

BUSINESS AGENDA

Vancouver — November 5 — African Development Bank (ADB) Seminar. This event, which also will take place in **Toronto** on November 7 and in **Montreal** on November 8, is organized by EAITC in conjunction with the local ITCs. The seminar will inform participants of ADB opportunities and familiarize them with its structure, procedures and customs. The Bank's procurement policy and loan provisions will be addressed by ADB representatives. For further information on the seminar, contact, in **Vancouver**: Zen Burianyk, ITC. Tel.: (604) 666-1438. Fax: (604) 666-8330; in **Toronto**: David Clendenning, ITC. Tel.: (416) 973-6154. Fax: (416) 973-8161; and in **Montreal**: Michel Charland, ITC. Tel.: (514) 283-7048. Fax: (514) 283-3302.

Fredericton — November 6; **Halifax** — November 8 — Inter-American Development Bank Seminar. (Also planned for **St. John's** — date to be confirmed.) For further information, contact, in **Fredericton**: Kevin Bulmer, ISTC. Tel.: (506) 453-2875; in **Halifax**: Karine Valle-Cavero, ISTC. Tel.: (902) 424-4214. Fax: (902) 424-5739; and in **St. John's**: C.D. Reynolds, ITC. Tel.: (709) 772-4910.

London — November 13 — "Europe '92 - Opportunities and

Challenges". This one-day seminar will provide the business executive with a "hands-on" approach to aspects of doing business in light of Europe '92. Experienced speakers will outline ways of establishing a market presence in Europe and discuss such options as the sales agent; the joint venture approach; and the "personal touch". Afternoon one-on-one meetings with European specialists will allow participants to discuss questions of particular concern. The event, at the Lamp-lighter Inn in London, is co-sponsored by the London Chamber of Commerce, ISTC, MITT and City of London, Economic Development Office. For more information, or to register (the fee is \$45.00),

contact Bonnie Spencer-Bear, London Chamber of Commerce. Tel.: (519) 432-7551. Fax: (519) 432-8063.

Moncton — November 19 — Seminar: Selling non-defence products to the U.S. Government. Organized by EAITC in conjunction with the Canadian Exporters' Association (CEA) as a follow-up to last year's seminar series. Starting in **Moncton**, this seminar will also be held in **Montreal**, November 20; **Toronto**, November 21; **Calgary**, November 23; and **Vancouver**, November 26.

For further information, contact George Rogerson, CEA. Tel.: (613) 238-8888. Fax: (613) 563-9218; or Doreen Conrad, EAITC. Tel.: (613) 998-9441.

PUBLICATIONS

A report, *Philippine Market for Used Equipment*, commissioned by the Canadian Embassy in Manila, could be a valuable tool for Canadian exporters.

The study points out that used equipment is being utilized in several industries and sectors in the Philippines—where real GNP is targeted to grow at the average annual rate of 6.3 per cent for the period 1989-92—including: agriculture, mining (gold, copper) and quarrying (growth expected with the current construction boom), oil and gas, manufacturing (food processing, textile, pulp and paper, chemicals), construction, and utilities (power generation).

Sectors of particular interest to Canadian exporters range from agriculture (the backbone of the Philippine economy, it includes crops, livestock, poultry, fishery and also forestry), to food and beverage (food processing is the country's largest manufacturing activity with some 30,000 establish-

ments), chemicals and chemical products (including drugs and medicines, soap and synthetic detergents, plastic industrial supplies and industrial gases), and construction (the average annual growth rate for this sector reached 13.4 per cent in 1987 and 1988).

The study also describes the factors affecting demand for used equipment, the distribution channels—including the names of some top distributors—government regulations and tariff rates governing imports, short-term prospects and a sectoral overview of the Philippine economy. It also lists the most common imported used equipment, the typical brands, technical specifications and countries of origin, together with local prices.

To obtain a copy of the study, contact External Affairs and International Trade Canada (EAITC)'s Info Export, toll-free tel.: 1-800-267-8376 (Ottawa area: 993-6435). Fax: (613) 996-9709.

Trade Minister's Agenda

International Trade Minister John C. Crosbie will be in the USSR from October 19 to 28, 1990, at the head of a 30-member business executive trade mission. The trip coincides with the meeting of the Canada-USSR Mixed Economic Commission and a Canada-USSR Business Council seminar.

Return requested
if undeliverable:
CANADEXPORT (BPT)
125 Sussex Drive
Ottawa, Ont.
K1A 0G2

