

BUSINESS AGENDA

Montreal — April 6, 1992 — Europe 1992 and the Environmental Industries Seminar. Four Seasons Hotel. Contact Ms. G. Desroches, Quebec Manufacturers' Association. Tel.: (514) 866-7774.

Toronto — April 8 — The Canadian MIS Panel will provide participants insights into a variety of issues that will allow business to survive in the current environment and to compete and prosper in the future. Speakers will include executives from the private sector, the public sector and In-

formation Systems consulting firms. Registration fees, before March 20, are \$190 for Canadian Information Processing Society (CIPS) members and \$225 for non-members; after March 20, fees are \$215 for CIPS members and \$250 for non-members. Contact CIPS Toronto Section, tel./fax: (416) 882-0018.

North York — Beginning in May, 1992, a six-week business course on the emerging markets in Europe, the Pacific Rim and North America will be offered jointly by Seneca College, The Amsterdam School

of Business and Temasek Polytechnic in Singapore. Participants will travel to the three venues where they can make contact with representatives and organizations from personally selected business sectors. For more information or a comprehensive brochure and application form, contact Tami Tamitegama, Chairman, International Business Education, Seneca College, 1750 Finch Avenue East, North York, Ontario M2J 2X5. Tel.: (416) 491-5050. Fax: (416) 491-3081.

Canadian Customs Tariff Schedule, among other matters, provides information businesses need to analyze alternate supply sources, reclassify imported goods to save money on import duties and taxes, and forecast importing costs before commitments are made. Updates are issued on a regular basis for easy insertion into the manual's binder format. The tariff data also is available in a software package, the **MSR Harmonized Tariff Classification System**. Contact Renee Auer, Publications Manager, Management Systems Resources Inc., 171 Eastern Avenue, Toronto M5A 1H8. Tel.: (416) 363-8000. Fax: (416) 363-0280.

A bi-monthly catalog listing materials offered or wanted for recycling in the State of California is available (subscription free) to interested companies

Publications

in the recycling of post consumer and post industrial materials. Because of the sizeable market opening up in the state for recycled products (and recyclers), Canadian specialists could find some business opportunities here. Contact CALMAX, 8800 Cal Center Drive, Sacramento, California 95826-3268, U.S.A. Tel.: (916) 255-2200. Fax: (916) 255-2221.

The Plastics Industry in Guatemala, a study prepared for the Canadian Embassy, indicates the demand for plastics and synthetic resins is increasing by 15 per cent annually in Guatemala. In 1990, the country's 57 manufacturers of plastics products imported 40,000

metric tons of raw material.

Of the total, Canadian companies exported 1485 tonnes, mainly in the form of low- and high-density polyethylene resins. The United States continues to be the main supplier of plastics to Guatemala.

In lesser quantities, Guatemalan companies also import sheets of rigid plastic, polyvinyl chloride, polypropylene film, colouring concentrates and wastes.

The President of the Plastics Manufacturers Union estimates that between three and five major purchases of machinery and equipment are made by the industry annually.

Copies of the study on the plastics market in Guatemala are available from the Latin America and Caribbean Trade Division (LGT), 125 Sussex Drive, Ottawa, Ont., K1A 0G2. Tel.: (613) 995-8742; Fax.: (613) 943-8806.

InfoExport

Info Export is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact **Info Export** (toll-free) at 1-800-267-8376 (Ottawa area: 993-6435). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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