

PUBLICATIONS

proposals, schedule contracts (similar to Master Standing Offer), and basic ordering agreements, along with a list of reference publications and where to get them.

To order, contact Mr. W.P. Molson, Trade Commissioner and Marketing Officer, Department of Foreign Affairs and International Trade. Tel: (613) 944-9440. Fax: (613) 944-9119.

Transportation Services

A Guide for Canadian Manufacturers of Transportation Equipment and Services is a new study on the transportation industry in New England, recently completed by the Canadian Consulate General in Boston.

To obtain a copy, contact: Alan McBride, Marketing Officer, U.S. Trade & Investment Development Division (UTI), Department of Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa K1A 0G2. Fax: (613) 944-9119.

Philippines Food

Based on a recent market brief prepared for the Trade Section of the Canadian Embassy in Manila, there is an increasing demand in the Philippines for imported processed food products, other related products and equipment needed in the food processing industry. What's more, the Philippines can be a good entry point into other markets in the ASEAN region.

Persons wanting a copy of *Sectoral Brief on Food - Philip-*

ines should contact the International Trade Centre in their province, or InfoEx (see box at bottom of this page).

Trade Commissioner Service Directory

Companies seeking trade/business information from trade commissioners in Canada, the United States and, indeed, from around the world (Afghanistan to Zimbabwe), now have a handy reference tool at their disposal.

It's the latest edition of the Department of Foreign Affairs and International Trade's *Directory of the Canadian Trade Commissioner Service* (8XA), now available, quoting code number, through InfoEx (see box below).

In addition to listing the trade contacts worldwide, the directory provides an overview of services, information on how trade commissioners can assist exporters, a listing of honorary consuls and honorary commercial representatives, and instructions on how to work with a trade commissioner.

Korea Construction

The Canadian Embassy in Seoul has completed a detailed market study on the *Korean Construction Market*.

Construction contract awards in Korea have increased at an annual

average rate of 36.9 per cent over the last five years, with awards in 1992 totalling \$56 billion. The Korean government is liberalizing the domestic market to foreign competition.

To obtain a written or a computer disk copy of the study, contact Duane McMullen, Embassy of Canada, C.P. Box 6299, Seoul 100-170, Korea. Fax: (011-82-2) 755-0686.

AGENDA

Montreal — December 1, 1993 — **World Markets at Your Doorstep: The Trading House Connection.** An export opportunity trade show matching Quebec manufacturers/producers and buyers from major Canadian and foreign trading houses. Telephone 1-800-465-9615 or, in Montreal region, call (514) 286-9615.

Toronto — December 1; **Montreal** — December 2; **Vancouver** — December 6; **Calgary** — December 7. The Canadian Ambassador to Brazil, William Dymond, will be the guest speaker at a series of breakfast/lunch seminars organized by the Brazil-Canada Chamber of Commerce (BCCC). Mr. Dymond will talk about measures undertaken by Brazil to liberalize trade and opportunities for Canadian businesses. Contact Beth Wolff, BCCC. Tel.: (905) 822-9115. Fax: (905) 822-9638.

InfoEx

InfoEx (formerly Info Export) is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact InfoEx (toll-free 267-8376 (Ottawa area: 944-4000). To order DFAIT publications, fax (613-996-9709) your requests on company. Include the publication code (in brackets).

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