



Chambre de commerce
du Montréal métropolitain
Board of Trade of Metropolitan Montreal

Global business opportunities in the construction industry

Seize business opportunities in the construction-related sectors in Europe and USA

Montréal, 2013

- Preliminary program -

7:00 a.m. Registration and breakfast

7:50 – 7:55 a.m. Opening remarks
Board of Trade of Metropolitan Montreal

SEIZING BUSINESS OPPORTUNITIES IN THE AMERICAN MARKET

8:00 – 8:45 a.m. How to sell to American specifiers
Stéphane Forget
Owner
America Trade Solutions

8:45 – 9:30 a.m. LEED on the international market
Josée Lupien
President
Vertima

TRENDS AND STANDARDS IN THE EUROPEAN MARKET

9:30 – 10:00 a.m. Impact of the Canada-European Union free trade agreement (introduction and update of the future standards)
Alain Lombard
Representative in France for Canada Mortgage and Housing Corporation (CMHC)
Owner and founder, PAN Consulting

- Business opportunities in Western Europe (France, England, Spain)
- Business opportunities in Eastern Europe (Germany, Poland, Russia, Nordic countries)

10:00 – 10:20 a.m. Networking break

10:20 – 11:00 a.m. Public procurement and tenders on the U.S. and European markets
Speakers to be confirmed

11:00 – 11:50 a.m. Panel (two Quebec companies, one established in Europe and one in the United States)

11:55 a.m. – 12:05 p.m. Closing remarks and networking



L'équipe d'experts en commerce international
de la Chambre de commerce du Montréal métropolitain
Le WTC Montréal reçoit le soutien financier de Développement économique Canada.