



FOREIGN AFFAIRS AND INTERNATIONAL TRADE CANADA PRESENTS:

ENVIRONMENT SECTOR: NAVIGATING U.S. GOVERNMENT CONTRACTS FOCUS ON THE MIDWEST AND NORTHWESTERN STATES

February 4, 2009 – Vancouver, BC

Foreign Affairs and International Trade Canada invites you to a half-day morning seminar on U.S. Government contracts and opportunities focused on the environment sector. Particular focus will be on the waste and wastewater and alternative energy sectors, and speakers will discuss the current states of environmental initiatives in Midwest and Northwestern U.S. States.

Afternoon one-on-one meetings are available with each speaker upon request.

Speakers

JUDY BRADT, Washington-based Principal of Summit Insight, www.summitinsight.com, will present **U.S. Government Contracts: The Practical Jump Start Seminar**. Judy delivers action-focused tactics based on over 20 years of experience advising over 6,000 clients to more than \$200 million of success in government contracts.

JANE SHAW, Business Development Officer with the **Canadian Consulate General in Seattle** since 1981, covering the Environment and Energy sectors for the Pacific Northwest States of Washington, Oregon, Idaho and Alaska.

STAN PENCE, Business Development Officer covering the Energy, Environment and Mining sectors at the **Consulate General of Canada in Denver** responsible for Canada - U.S. trade relations in the states of Colorado, Utah, Montana and Wyoming.

This session is designed to enable you to:

- ✓ **Decide if these markets are for you -- learn what success will take;**
- ✓ **Understand how U.S. government agencies buy -- get inside buyers' heads so you can get inside their offices;**
- ✓ **Discover winning tactics for advance intelligence on opportunities and competitors;**
- ✓ **Strengthen your unique value proposition for more successful partnerships and relationship development; and**
- ✓ **Best position your organization to take advantage of current and future opportunities in the U.S.**

DATE / TIME: Thursday, February 4th, 2010
Registration and coffee: 8:00 a.m. to 8:30 a.m.
Seminar: 8:30 a.m. to 12:00 p.m.
One-on-One Meetings: 12:30 p.m. to 3:00 p.m.

LOCATION: Sutton Place Hotel
Versailles (Salon) B
845 Burrard Street
Vancouver, BC

COST: **FREE** (*Space is limited*)

TO REGISTER FOR THE SEMINAR AND / OR A ONE-ON-ONE MEETING WITH ANY OF THE SPEAKERS, PLEASE REGISTER BY MONDAY, FEBRUARY 1 BY CONTACTING:

Rosina Neves
604.666.0434
rosina.neves@international.gc.ca

FOR MORE INFORMATION CONTACT:

Adeline Leung, Trade Commissioner – Environment
Foreign Affairs and International Trade
604.66.388
adeline.leung@international.gc.ca



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