

INTERNATIONAL BUSINESS DEVELOPMENT (IBD) POST-EVENT REPORT FOR ICOLD 2018 CONGRESS IN VIENNA, AUSTRIA

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Canadian participation in this event was partially funded through Global Opportunities for Associations (GOA) of Global Affairs Canada, as part of the Canadian Dam Association (CDA) international business development plan.

This report describes the findings of the CDA representatives in terms of CDA objectives for international participation and promotion of Canadian expertise. Also included are the results reported by participating Canadian companies, in terms of measures identified in the GOA application.

Summary

The ICOLD Annual General Meeting is a premier event to establish and enrich international contacts and promote Canadian expertise in the field of dam engineering. Almost 1500 delegates from 80 countries attended the exhibition hall, committee meetings, workshops, symposium, congress, general assembly and social events. This included 38 Canadians from 20 companies. CDA and 4 Canadian companies hosted booths in the Exhibition.

Approximately 400 copies of CDA's international business development (IBD) brochure (prepared with funding from the 2017-2018 GOA program) were distributed at the booth and to selected individuals from the target markets of Central and South America, Africa, and the Indian sub-continent, as identified in CDA's IBD strategy.

CDA and the Canadian Trade Commission hosted a networking lunch event, attended by about 60 people, giving all Canadian delegates an exclusive opportunity to meet invited guests.

The CDA booth in the Exhibition was staffed full time with at least one CDA representative and received a high level of delegate interest over the 4 days. The other CDA representative focused on attending meetings of technical committees and regional groups, as well as special meetings arranged in advance.

The level of participation in the technical committees is an indication of the leadership role that CDA and Canadian engineers are taking in the field of dam engineering. Canadian representatives on committees were provided with materials to present at meetings. Experienced CDA delegates at ICOLD are also routinely sought out to help delegates from other countries understand the ICOLD organization and receive introductions so they can participate more fully in the technical committees and expand their knowledge. This is another way that CDA can further promote the reputation of Canadian engineers and begin collaboration and communication.

An article was prepared for the quarterly CDA Bulletin, reporting on the Vienna event and other international business development initiatives underway. This article will be distributed to over 2000 individuals and companies.

Measures of Success

<i>Measures Identified in GOA application</i>	CDA	Company A	Company B	Company C	Company D	<i>Description</i>
Number of potential clients identified for follow-up		22		10	11	Hydropower
		5	2	5		Other water dams
		2	5	5	12	Mining dams
		8	5	20	1	Manufacturing and equipment
		0			1	Other, or Combination
Number of potential partnerships identified for future collaboration in international market		10			9	Hydropower
		1				Other water dams
		2				Mining dams
		3			5	Manufacturing and equipment
	7	0	2	1	11	Other, or Combination
What geographic area did the potential partners represent?	2	10	✓	5		South and Central America
		1		5		Francophone Africa
	3	2		5	1	Other Africa
	1	3		2	2	Indian Subcontinent
	1	0	✓	20	47	Other
Rating of marketing value of event	5	5	3	4	3	1=No value; 5=Excellent value

Attendance at ICOLD 2018, Vienna

Approximately 1500 delegates from 80 countries attended ICOLD 2018 in Vienna. The attendance list showing delegate name and country is available to CDA members, upon request to ldb@cda.ca.

<i>Canadians in Vienna</i>	
Leeanne Akehurst - Intertask Conferences	Harvey McLeod – Klohn Crippen Berger
Jeffrey Barrett - Measurand	Zoran Micovic – BC Hydro
Vinod Batta – SNC-Lavalin	Lee Nikl – Golder Associates
Tony Bennett - Ontario Power Generation	Leila Ouahit – WSP
Johanne Bibeau – AECOM	Jo-Anne Perrett – Golder Associates
Gilles Bourgeois – WSP	Clare Raska – Canadian Dam Association
Don Butcher - Canadian Dam Association	Joseph Salim – AECOM Consultants Inc.
Pierre Choquet - RST Instruments Ltd.	Christian Schwab – GEOSLOPE International
François Couturier - SNC-Lavalin	Bill Sherwood – ASI Group
Dan Curtis – Hatch	Andy Small – Wood
Mickey Davachi – Wood	Marc Smith – Hydro-Québec
Rene Debois – Rocrest	Julia Steele – Golder Associates
C Richard Donnelly – Hatch	Jean-Pierre Tournier – Hydro-Québec
Navin Gautam - Ontario Power Generation	Michel Tremblay – SNC-Lavalin
Paul Grunau - GEOSLOPE International Ltd.	Blair Tryon – Intertask Conferences
Des Hartford – BC Hydro	Benoît Vanier - Hydro-Québec
Violeta Martin – Knight Piesold Ltd.	José Vasquez – Northwest Hydraulic Consultants
Erika May – Measurand	Jerry Westermann – Hatch
Ruth Mckeown – SoilVision Systems Ltd.	Andy Zielinski – HYDROSMS INC.

Canadian Luncheon with Trade Commission and Invited Delegates

On July 1, Canada hosted a luncheon networking event attended by about 60 people including Simon-Pierre Rheaume and Susanne Knobloch from the Canadian Trade Commission in Vienna. Johanne Bibeau welcomed the guests and Simon-Pierre gave remarks on behalf of Canada. The following groups were invited:

- Official national representatives to ICOLD, from about 70 countries
- Chairs of all ICOLD Technical Committees
- ICOLD Officers
- All Canadian delegates to ICOLD 2018

The luncheon provided Canadian delegates (representing their employers) an exclusive opportunity to establish relationships with the international delegates. As CDA has hosted a similar networking event each year since 2012, the “Canada lunch” is now a familiar event with delegates, leading to enriched relationship.

Canadian Exhibitors

CDA hosted a double booth in the Exhibition area, staffed full time with one CDA representative and assisted by the professional conference organizers for the ICOLD 2019 event to be held in Ottawa. The International Business Development (IBD) brochure and Initial Bulletin for ICOLD 2019 were distributed. An instant photo booth was very popular with delegates. The CDA booth was a meeting point for Canadian delegates, who were then available to talk to all delegates.

Four Canadian companies participated with their own exhibit booths. The four Canadian Exhibitors received GOA funding support and each will submit a report on their participation:

- Measurand (Fredericton, New Brunswick)
- GeoSlope International Ltd. (Calgary, Alberta)
- SoilVision Systems Ltd. (Saskatoon, Saskatchewan)
- RST Instruments Ltd. (Maple Ridge, British Columbia)



ICOLD Technical Committees

ICOLD has 26 Technical Committees, six of which are chaired by Canadians. Active involvement by Canadians on technical committees enhances the reputation of Canadians in general. CDA tries to integrate elements of our international business development strategy through liaison with committee activities, as appropriate.

ICOLD Committee	Canadian Member on Committee
A Computational Aspects of Analysis and Design of Dams	Dan Curtis - Hatch
B Seismic Aspects of Dam Design	Kofi Addo - BC Hydro
C Hydraulics for Dams	Zoran Mikovic – BC Hydro
D Concrete Dams	François Couturier - SNC-Lavalin
E Embankment Dams	Jean-Pierre Tournier (Chair) – Hydro-Québec Éric Péloquin (co-opted) – Hydro-Québec
F Engineering Activities with the Planning Process for Water Resources Projects	Johanne Bibeau - AECOM
G Environment	Benoît Vanier – Hydro-Québec
H Dam Safety	Andy Zielinski (Chair) - HYDRO SMS INC Des Hartford - BC Hydro
I Public Safety Around Dams	Tony Bennett (Chair) - OPG
J Sedimentation of Reservoirs	<i>CDA is seeking a representative</i>
K Integrated Operation, Hydropower Stations & Reservoirs	<i>CDA is seeking a representative</i>
L Tailings Dams and Waste Lagoons	Harvey McLeod (Chair) – Klohn Andy Small (co-opted) - Wood
LE Levees	Andy Small - Wood
M Operation, Maintenance and Rehabilitation of Dams	Mickey Davachi - Wood
N Public Awareness and Education	Clare Raska
O World Register of Dams and Documentation	Martin Ferland – MDDELCC
P Cemented Material Dams	
Q Dams Surveillance	Pierre Choquet – RST Instruments Ltd.
RE Resettlement Due to Reservoirs	
S Flood Evaluation and Dam Safety	Michel Tremblay (Chair) – SNC Lavalin Zoran Micovic (co-opted) – BC Hydro Navin Gautam (co-opted) - OPG
T Prospective and New Challenge for Dams and Reservoirs in the 21 st Century	
U Dams and River Basin Management	Martin Ferland - MDDELCC
V Hydromechanical Equipment	Jerry Westermann (Chair) - Hatch
W Selection of Dam Type	
Y Climate Change	René Roy – Ouranos Maud Demarty (co-opted) - Englobe
Z Capacity Building and Dams	Jo-Anne Perrett - Golder

Development of CDA Partnerships

SOUTH AMERICA

At the 2018 July 2 meeting of the ICOLD National Committees of the Americas (INCA), 14 countries were represented - Canada, USA, Mexico, Honduras, Costa Rica, Panama, Colombia, Ecuador, Peru, Bolivia, Chile, Paraguay, Argentina, Brazil. This was a considerable increase over attendance of a few years ago. Johanne Bibeau of Canada gave a presentation outlining CDA activities including development of guidance documents, translation of some publications to Spanish and Portuguese, availability to deliver workshops internationally, and promotion of the ICOLD 2019 symposium and exhibition in Ottawa. Attendees were given the IBD folder brochure from CDA.

Brazil

CDA's existing partnership with DamWorld 2018 (part of GOA funding for 2018-2019) for a conference in Foz do Iguassu, Brazil (17-21 September 2018) was further developed. Contacts were made and will be useful for discussion with the Canadian Trade Commission in Sao Paolo regarding CDA's plans to attend DamWorld as an exhibitor and also to present a workshop. CDA has recently translated some Canadian guidance to Portuguese.

In addition to discussions about the DamWorld conference in September 2018, the Brazilian National Committee spoke to the CDA regarding participating in the XXXII SNGB National Seminar on Large Dams which will take place 20-23 May 2019 in Salvador, Brazil. The organizers anticipate that over 600 delegates will participate. CDA will follow up with the organizers and consider including this conference in the application for 2019-2020 GOA funding.

Paraguay

Paraguay plans to host an INCA conference in Ciudad del Este, Paraguay, 2019 February 20-22, similar to the 2016 conference in Mexico City. CDA offered to present a workshop as an optional additional event. Luis Vellacich (Itaipu, Paraguay) will Chair the organizing committee. Of note, this event was first identified during an ad-hoc meeting of ICOLD-INCA nations at the United States Society on Dams (USSD) Conference in Miami, Florida, May 2018. Therefore, it was not specifically identified in CDA's GOA funding application for the GOA year ending March 31, 2019. However, CDA will look into possible support for Canadian participation.

CDA was invited to join a planning meeting on July 6 for the Paraguay event. Clare Raska and Tony Bennett attended for CDA, along with members of the Paraguay committee, INCA and the World Bank. Two senior members of the World Bank also participated, expressing their eagerness to consider support mechanisms to help delegates from developing nations of South and Central America attend in Paraguay. The World Bank representatives had earlier presented a workshop in Vienna on dam safety and they would provide a synopsis at the Paraguay event. The synergies between the World Bank dam safety initiative and the workshops that CDA has delivered with GOA funding may open up opportunities for Canadian firms. CDA provided a copy of the CDA Bulletin on Dam Safety Reviews to Marcus Wishart and offered to follow up later on potential collaboration.

Bolivia

The Bolivian representative to the INCA meeting, Gabriel Rodriguez Roca (UMSS, University of San Simon in Cochabamba, Bolivia) reported that many new dam projects are underway in Bolivia. This could potentially open up new markets for Canadian firms, which CDA will follow up.

Peru

The President of the Peruvian Committee on Large Dams (COPEGP), Miguel Suazo Giovannini, was at the INCA meeting. It is possible that the Peruvian Committee could be involved in future CDA workshops in Peru.

INDIA

Tony Bennett met with Sunil Sharma, as follow up to communications with Mr. V.K. Kanjlia, Secretary General of the Indian National Committee on Large Dams (INCOLD). INCOLD, along with the Central Water Commission, Odisha Water Resources Department, and World Bank, are organizing the International Dam Safety Conference in Bhubaneswar, Odisha, India, 13-14 February 2019. The CDA has identified in our 2018-2019 GOA application an event in India in early 2019. Preliminary planning is underway.

AFRICA

Meetings were held with delegates from 3 African countries. CDA outlined the following intent:

- a) CDA can offer workshops based on Canadian guidance documents and combined with a networking event aided by the Canadian Trade Commission. Dam owners and the consultants who provide engineering services to them would be invited to attend, meet Canadian representatives, receive literature about Canadian companies, and become aware of the opportunities for partnership with Canadian companies.
- b) Based on contacts made and information gathered at the workshop and networking event, CDA will try to organize a trade mission from Africa to Canada in 2019. The trade mission would attend ICOLD 2019 in Ottawa, including the Exhibition, workshops and meetings where Canadian companies are represented.
- c) CDA needs to understand the organization of dam ownership and regulation in their country and how dam engineering services are typically provided. CDA would like to identify dam owners that are potential clients for Canadian companies, and also local companies that might partner with Canadian companies.

In addition, the CDA received information during the ICOLD 2018 on a new event, "Africa 2019", a conference co-sponsored by ICOLD, Namibia Water Corporation and NamPower, to take place in Windhoek, Namibia, 2019 April 2-4. Namibia has experienced strong growth in a stable economy according to the IMF 2017 report, making it a good opportunity for hydropower development. CDA will follow up with the organizers and consider including attendance at this conference with the application for 2019-2020 GOA funding.

Ethiopia - Potential partner: Ministry of Water Irrigation and Electricity

Nigeria - Potential Partner: Nigerian Committee on Large Dams (NICOLD)

Ghana - Potential Partner: Bui Power Authority

OTHER COUNTRIES WITH POTENTIAL FOR IBD OPPORTUNITES

Korea - Johanne Bibeau, Jean Pierre Tournier, Tony Bennett, Clare Raska and Don Butcher met with representatives of KNCOLD as part of a formal signing of a Memorandum of Understanding (MOU) between KNCOLD and CDA. The agreement formalizes an arrangement between the two organizations to further the exchange of technical information and contacts, and carry out a specific project to transfer knowledge from the CDA Guidelines on Public Safety Around Dams to the Koreans. This would include training on Canadian practices and visits to Canadian dam sites. While the Korean dam industry is well serviced by local consultants, there may be niche opportunities for Canadian consultants involved in delivery of dam safety reviews and public safety risk assessments, which the CDA will pursue based on the MOU.