (Dates TBA)

Washington

The International Trade Branch, in cooperation with the Canadian Consulate in Seattle, is organizing a trade mission to the Pacific Northwest Aerospace Alliance Conference (PNAA) in Seattle, Boeing's major aircraft manufacturing hub. The program includes presentations by aerospace industry experts, an OEM hosted Purchase Fair and a networking event with the 'who is who' of the Seattle area industry. The mission will enable Ontario aerospace companies to identify prospects for specific products or services, gain insights into the best way of tackling this market and access regulatory/commercial market guidance and information.

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Aerospace – Europe

Paris Air Show

June 20–26, 2011

Paris, France

The biennial Paris Air Show, the world's largest aerospace event in 2011, provides an opportunity for Ontario firms to pursue new leads and gain market profile as suppliers of choice. The event attracts around 2,000 exhibitors from more than 40 countries and 150,000 trade visitors.

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Ontario Aerospace Mission to MAKS

August 15–24, 2011

Moscow and Outreach Mission to Ukraine

The International Trade Branch will lead an Ontario aerospace mission to participate in the Moscow International Aerospace Salon (MAKS 2011) and associated business program, and a

business development mission to the Ukraine. First held in 1992, MAKS has grown into an important international aerospace event.

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Aerospace – Asia

Webinar, India Aerospace Market

July 2, 2011

Bangalore and Mumbai

The webinar will introduce Ontario suppliers to the aerospace and defence market opportunities in India. The speakers will also discuss the regulatory environment and challenges for the sector in India.

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Webinar, Southeast Asia Aerospace Market

November 2011 (Dates TBA)

The webinar will enable Ontario companies to gain insights into the aerospace industry and market in Southeast Asia.

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Singapore Airshow and Aerospace Mission to Southeast Asia

February 14–22, 2012

The Singapore Airshow, which ranks among the world's top three aviation events, is the largest aerospace and defence event in Asia. Defence organisations comprise 55% of the participants while civil aviation companies account for the other 45%. In 2010, the event attracted around 900 exhibitors from 36 countries, including 62 of the world's 100 top aerospace companies. Trade attendees numbered over 43,450 from 133 countries.

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Automotive – Asia

China International Auto Parts Expo and Auto Parts Mission to China

September 8–19, 2011

Beijing, Shanghai and Wuhan

The International Trade Branch, in partnership with the Automotive Parts Manufacturers' Association of Canada, the Embassy of Canada in China, the Consulate General of Canada in Shanghai and the Canadian Commercial Corporation Wuhan Representative Office, is pleased to invite Ontario automotive parts companies to participate in the Ontario Auto Parts Mission to China.

The mission will include exhibiting at the China International Auto Parts Expo (<http://www.iae-china.com.cn/en/>), September 8–10, 2011 in Beijing, one of the largest automotive parts exhibitions in Asia. Following the exhibition, the Mission will visit Shanghai and Wuhan, key auto industry clusters in China. Mission activities will include market briefings, presentations at technical seminars, showcasing opportunities, one-on-one meetings, networking events and site visits to automotive OEMs and Tier 1 auto parts manufacturing facilities. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients throughout the mission.

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Virtual Trade Mission, Indian Automotive Market

September 2011 (Dates TBA)

The virtual trade mission will provide guidance on the Indian automotive market.

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Auto Expo, New Delhi and Mission to Pune and Chennai, India

January 2012 (Dates TBA)

The International Trade Branch will lead a trade mission of Ontario companies in the automotive sector to exhibit at Auto Expo 2012 in New Delhi, India followed by a business development mission to the automotive clusters in Pune and Chennai. The program will include one-on-one partnering meetings in addition to exhibiting at the trade show. This trade mission will enable the delegates from Ontario companies to learn about the opportunities in the automotive sector in India. Auto Expo is attended by delegates and business representatives from over 55 countries; Canada, China, France, Germany, Italy, Japan, Malaysia, Spain, Taiwan, the UK and the US will all showcase their products and abilities in technology at Auto Expo.

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Construction and Infrastructure – USA

Incoming Delegation: Net Zero Buildings for First Nations Communities

June 14–17, 2011
Saugeen Shores, Ontario

The International Trade Branch, in partnership with the Canadian Mortgage and Housing Corporation, will host an incoming delegation of US architects, Native American administrators, builders, and green building professionals. The delegation will visit the Saugeen Sustainable Housing project and meet with Ontario sustainable building product manufacturers. The program will include presentations on net zero housing; site visits to a local sustainable housing project, retirement residence and manufacturing operation; a design charette on sustainable communities; and an Ontario manufacturers' showcase.

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Greenbuild 2011

October 3–7, 2011
Toronto, Ontario

Greenbuild is the key international trade show focusing on environmental building products, technologies and design. In 2011, Greenbuild will take place in Toronto, the first time the event has been held outside the US. The International Trade Branch (ITB) will organize the participation of twenty Ontario companies to exhibit within the Ontario Pavilion at the trade show. In addition, in partnership with DFAIT and CMHC, the ITB will facilitate B2B meetings, organize opportunities for international networking, and plan group visits by international delegates to local building product manufacturers.

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Construct Canada

November 30–December 2, 2011
Toronto, Ontario

The International Trade Branch will organize the International Business Program at Construct Canada 2011. The program will give exporters the opportunity to meet with international buyers and federal and provincial government trade consultants. The program will also give new Ontario exporters the opportunity to learn about business opportunities in key sub-sectors and global markets.

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Construction and Infrastructure – Europe

MosBuild

April 4–8, 2011
Moscow, Russia

The International Trade Branch will lead the mission of Ontario construction and building products companies to showcase their technologies and products at MosBuild 2011, and participate in business program activities organized in partnership with the Canadian Embassy in Moscow and the Russian Housing Development Foundation. MosBuild is Russia's largest trade exhibition that covers the entire spectrum of products and services within the construction industry. In 2010, MosBuild featured over 2,000 exhibitors from 48 countries and attracted 194,400 visitors.

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Construction and Infrastructure – Europe (cont'd)

Construction and Building Products Markets in Russia and Ukraine – Seminar

December 2011
Toronto, Ontario

The construction conference, co-organized with the Canada Eurasia Russia Business Association (CERBA), will be focussed on sustainable, energy efficient building technologies and social housing. Canadian companies will have an opportunity to obtain an update from the visiting Russian organizations on developments in the residential construction market in Russia. The session will also feature a cross-section of Canadian industry speakers.

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Construction and Infrastructure – Asia

Webinar on Urban Infrastructure Opportunities in India

December 2011 (Date TBA)

A webinar with industry experts on the urban infrastructure opportunities in India.

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Ontario Construction Mission to China

September 15–30, 2011
Wuhan, Tianjin and Beijing

The International Trade Branch (ITB) will lead eight Ontario Construction industry companies to participate on a business development mission to Wuhan and Tianjin and to exhibit at the 10th China International Exhibition on Housing Industry in Beijing (September 27–29). Seminars, one-on-one meetings, networking functions and site visits are included in the program. ITB will work with local partners, the Canadian Trade Commissioner Service in China and Ontario International Marketing Centres in China to organize partnering sessions with potential partners and clients. The mission provides an important platform for delegates to meet with industry players and potential clients in China to explore business and partnership opportunities.

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Ontario Construction Mission to Japan and Korea

February 5–16, 2012

The International Trade Branch, in partnership with the Canadian Embassies in Japan and Korea, and selected industry associations in Canada, is pleased to invite Ontario companies to participate in the Ontario/Canada Construction Mission to Japan and Korea. The mission will include exhibiting at the Homdex (held in Seoul, February, 2012). The international architecture exhibition features materials that are used in Korea's modern architectural market. Materials and products for residential construction, renovation, interiors and other applications will be showcased.

In conjunction with Homdex 2012, the mission will visit key cities in Japan and South Korea for further market/opportunity development. Mission activities will include business briefings, one-on-one meetings, networking events and site visits. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients throughout the mission.

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Construction and Infrastructure – Mexico and South America

Seminar on “Brazil Hosts the World Cup 2014 and Olympic Games 2016: Opportunities for Ontario Companies”

June 20, 2011

Toronto, Ontario

June 23, 2011

Ottawa, Ontario

Seminar and one-on-one meetings with Ontario’s International Trade Development Representative (ITDR) located in Brazil.

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Ontario/Canada Infrastructure Mission to Brazil

June 26–July 4, 2011

The International Trade Branch, in partnership with the Department of Foreign Affairs and International Trade Canada will organize a mission focused on infrastructure opportunities in Brazil.

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Incoming Chilean Hospital Procurement Mission

Fall 2011 (Dates TBA)

The International Trade Branch will host a delegation of Chilean decision makers seeking to establish partnerships with Ontario companies interested in upcoming hospital projects in Chile.

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Incoming Brazilian Oil and Gas Buyers Mission

Fall 2011 (Dates TBA)

The International Trade Branch will host buyers from IESA, a Brazilian EPC in the Oil and Gas industry, to hold a targeted series of one-on-one meetings and plant visits in Ontario.

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Incoming Mexican Transportation Infrastructure Mission

September 19–21, 2011

Ontario

The International Trade Branch will host an incoming mission of Mexican buyers interested in sourcing Ontario products and services in infrastructure development.

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Infrastructure Mission to Mexico

Winter 2012 (Dates TBA)

The International Trade Branch will organize a mission focused on the infrastructure opportunities in Mexico.

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Construction and Infrastructure – Middle East

Cityscape Abu Dhabi

April 17–21, 2011
Abu Dhabi, United Arab Emirates

The International Trade Branch will organize the Ontario, Canada Pavilion at Cityscape Abu Dhabi, United Arab Emirates. This international property and investment development event attracts over 15,000 visitors from 100 countries and is a key platform to access the real estate and development opportunities in the region. The pavilion is open to Ontario firms in the architectural services, engineering design and property development sector.

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The Big 5 Exhibition

November 21–24, 2011
Dubai, United Arab Emirates

The most comprehensive event of the year for contractors, specifiers, architects, engineers and buyers located in the Gulf Cooperation Council (GCC) region. The Big 5 Exhibition is the annual meeting place for over 50,000 industry professionals and key buyers and decision-makers from the public and private sectors. The Big 5 Exhibition is a unique event, combining seven major exhibitions in one venue.

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Infrastructure Seminar

November 3, 2011
Toronto, Ontario

The International Trade Branch will hold a seminar on Capital Project opportunities in the Gulf Co-operation Council (GCC) countries and South America. This seminar will be of interest to Ontario companies in the building products, construction, architectural, engineering and environmental services sectors.

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Environment and Energy – USA

Ontario's Global Water Leadership Summit

May 17–18, 2011

Toronto, Ontario

World-leading water innovators, funders, thinkers, catalysts, entrepreneurs and researchers will participate in an interactive dialogue on the future of innovation in the water sector. The two-day summit will feature discussions on stimulating and financing water technology innovation, developments in industrial water markets, and strategies for navigating the dynamic water industry. The event will also announce the winners of the Artemis Project Top 50 Water Tech Companies. The Water Summit <http://www.ontario.ca/watersummit> is being presented by the Government of Ontario in partnership with XPV Capital, Cleantech Group, The Artemis Project and the Ontario Centres of Excellence.

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WEFTEC

October 15–19, 2011

Los Angeles, California

The Water Environment Federation Technical Exhibition and Conference (WEFTEC) is the largest water and wastewater industry event in North America and it attracts industry professionals from across the USA. WEFTEC 2011 is a key venue for Ontario exporters to seek opportunities created by US government spending to improve the water and wastewater infrastructure. The International Trade Branch will exhibit with 6–8 Ontario companies in an Ontario Pavilion.

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Environment and Energy – USA (cont'd)

InterSolar North America

July 12–14, 2011

San Francisco, California

The International Trade Branch will lead a mission of Ontario solar energy product and service companies to exhibit in the Ontario Pavilion at InterSolar North America 2011, one of the largest solar power trade shows and conferences in the USA. InterSolar will focus on solar photovoltaic and solar heating technologies. Over 22,000 attendees and 800 exhibitors are expected to participate.

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Globe 2012 and Post-Globe, Toronto

March 14–16, 2012

Vancouver, B.C.

March 19–20, 2012

Toronto, Ontario

At Globe, Canada's leading international trade exhibition in the environmental sector in 2012, the International Trade Branch, in cooperation with the Ontario Ministry of Environment and industry partners will organize an Ontario Pavilion featuring Ontario suppliers of environmental products and solutions. The post-Globe program in Toronto will include market seminars, site visits and meetings with potential international partners.

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Environment and Energy – Europe

Intersolar

June 8–10, 2011
Munich, Germany

Intersolar is the world's largest trade fair for solar technology held annually in Munich. In 2010, Intersolar attracted over 1,800 exhibitors with 53% coming from outside of Germany, and more than 72,800 trade visitors. The International Trade Branch is showcasing Ontario companies in the Solar Technology and Photo-voltaics sectors. The Ontario group exhibit will be located in the Canada Pavilion coordinated by the Canadian German Chamber of Industry and Commerce.

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Environment and Energy – Mexico and South America

Clean Tech Incoming Buyers from Mexico

June 27–29, 2011

Buyers from Mexico will meet with potential Ontario suppliers of clean tech products and services.

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Water/Wastewater Mission to Brazil and Chile

November 7–16, 2011 (Dates TBA)

The International Trade Branch will lead a mission focused on water and wastewater infrastructure to Brazil and Chile.

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Clean Tech Mission to Mexico

December 2011 (Dates TBA)

The International Trade Branch will lead a mission to Mexico to explore the opportunities for Ontario companies in the clean tech sector.

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Environment and Energy – Asia

Environmental Mission to China

May 3–14, 2011

Shanghai, Suzhou, Wuhan and Jinan

The International Trade Branch will lead a trade mission of Ontario companies to exhibit at IFAT CHINA + EPTTE + CWS in Shanghai, the leading exhibitions for water treatment, and environmental products, equipment and technology. Following the exhibition, the mission will visit Suzhou (Jiangsu province), Wuhan (Hunan) and Jinan (Shandong). The business development program will include market briefings, presentations at technical seminars and one-on-one partnering meetings.

The mission will be of interest to companies specializing in water and sewage treatment, refuse disposal and recycling, street cleaning and winter road service, new energy, flue-gas scrubbing and air extraction, natural energy sources, decontamination of old sites/soil treatment, noise and vibration control, and education and research.

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Roundtable on Singapore's Water Sector

May 19, 2011

Toronto, Ontario

The seminar will feature expert speakers from Singapore, who will discuss the business opportunities to supply products and expertise to meet the demand for water and wastewater treatment in Southeast Asia.

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Singapore International Water Week (SIWW) and Trade Mission to Jakarta, Indonesia

June 29–July 9, 2011

Ontario companies will have the opportunity to exhibit in the Ontario Showcase within the Canadian Pavilion at SIWW. Prior to SIWW the delegation will travel to Jakarta, Indonesia to meet with key players in the water sector there. In both Singapore and Jakarta, site visits and industry meetings will be arranged for the Ontario delegates.

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Ontario Clean Energy Mission to China and Taipei

June 20–July 1, 2011

Beijing, Nanjing, Shanghai and Taipei

The International Trade Branch, in partnership with the Embassy of Canada in China, the Consulate General of Canada in Shanghai, the Canadian Commercial Corporation Nanjing Representative Office, the Canadian Trade Office in Taipei, and several key industry associations in Canada, is pleased to invite Ontario clean energy companies to participate in the Ontario Clean Energy Mission to China and Taipei.

Environment and Energy – Asia (cont'd)

The mission will include exhibiting at the Clean Energy Expo China 2011 (<http://www.cleanenergyexpochina.com/>), June 22–24, 2011 in Beijing, the only industry event to showcase the entire clean energy portfolio in China, followed by a business development mission to Nanjing, Shanghai and Taipei, key clean energy clusters. China Power 2011, the leading energy industry forum in China will be held concurrently with Clean Energy Expo China 2011. Mission activities include market briefings, presentations at technical seminars, showcasing opportunities, one-on-one meetings, networking events and company/site visits. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients throughout the mission.

Ontario companies or organizations involving in the clean energy industries (wind energy, solar PV, solar thermal, bio energy including waste-to-energy, hydro energy, geothermal energy, power transmission, energy storage, grid connectivity, smart grid, off grid solutions, energy conservation, charging equipment and systems, energy management systems and consulting, engineering & services) will all benefit from the mission.

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Ontario Energy Mission to Australia

October 10–20, 2011

Melbourne and Sydney

The International Trade Branch, in partnership with the Canadian Consulates General in Sydney and Auckland, and several key industry associations in Canada, is pleased to invite Ontario Energy related companies to participate in the Ontario/Canada Energy Mission to Australia. The mission will include exhibiting at the All-Energy Australia 2011 (http://www.all-energy.com.au/Exhibitor_profile), Australia's largest clean energy conference and exhibition held in Melbourne (October 12–13, 2011). Prior to or immediately after All-Energy Australia 2011, the mission will visit several key cities in Australia; the program may extend to New Zealand for further market/opportunity development.

Mission activities include business briefings, presentations at technical seminars, showcasing opportunities, one-on-one meetings, networking events and site visits. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients throughout the mission. Ontario companies or organizations supplying to the clean energy industries (equipment, components and specialist services providers) will benefit from the mission.

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Direc 2011 and Clean Tech mission to India

August 8–12, 2011

New Delhi, Ahmedabad and Mumbai

The International Trade Branch will lead a delegation of 8–12 Ontario companies specializing in renewable energy and environmental technologies to participate in the Direc 2011 exhibition in New Delhi and the clean tech mission to key locations in India. The mission program will enable Ontario companies to meet with potential customers and partners.

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Environment and Energy – Middle East

The World Petroleum Conference

December 4–8, 2011

Doha, Qatar

The triennial World Petroleum Congress is the most significant global exhibition dedicated to the oil and gas industries. The programme addresses all aspects of the industry, from technological advances in upstream and downstream oil and gas operations, to the role of natural gas, renewable and alternative energy, the management of the industry and its social, economic and environmental impact. Known as the “Olympian Event of the Oil and Gas Industry”, the event attracts more than 4,000 delegates from industry, government, NGOs and international institutions, as well as 600 media and 550 presenters.



Environment and Energy – Middle East (cont'd)

Held in parallel to and at the same venue as the Congress, the World Petroleum Exhibition, incorporating the Global Business Opportunities Centre, features exhibits from the national committees of the World Petroleum Council and the largest independent and oil and gas companies, as well as international and regional service companies and manufacturers. Spread over 35,000 sq.m., the exhibition is expected to attract 500 exhibitors and over 12,000 visitors. This is the first time the event has been held in a member state of the Gulf Cooperation Council. Ontario will participate as part of the Canada Pavilion. Ontario companies interested in exhibiting in this major international event are requested to contact the International Trade Branch.

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World Future Energy Summit

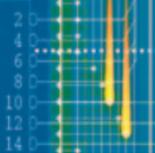
January 16–19, 2012

Abu Dhabi, United Arab Emirates

The International Trade Branch will host the Ontario, Canada Pavilion at the World Future Energy Summit (WFES) in Abu Dhabi, United Arab Emirates. WFES will showcase the latest innovations and cutting edge technologies/systems for renewable and sustainable energy alternatives. The 2011 summit attracted over 26,000 attendees from 137 countries, a 6.5 per cent increase over 2010. Exhibitors have also recognised the role the event plays in helping facilitate networking and investment opportunities. Sectors represented include solar, wind, environment, green building and carbon capture, while national pavilions were hosted by countries including Canada, Denmark, Germany, Hong Kong, India, Italy, Japan, China, France, Norway, Singapore, Spain, the USA and the UK.

World Future Energy Summit, the world's platform for sustainable future energy solutions, provides an ideal networking event for industry leaders, investors, scientists, specialists, policymakers and researchers to discuss the challenges of, and actions to address the increasing demand for energy. Ontario companies interested in exhibiting in this major international event are invited to contact the International Trade Branch.

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Information Technology – United States

Telecom mission to ITW

May 23–25, 2011
Washington, D.C.

Eight experienced Ontario telecom providers are invited to join a trade mission to the International Telecom Week (ITW) in Washington D.C. (www.internationaltelecomsweek.com). In 2010, ITW attracted over 5,000 delegates from 140+ countries from Tier 1, Tier 2 and Tier 3 carriers, mobile/wireless operators, ISPs, VoIP providers and technology partners from the voice, data, satellite, sub-sea and fixed line markets. Benefits include turn-key exhibit space in the award-winning Ontario Pavilion (# 701) and value-added services as well as one full conference pass per company.

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Incoming Delegation – Systems Integrators

July 2011 (Dates TBA)
Ontario

Innovative Ontario-based suppliers of IT products and services will have to the opportunity to meet one-on-one with major U.S. systems integrators.

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IT Security mission to ASIS

September 12–14, 2011
Orlando, Florida

For the third consecutive year, eight Ontario IT security companies are invited to join the Ontario mission to ASIS 2011 (www.asisonline.org). ASIS is the premier security event attracting more than 23,000 security professionals and hosting the largest marketplace of security technologies, products and services. Benefits include turn-key exhibit space in the award-winning Ontario Pavilion (# 1735) and value-added services including a program targeting Latin American companies.

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Information Technology – United States (cont'd)

Cloud Mission to Interop

October 4–6, 2011

New York City

Eight Ontario-based companies in the Cloud Computing and IT for financial services sectors are invited to join the Ontario mission to Interop 2011 in New York City (www.interop.com/newyork). With over 200 exhibitors, Interop attracts 7,000 channel managers, business managers and IT executives. Benefits include turn-key exhibit space in the award-winning Ontario Pavilion (# 423), value-added services and participation in bilateral tables.

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Wireless Mission to CTIA

May 8–10, 2012

New Orleans, Louisiana

Eight Ontario companies from the wireless sector will exhibit within the award-winning Ontario Pavilion at CTIA Wireless (www.ctiawireless.com) and receive several value-added benefits. CTIA draws tens of thousands of professionals every year, hosts over 1,000 exhibitors and attracts more than 1,100 press and analysts worldwide, representing all facets of the wireless and communications sectors.

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Information Technology – Europe

Ontario Delegation to IFSEC

May 16–20, 2011

Birmingham, UK

Five Ontario companies will participate in the Ontario Pavilion at IFSEC, the UK's leading trade show featuring the latest security technology and products. IFSEC attracts over 650 exhibitors and more than 22,700 visitors from 130 countries. Ontario participants will benefit from two networking events organized for them at the exhibition as well as one-on-one business partnering meetings.

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Ontario Mission to MIFA

June 8–10, 2011
Annecy, France

MIFA is a key event for the world's animation industry (www.annecy.org/home). Buyers of animation production from approximately 30 countries attended MIFA 2010, including Australia, Canada, China, France, Germany, Italy, Japan, Korea, Spain and the UK. Among the 7,300 participants in 2010, over 375 were C-level executives from animation and broadcasting companies from around the world. Confirmed participants in MIFA 2011 include: Autodesk, Disney, Dreamworks, France Television, Pixar and Sony Pictures. The Ontario Mission to MIFA 2011 will provide a unique opportunity to showcase your company at the MIFA International Animation Film Market Show, and enhance your company's visibility in the global animation marketplace.

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Ontario Mission to IBC

September 12–14, 2011
Amsterdam, The Netherlands

IBC (www.ibc.org) is second only to NAB (Las Vegas) as a show for electronic media. IBC is the premier annual event for professionals engaged in the creation, management and delivery of entertainment and media content worldwide. 1,300 exhibitors and more than 48,000 visitors from over 140 countries participated in the 2010 edition of IBC. The Ontario Partnering Mission to IBC 2011 will provide a unique opportunity to showcase your company's know-how and technology to potential business partners; meet one-on-one with key decision-makers from Dutch/European companies (participants on the mission will be able to pre-approve the proposed one-on-one meetings); obtain market briefings on The Netherlands/Europe from industry experts; attend industry networking functions; participate in site visits; and attend the IBC Exhibition and Conference.

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Information Technology – Europe (cont'd)

DSEi (Defence Supplies & Equipment International)

September 13–16, 2011

London, UK

The International Trade Branch (ITB) will organize an Ontario Pavilion for 6–8 companies at DSEi 2011. DSEi is the UK's largest defence sector event, attracting over 1,200 exhibitors and 25,000 attendees from 27 countries. Ontario exhibitors will be located in a fully fitted and serviced 72 sq.m. pavilion in a prime location in the Canada area. In partnership with the Canadian High Commission and CADSI, the sector association, the ITB will co-organize one-on-one business meetings, a seminar and a networking reception. These initiatives will assist the participating Ontario companies to identify potential clients, distributors and business partners in the UK.

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CeBIT Eurasia

October 5–9, 2011

Istanbul, Turkey

The International Trade Branch will lead the Ontario information and telecommunications technology mission to participate at CeBIT Eurasia 2011 in Istanbul and business program activities developed in conjunction with the trade show. The mission is organized in partnership with the Canadian Embassy in Ankara. CeBIT Eurasia is the largest and most important Information & Communications Technologies (ICT) trade show in the region after CeBIT Hannover in Germany.

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E-Health Buyers from the Nordics

November 2011 (Dates TBA)
Ontario

A delegation of key system integrators and business partners from the Nordic countries will visit Ontario to meet with e-health suppliers.

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IT Mission to the UK and Nordics

January 2012 (Dates TBA)

A trade mission of Ontario IT companies is being planned for January 2012 to the UK and Nordics (Denmark, Finland, Norway and Sweden). Site visits and meetings with potential business partners will be arranged for mission participants. Details will be available at a later date.

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Mobile World Congress (MWC) 2012

February 27–March 1, 2012
Barcelona, Spain

The Mobile World Congress, the world's leading mobile communications conference and exhibition, provides the key platform to network with the industry, introduce your company's technology and learn about new products and services. In 2011, Mobile World Congress hosted over 60,000 international mobile professionals from Europe, North America, Asia Pacific, Middle East, Africa and Latin America, of whom 58% were senior level executives. In addition, over 2,900 international print, web and broadcast media reported from the event. The Ontario Pavilion at Mobile World Congress 2012 will feature 13 companies.

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Information Technology – Europe (cont'd)

CeBIT 2012

March 6–10, 2012
Hannover, Germany

CeBIT, Hannover is the world's most well-known and influential ICT trade fair, with 4,300 exhibitors (including 2,365 from abroad) and 400,000 visitors. Ontario ICT companies and service providers at CeBIT have the opportunity to tap into opportunities in the European Union, Asia, the Middle East and the Americas. At CeBIT 2012, the Government of Ontario will once again offer Ontario companies cost effective turnkey space and value-added services on site.

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Information Technology – Africa

Videoconference on South and Southern Africa's Telecom Industry

June 21, 2011

Ontario telecom providers are invited to join this videoconference being held in Toronto and Ottawa with connections to Johannesburg in South Africa and Washington, D.C. The event will provide information on business opportunities in South and Southern Africa's telecom industry from the World Bank and the International Finance Corporation, South African telecom operators, local trade commissioners and Ontario companies with export experience.

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Africa Com 2011

November 9–10, 2011
Cape Town, South Africa

In 2010, fifteen Ontario companies attended Africa Com, this region's premier telecom tradeshow that attracts over 5,000 global operators, suppliers and potential partners.

The International Trade Branch is working with Foreign Affairs and International Trade Canada (DFAIT) to organize a Canadian/Ontario Pavilion.

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Information Technology – Asia

CommunicAsia, Singapore and Telecom Trade Mission to Vietnam

June 15–24, 2011

Singapore, Hanoi and Ho Chi Minh City.

The International Trade Branch is pleased to invite you to join the Ontario Showcase within the Canadian Pavilion at CommunicAsia2011 (June 21–24). CommunicAsia/BroadcastAsia is the region's premier forum addressing ICT and digital convergence (www.communicasia.com). The event will be preceded by a full day ICT Partnering Forum organized by the Canadian High Commission in Singapore on Monday, June 20. Prior to CommunicAsia the delegation will travel to Vietnam to meet with the major telecommunications carriers in Hanoi and Ho Chi Minh City (June 15–17).

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Wireless Mission to Japan and South Korea

Fall 2011 (Dates TBA)

Ontario companies supplying wireless communications and computer software would benefit from the mission. The mission will travel to selected cities in Japan and South Korea. Mission activities include business briefings, presentations at technical seminars, one-on-one meetings, networking events and site visits. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients throughout the mission.

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Information Technology – Asia (cont'd)

India Telecom Mission

December 5–9, 2011

New Delhi and Mumbai

A delegation of eight Ontario companies will visit key players in the telecommunications industry in India. Cities visited will be New Delhi and Mumbai and site visits and meetings with the major operators and key resellers for this industry will be arranged for the delegates. Delegates will also exhibit in the Ontario Showcase within the Canadian Pavilion at India Telecom (www.indiatelecom.org) in Delhi.

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Information Technology – South America

Incoming Telecom Mission from Nextel Peru

June 13–17, 2011

Ontario

The International Trade Branch, in partnership with DFAIT, will host a buyers mission from Nextel Peru. Seminars and one-on-one meetings will be held in both Toronto and Ottawa.

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IT Security/Telecom Trade Mission to Futurecom 2011, Brazil and Peru

September 2011 (Dates TBA)

Sao Paulo, Rio de Janeiro and Lima

A delegation of select Ontario IT security/telecom companies will participate in a trade mission to Lima, Peru, and Rio de Janeiro, Brazil, followed by participation in Brazil's Futurecom Show in Sao Paulo. (www.futurecom.com.br/2011/en).

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Incoming Brazilian Digital Media Mission

Fall 2011 (Dates TBA)

The International Trade Branch, in partnership with DFAIT, will host a digital media mission related to services/apps for the World Cup and Olympic Games.

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Information Technology – Middle East

Gulf Information Technology Exhibition (GITEX)

October 9–13, 2011

Dubai, United Arab Emirates

The International Trade Branch, in partnership with the Canadian Consulate General to the United Arab Emirates in Dubai, will be hosting the Canada Pavilion at the Gulf Information Technologies Exhibition (GITEX) in Dubai, United Arab Emirates. GITEX is the largest and most successful ICT exhibition in the Middle East. Exhibiting within the Canadian Pavilion enables small-to-medium sized companies to make an impact and gain visibility cost effectively at this prominent trade show. Space is limited to 200 square metres; the first 20 qualified companies to register will be eligible to purchase exhibit space within the Canadian Pavilion.

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Life Sciences – USA

Western States Health e-Connections Summit

April 10–12, 2011
Phoenix, Arizona

The International Trade Branch will lead a Healthcare IT mission to participate in the E-Health Summit in Phoenix. The program will include a market briefing and business partnering meetings.

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BIO 2011

June 27–30, 2011
Washington, D.C.

The Ontario Ministry of Economic Development and Trade, in partnership with the Ontario Ministry of Research and Innovation, is organizing the participation of Ontario companies in the Ontario showcase at the annual meeting and trade exhibition of the Biotechnology Industry Organization (BIO). The Ontario showcase is located within the Canada Pavilion.

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Medical Device Mission to Washington, D.C.

September 26–28, 2011

In cooperation with the Canadian Embassy in Washington, the International Trade Branch will organize a mission of 5–6 companies to attend AdvaMed in Washington, D.C., the leading medical technology conference in the USA. The program focuses on medical devices, diagnostic products and health information systems.

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HIT Mission to Washington, D.C., Philadelphia and New York City

November 2011 (Dates TBA)

Organized in cooperation with the Canadian Embassy in Washington, D.C. and the Canadian Consulates in Philadelphia and New York City, the mission program for companies with experience in the USA will focus on the Healthcare IT market opportunities in the key life sciences clusters in Washington, D.C., Philadelphia and New York City.

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RSNA

November 27–December 1, 2011
Chicago, Illinois

The International Trade Branch will organize a mission of 6–8 companies to exhibit at RSNA 2011. The Radiological Society of North America is the world's premier scientific and educational event for radiology. RSNA provides exhibitors with the opportunity to identify potential customers and distributors. RSNA 2010 attracted over 58,000 medical and scientific professionals from five continents. The International Trade Branch, in cooperation with the Canadian Consulate General in Chicago will organize an Ontario Pavilion and one-on-one business partnering meetings.

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Life Sciences Mission to Minneapolis

December 6–7, 2011
Minneapolis, Minnesota

The Minneapolis area has emerged as one of the major life science clusters in the United States. Minnesota is home to a wide range of leading life science companies that offer potential business opportunities for Ontario companies. The International Trade Branch, together with the Canadian Consulate General, Minneapolis, will organize a program of market briefings and partnering meetings for Ontario companies. The mission provides export-ready Ontario companies a unique opportunity to expand their business in one of the top markets in the US for medical devices.

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Life Sciences – USA (cont'd)

HIMSS 2012

February 20–24, 2012

Las Vegas, Nevada

The International Trade Branch is organizing an Ontario Pavilion designed to accommodate 12 export-ready companies at the Annual Meeting and Trade Show of the Health Information Management Systems Society (HIMSS). HIMSS is the premier Healthcare IT (HIT) trade show in the world. HIMSS attracts over 30,000 attendees and 800 exhibitors. It offers Ontario HIT companies a unique opportunity to identify partners and potential business opportunities.

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BioPartnering North America

February 26–29, 2012

Vancouver

BioPartnering North America (BPN) has emerged as one of the most successful biotech partnering events, attracting primarily US but also international participation. Life science partnering meetings are one of the most important and economical ways for small biotech firms to identify partners. The mission, organized in cooperation with the Ontario Bioscience Industry Organization (OBIO) and other partner organizations, is open to 5–6 companies.

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Life Sciences – Europe

CE Certification Seminar

September 21, 2011
Toronto, Ontario

This workshop is designed to assist Ontario exporters of medical products to obtain CE certification for the European Union.

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MEDICA

November 16–19, 2011
Düsseldorf, Germany

MEDICA, the World Forum for Medicine International Trade Fair and Congress, is the world's largest annual medical technology trade show. MEDICA 2010 attracted 4,300 exhibitors from 59 countries and 138,000 trade visitors (45% from outside of Germany) from 100 countries. The industry's entire spectrum is covered in application-related areas and workshops. Ontario Group exhibits are planned in Hall 4 (Physiotherapy/Orthopaedic Equipment), Hall 6 (Disposables, Commodities, Textiles) & Hall 16 (Medical Technology).

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Life Sciences – Middle East

Hospital Build Middle East

June 13–15, 2011

Dubai, United Arab Emirates

Hospital Build is the fastest-growing, global business-to-business platform dedicated to bringing together investors, commissioners, backers and managers of healthcare-related building projects with key players in planning, design, construction, operations, management, supply and refurbishment. As investment in the region's healthcare infrastructure continues to rise, Hospital Build Middle East 2011 is expected to attract more than 100 exhibitors and 4,500 visitors, as well as more than 600 conference delegates.

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Arab Health

January 23–26, 2012

Dubai, United Arab Emirates

The Arab Health exhibition and congress is the premier health sciences event for the Middle East, bringing healthcare product manufacturers, wholesalers, dealers and distributors together with key decision-makers. The exhibition is a key event in the international healthcare calendar and offers an ideal environment for companies to showcase their products in one of the world's fastest growing healthcare markets. Arab Health attracts over 2,000 exhibitors from more than 65 countries and 55,000 healthcare professionals. An estimated 25% of participants came from countries outside of the Middle East.

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International Financial Institutions

Energy/Power Mission to the World Bank and IDB, Washington, D.C. and to UN Agencies in New York City

October 23–28, 2011

The mission will enable six Ontario companies in the energy sector to explore the opportunities to participate in projects funded by the World Bank, the Inter-American Development Bank (IDB), other International Financial Institutions and UN agencies.

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Environmental Mission to Washington, D.C.

January 2012 (Dates TBA)

The mission will enable six Ontario companies in the environmental sector to explore the opportunities to participate in projects funded by International Financial Institutions (IFI).

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Mining – Mexico and South America

Incoming Chilean Procurement Mission – Mining Equipment and Services

October/November 2011 (Dates TBA)

The International Trade Branch, in partnership with the Ministry of Northern Development, Mines and Forestry, Export Development Canada and the Foreign Affairs and International Trade Canada (DFAIT) will host buyers from Abastemin Chile to hold meetings in Ontario.

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Incoming Buyers Mission to PDAC

March 2012

Toronto, Ontario

Incoming Buyers from Mexico and South America will be introduced to potential Ontario suppliers of mining equipment and services.

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Expominera 2011, Acapulco, and Mining Mission to Mexico

October 26–29, 2011 (Dates TBA)

The International Trade Branch, in partnership with the Ministry of Northern Development, Mines and Forestry and the Canadian Association of Mining Equipment and Services for Export (CAMESE) will showcase Ontario companies at Expominera 2011 Mining Show. Expominera is the largest mining show in Mexico. One-on-one meetings will be organized for the Ontario exhibitors.

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Mining – Russia

Conference on Mining in Russia and Central Asia

March 2012 (Dates TBA)
Toronto, Ontario

Held in conjunction with Prospectors and Developers Association of Canada (PDAC), the seminar will be organized in partnership with the Canada Eurasia Russia Business Association (CERBA), Natural Resources Canada and the Department of Foreign Affairs and International Trade Canada. The annual mining event will offer a full day program dedicated to developments in the mining sector in Russia and Central Asia and the opportunities for Canadian companies. Participants include representatives of leading mining companies, investors, and suppliers from Canada, Russia and Central Asia.

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Mining – Asia

China Coal & Mining Expo and Ontario Mining Equipment and Services Mission to China

October 28–November 5, 2011
Beijing, Taiyuan, Xi'an and Baotou

The International Trade Branch, in partnership with the Ontario Ministry of Northern Development, Mines and Forestry and the Embassy of Canada in China, is pleased to invite Ontario mining companies to participate in the Ontario Mining Equipment and Services Mission to China.

The mission will include exhibiting at the China Coal & Mining Expo 2011, October 28–31, 2011 in Beijing (www.chinaminingcoal.com/2009/en/home), the largest coal mining exhibition in China, followed by a business development mission to Taiyuan (Shanxi province), Xi'an (Shaanxi province) and Baotou (Inner Mongolia), all of which are mining-rich areas in China. Interested companies will also have the option to participate in China Mining Expo 2011, one of the largest mining expos in the world, scheduled November 6–8, 2011 in Tianjin (www.china-mining.org/en).

Mining – Asia (cont'd)

Mission activities include market briefings, presentations at technical seminars, showcasing opportunities, one-on-one meetings, networking events and company/site visits. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients. Suppliers to the mining industry, including mining equipment, technology and service providers would benefit from the mission.

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Mining – Australia

Ontario Mining Mission to Australia and New Zealand

September 6–15, 2011
Sydney and Auckland

The International Trade Branch, in partnership with the Ontario Ministry of Northern Development, Mines and Forestry, the Canadian High Commission to Australia, the Canadian Consulate in Auckland, the Canadian Association of Mining Equipment and Services for Export (CAMESE) and the Sudbury Area Mining Supply and Service Association (SAMSSA), is pleased to invite Ontario mining suppliers to participate in the Ontario Mining Equipment and Services Mission to Australia and New Zealand. The mission will include exhibiting at the Asia-Pacific's International Mining Exhibition (AIMEX, held in Sydney September 6–9, 2011), one of the largest mining events in Asia Pacific region. Prior to or immediately after AIMEX, the mission will visit a few key cities in Australia and New Zealand for further market development purpose.

Mission activities will include business briefings, presentations at technical seminars, showcasing opportunities, one-on-one meetings and networking events. Mission participants will gain valuable market information, explore potential partnerships and meet with key clients throughout the mission. Suppliers of equipment and technology to the mining industry and service providers would benefit from the mission.

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New Exporters to Border States (NEBS) Missions

May 18–19;
September 21–22;
November 16–17, 2011;
and February 15–16, 2012
Buffalo, New York

The New Exporters to Border States (NEBS) program is a practical, hands-on introduction to the basics of exporting to the United States. Organized by the International Trade Branch in co-operation with the Canadian Consulate General in Buffalo, the two-day NEBS mission provides Ontario manufacturers, distributors, agents and other business professionals with up-to-date information on topics such as U.S. travel and immigration requirements, currency exchange, business planning, taxation and legal considerations, and U.S. Customs clearance procedures. Participants will also be introduced to provincial and federal government export programs and services.

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NEBS Seminars

Spring and Fall 2011
Winter 2012
Ontario

The New Exporters to Border States (NEBS) seminar is designed to give Ontario manufacturers, distributors, agents and other business professionals the tools they need to expand their business across the border. Key topics include border issues such as U.S. travel and immigration requirements, currency exchange, business planning, taxation, and legal considerations, and U.S. Customs clearance procedures. Participants will also be introduced to provincial and federal government export programs and services. Four half-day seminars will be delivered across Ontario.

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First Steps in Exporting Seminars

Spring and Fall 2011

Winter 2012

Ontario

The First Steps in Exporting seminars target companies either preparing to export or very new to the export process. Topics include: Export readiness diagnostics; exporter skills; sources for preliminary market research; export plan development; and government programs and services for new and potential exporters. Fifteen seminars will be delivered across Ontario.

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U.S. Customs Documentation Seminars

Spring and Fall 2011

Winter 2012

Ontario

The U.S. Customs Documentation seminar will provide Ontario manufacturers with practical, hands-on information to help them understand the customs documentation requirements of U.S. Customs and Border Protection (CBP) in order to clear goods into the United States. Information provided includes what is happening at the border; the role of CBP and Customs Brokers; the responsibilities of manufacturers as the Importer of Record; tariff classifications, Country of Origin, NAFTA and record keeping; an overview of the costs such as duty rates, MPFs and Surety Bonds; plus an overview of ACE, C-TPAT, PIP and other customs compliance programs. Information on federal and provincial government programs and services to assist you in exporting will also be presented. Four seminars will be delivered across Ontario.

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For more information, please visit our website
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