

# 行政院公共工程委員會 函

地址：11010 台北市松仁路 3 號 9 樓

聯絡人：陳巧靜

聯絡電話：(02)87897612

傳 真：(02)87897614

100

臺北市開封街 2 段 40 號 2 樓

受文者：中華民國營造工程工業同  
業公會全國聯合會

發文日期：中華民國 106 年 4 月 13 日

發文字號：工程技字第 10600107250 號

速別：普通件

密等及解密條件或保密期限：

附件：如說明

主旨：函轉經濟部國際貿易局函，為檢送駐加拿大代表處經濟組  
函報針對美墨邊境建牆之商情資訊及該組建議事項案，請  
轉知所屬會員參考運用，請查照。

說明：檢送經濟部國際貿易局 106 年 4 月 11 日貿展字第 1067009497  
號函影本乙份。

正本：中華民國工程技術顧問商業同業公會、中華民國營造工程工業同業公會全國聯  
合會

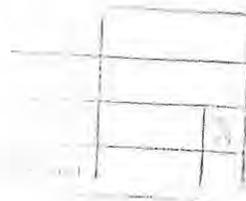
副本：內政部、工程產業全球化專案辦公室(以上皆含附件)

主任委員

**吳宏謀**

本案依分層負責規定授權業務主管決行





經濟部國際貿易局 函

地址：臺北市湖口街1號  
承辦人：劉美惠  
聯絡電話：(02)23977327  
傳真：(02)23224383  
電子郵件：daphne@trade.gov.tw

受文者：行政院公共工程委員會

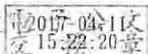
發文日期：中華民國106年4月11日  
發文字號：貿展字第1067009497號  
速別：速件  
密等及解密條件或保密期限：  
附件：如文(計3頁)(1067009497-1.pdf、1067009497-2.pdf)

主旨：檢送駐加拿大代表處經濟組函報針對美墨邊境建牆之商情  
資訊及該組建議事項案（詳如附件），請查照並轉知相關  
產業公協會及廠商參考。

說明：依據駐加拿大代表處經濟組106年4月6日加經(17)字第106  
00000920號函辦理。

正本：行政院公共工程委員會、財團法人中華民國對外貿易發展協會

副本：駐加拿大代表處經濟組



局長 楊珍妮

依照分層負責規定授權單位主管決行



信		保存年限
號	/ /	

## 駐加拿大代表處經濟組 函

機關地址：45 O'Connor Street, Suite  
1960, Ottawa, Ontario,

承辦人：吳文忠  
聯絡電話：1-613-231-5025  
傳真：1-613-231-7414  
傳電

受文者：經濟部國際貿易局

發文日期：中華民國106年4月6日  
發文字號：加經(17)字第10600000920號  
速別：普通件  
密等及解密條件或保密期限：  
附件：如文 (170406142859\_0001.pdf)

主旨：有關加拿大媒體報導多家加國公司已針對美墨邊境建牆商機表達承包意向事，詳如說明，敬請查照並轉知我相關產業公會及廠商參考。

說明：

- 一、美國總統川普於競選期間曾承諾將在美國和墨西哥邊境建造邊境牆，據加國《環球郵報》報導，美國國土安全局已發出招募供應商的初步通知，加拿大公司立即瞄準此商機紛紛遞交承攬工程意向書。其中，總部設於亞伯達省鋼鐵生產商Varsteel Ltd和渥太華檢測傳感器製造商Senstar Corp已向美國政府提出意向書。
- 二、據專家估計，美墨邊境牆造價預估約80至210億美元，長達2,000英里或3,200公里，對加國企業來說，實為一大商機。加國Senstar公司總裁Brian Rich即表示，美墨邊界牆可能是目前國際上規模最大之政府工程採購案，商機非常龐大。
- 三、惟由於墨國政府對於美國提出興建邊境牆之議反彈甚為強烈，使得本案已發展成為一具高度爭議之國際政治議題，

國際貿易局 106/04/07



1067009497

令大型國際承包商處境微妙。法國外交部長上(3)月曾向法國及瑞士建築材料業鉅子Rafarge Holcim公司發出警告表示，倘該公司有意為邊境牆提供建築材料應「謹慎考量」。墨西哥經濟部長則語氣強硬警告墨西哥企業勿參與邊境牆建造，以免該企業聲譽受到影響。此外，以美國為例，加州奧克蘭市和伯克利市政府已採取措施，未來將不再允許曾經參與興建邊境牆工程之企業參與該市政府之相關工程採購案，其他部分美國城市亦考慮跟進採取類似措施；反觀，加拿大公司則似乎較無此顧慮。

四、本組建議事項：鑒於本案業已發展成為一具高度爭議之國際政治議題，我商倘有意參與相關工程採購標案，允宜審慎。

五、隨函檢附前揭加拿大媒體新聞報導1份，併請 卓參。

正本：經濟部國際貿易局

副本：經濟部工業局、經濟部投資業務處、駐美國代表處經濟組、駐墨西哥代表處經

濟組

電子公文交換章  
2017/04/07 10:25:29

駐加拿大代表處經濟組

# Canadian companies spy opportunity in Trump's wall pledge

JOANNA SLAYER  
—S. CORRESPONDENT

**U**s President Donald Trump promised to build a "big, beautiful" wall on the border with Mexico. Now, some companies in Canada are hoping to make that pledge a reality.

A handful of firms have ex-

pressed interest in helping fulfill Mr. Trump's signature campaign pledge, including an Ottawa-based maker of detection sensors and a steel producer headquartered in Alberta.

Together with hundreds of other companies, they responded to a preliminary call for vendors issued by the U.S. Department of Homeland Security.

For businesses, the wall is at once irresistible and risky. It is the largest infrastructure project under consideration by the U.S. government, with a price tag estimated at anywhere from \$8-billion (U.S.) to \$20-billion. From a public relations standpoint, however, it could be 7,000 miles — or 3,200 kilometres — of trouble.

The companies say they are undeterred.

"I'm aware of the concern, of course, but this is our business, this is what we do," said Brian Rich, president of Senstar Corp., a 36-year-old Ottawa-based maker of "perimeter-detection" sensors. Its sensors are used at borders, airports, pipelines, prisons, and even celebrity residences.

In Senstar's field, Mr. Trump's wall is a major opportunity.

"This is probably the largest project in this business that's being considered these days," said Mr. Rich. "Fences are other borders that we're involved in currently, but they're not 3,000 miles [long]."

The Globe and Mail

April 3 2017

FROM PAGE 1

## Wall: Products Canadian suppliers are offering range from sensors to steel pilings

Senstar is a wholly owned subsidiary of Magal security Systems Ltd., a publicly traded Israeli company that played a significant role in building a barrier to Israel's West Bank. Mr. Rich cited that wall — started in 2002 — as an effective example of the genre. "Migration across a border can be addressed with a barrier and technology," he said.

Senstar is currently entering into collaborations with larger vendors on the next stage of the project: a request for design proposals for two versions of the wall. One design will involve concrete and another will use other materials, an acknowledgment that the "wall" may be more like a fence in places. The deadline for such proposals is April 4, after which it will take months of further work

to arrive at the selection of contractors.

Large multinational companies that have expressed interest in building the border wall have been wary of discussing their potential involvement due to the highly charged nature of the project. Last month, France's Foreign Minister issued an unusual caution to LafargeHolcim, the French-Swiss building-materials giant, urging the company to "think carefully" before supplying materials for the wall.

Mexico's Secretary of Economy went further, warning that the reputation of Mexican firms would suffer if they participated in California, the city governments of Oakland and Berkeley adopted measures to deny municipal contracts to firms that

work on the wall. Other municipalities and states are considering similar measures.

"Cooler minds will prevail over time, I think," said Brian Schult, a territory manager in the U.S. for Varsted Ltd., a Canadian firm based in Lethbridge, Alta. Mr. Schult works for the company's Dominion Pipe and Piling unit that supplies steel pilings. He said he is not concerned by the potential fallout from being involved in building the wall.

"This is on everybody's book," Mr. Schult said. "If the funding is found, it's a big opportunity."

Depending on how high the wall is and where it is built, the barrier may need foundations to stay in place — which is where Mr. Schult's company could play a role, albeit a modest one. "It's a

smaller percentage, but it can be a very nice percentage, if you know what I mean," Mr. Schult said.

StrongKor Building Solutions Inc., a company registered in Vancouver, also indicated it was interested in participating in the wall. According to its website, it offers "modular building technology" but provides no examples of past projects. A representative of the company wrote in an e-mail that the wall was an opportunity to produce "renewable power" and "sustainable vertical agriculture."

In another sign of the unusual nature of the project, the call for vendors also attracted a different kind of submission from Canada: a biting parody proposal from a small group who work in Toronto's architectural community.

The group submitted a vendor listing under the name "Albert Speer" — the architect who designed major monuments for Adolf Hitler — and called their firm "Trump Wall Solutions." In the renderings they submitted to the Department of Home and Security, the wall is composed of giant columns hung with red banners bearing the letter "T" and patrolled by agents driving all-terrain vehicles.

To their astonishment, they have received inquiries from other vendors looking to sell them supplies. "It's amazing how ahistorical these contractors are," said one person behind the parody, who spoke on condition of anonymity. "We're just trying to highlight the absurdity of this wall."