



Update June 2006

Business Opportunities

Argentina

Industry: Automotive parts

Some automakers are transferring investments from Brazil to Argentina to benefit from lower production costs and the rapidly growing domestic market. This is exactly the opposite situation of what happened ten years ago, when the local currency was pegged to the dollar and investments were directed to Brazil.

The strong position of the Brazilian Real vis-à-vis U.S. Dollar and the Argentine Peso is making Argentina a more attractive place to produce. This country is also attractive because of its growing car market. Argentine vehicle output is expected to grow by 40 percent reaching 450,000 units in 2006.

The automotive industry has been one of the pillars of the economic recovery in Argentina. Such companies as Volkswagen, Fiat and Peugeot Citroen have recently or will move productions into Argentina. Services, accessories and spare parts will likely be compatible industries affected by this growth.

For more information, click [here](#).

Canada

Industry: Architecture, Construction and engineering

Since Canada launched LEED (Leadership in Energy and Environmental Design) certification process in 2003, an immense pent-up demand for “green” buildings has developed. Numerous real estate developers are applying to have their projects certified as meeting environmentally friendly green standards.

Ontario is going through an energy crisis and although its electrical power supply is one of the largest in North

America, serving power to more than 12 million people, the demand for energy is surpassing the supply of 25,805 MW (of which 1040 MW is imported) that is currently available. Ontario government’s Ministry of Energy and the Ontario Conservation Bureau have recognized that these intelligent buildings are a practical way to conserve energy, lower costs and reduce GHG (greenhouse gases) emissions.

Manufacturers of green building products and architectural/engineering green building/sustainable design firms should not overlook opportunities that have been created by the Canadian green building fever. To assist foreign firms explore Canada’s green building market, the U.S. Commercial Service in Canada is developing several export programs in 2006 and 2007 that are targeted for the green building/sustainable design market segment.

For more information, click [here](#).

Canada

Industry: Access Control Equipment and Electronic Safety

The fast-changing Canadian access control systems market presents extremely strong potential for U.S. exporters. The growth in the market will continue to be in electronic physical access control systems, especially using biometrics, smart cards and non-contact technology, which can also be used to secure data system access.

As security concerns continue to soar throughout the world since the attacks of September 11, 2001, the fast changing Canadian access control systems market presents extremely strong potential for exporters. Advanced American security technology has allowed U.S. firms to offer products that are more efficient and effective relative to their counterparts in Canada.

The total market in Canada for access control equipment for 2005 was approximately US \$532 million, with a growth potential of 8-10 percent predicted through 2008. Since Canadian companies focus on export, the market is over 95 percent dominated by imports, and U.S. imports of US \$217 represented 41 percent of the total Canadian market in 2005. While the market includes locks, keys, automatic garage doors and alarm systems, the growth in the market will continue to be in electronic physical access control systems, led by biometric, smart card and other non-contact technology together with software that can be used to secure both physical access to facilities and access to data stored on computers.

For more information, click [here](#).

Mexico

Industry: Energy, Transportation and Communication

The government of Mexico is launching a series of infrastructure projects throughout the country and opportunities are available to companies that can provide equipment, supplies and services in the energy, transportation and communication industries.

Several of these projects will start soon while others are not scheduled to begin until later in the year or into next year. However, bid and proposal deadlines are as early as July 2006. These projects show great promise in revamping the outlook and productivity in Mexico. Included are the construction of hydroelectric and wind power plants, new airport terminals, airport maintenance management systems and petroleum platforms.

For more information, click [here](#).

Peru

Industry: Plastics

The total market for plastic materials and resins (PMR) in Peru has increased to US\$ 581.2 million in 2005. For the most part, the market consists of imports. Resins are not manufactured locally. During the 2004-2005 year, overall imports grew 23% on a cumulative basis.

The estimated increase in the demand for plastics and resins will reach 15% in the coming years (2006-2007). New uses for plastic products, especially in packaging and building sectors, will drive the demand of plastic materials and resins. According to industry specialists, flexible packagings for perishable and non-perishable goods, as well as plastic building products, are market

segments that offer high potential for plastic materials suppliers.

For more information, click [here](#).

Trade Events

Belize

Industry: Multiple industries

Belize's surge in tourism and growing economy created a demand for products including souvenir/tourist related items, technology products, and franchise opportunities. Land development opportunities exist for foreign investors. Newly found oil gives Belize a tremendous new source of income/investment positioning. This Mission will coincide with the Belize Trade Expo "Beltraide" and will involve government receptions, business networking, business matching and other activity.

This event will be held in Belize City, September 16-23, 2006.

For more information, click [here](#).

Bolivia

Industry: Multiple Industries

Expo Cruz is the largest multi-sector, international trade fair in Bolivia. Over 2,000 exhibitors participate in this yearly event with over 450,000 visitors.

Expo Cruz has grown considerably over the years thanks to the steady support of outstanding businessmen in Santa Cruz who are grouped together in the Chamber of Industry and Commerce and in the Chamber of Agriculture for Eastern Bolivia.

The Business Round Table is a yearly event that takes place simultaneously with Expo Cruz. Over 600 companies interested in selling their products participate in this important event with over 1,500 interested purchasing companies. It yearly registers 82.4 million dollars in transactions.

This event will be held in Santa Cruz de la Sierra, September 22- October 1, 2006

For more information, click [here](#).

Brazil

Industry: Safety and Security Equipment, Telecommunications

International Security Conference Brazil is one of the most important Brazilian Security Conference & Exposition for the security industry. The conference will focus on the latest product advancements and security solutions. Brazil will provide both exhibitors and visitors with a security event dedicated to one of the fastest growing market places in the world. The security industry is growing rapidly and is estimated over \$920 million and growing 10% annually.

ISC Brazil is more than a trade show, it's an event designed to offer a comprehensive educational program on the issues that are critical to local security professionals. This conference and expo is the place to be to meet potential customers and sell to the fast growing security market in the world!

This event will be held in São Paulo, August 30-September 1, 2006

For more information, click [here](#).

Canada

Industry: Architecture, Engineering and Construction

The U.S. Commercial Service of the U.S. Consulate General in Vancouver and in Toronto invites qualified U.S. architectural firms to participate in the first-ever two-city stop, U.S.-Canada Architectural/Engineering (A/E) Partnering Seminar.

Take advantage of this unique opportunity to make a presentation to Canadian architectural firms in Toronto and Vancouver on how your company's Leadership in Energy and Environmental Design (LEED) or sustainable architectural projects will enhance the Canadian landscape. Network with Canadian architectural colleagues and explore business partnerships with Canadian firms in order to pursue projects in Canada, the United States and in international markets.

This event will be held in Toronto, Ontario, September 18-20, 2006.

For more information, click [here](#).

Chile

Industry: Education/Training Services

Expo Ingles 2006 is the second version of a Chilean trade show exhibiting English teaching programs and systems. This show is a result of the growing need for Chileans to acquire or improve English language skills. The Chilean government, as well as the private sector, has a special interest in training the workforce, at all levels, in English language skills.

This event will be held in Santiago, September 7-9, 2006.

For more information, click [here](#).

Useful Websites

Financial Times

This online resource, along with a daily-published periodical, has current world business, political and financial news. There is a certain section that provides data on current and emerging markets.

Economic Commission of Latin America and the Caribbean (ECLAC)

The ECLAC was founded for the purposes of contributing to the economic development of Latin America, coordinating actions directed towards this end, and reinforcing economic relationships among the countries and with the other nations of the world. It is one of five regional commissions of the United Nations. This website provides news, documents and research about the progress of these countries and a calendar of activities in various locations.

Dismal Scientist

For economic indicators, forecasts, analysis or the latest news, the Dismal Scientist provides all this about all regions of the world. Also, check out the Global Report Cards and Business Outlook sections.

FUSE

Featured **U.S. Exporters** (or **FUSE**) is a directory U.S. products featured on U.S. Commercial Services websites around the world. It gives your company an opportunity to target specific markets in the local language of business. Currently, listings are offered to qualified U.S. exporters seeking trade leads in over 50 markets around the world.