

BUSINESS AGENDA

Toronto—February 19-21; **Montreal**—February 26-28; **Vancouver**—March 4-6 — Negotiating International Sales Contracts and Ensuring Receivables through Letters of Credit. Among other matters, these three-day seminars help participants to develop the knowledge and skills to prepare contracts, analyze letters of credit, and understand documentary requirements that will ensure flawless transactions and prompt payment on their exports. Presented by ITC International Trade Consultants and sponsored by the Canadian Exporters' Association and the Royal Bank of Canada, the seminars cost \$743.65 (includes GST). To register or for more information, contact ITC International Trade Consultants, 225 Maxome Avenue, North York, Ontario M2M 3L3. Tel.: (416) 733-8236. Fax: (416) 221-8357.

Calgary—March 2; **Vancouver**—March 3; **Toronto**—March 9; **Montreal**—March 10; **Halifax**—March 30; **Moncton**—March 31—Steps Toward Successful Penetration of the U.S. Environmental Market seminars. Contact Rheel Leroux and Associates Inc., Ottawa. tel.: (613) 741-9397, fax: (613) 741-9906; or Donald Marsan, External Affairs and International Trade Canada, Ottawa, tel.: (613) 991-9478, fax: (613) 990-9119.

Vancouver—March 16-20 — Globe'92 — Global Opportunities for Business and the Environment

is designed to advance global sustainable development by encouraging practical solutions to environmental challenges and promoting the related business opportunities and responsibilities. For registration details, cost, or further information on this series of conferences and trade fairs — which feature the latest developments in environmental management, waste reduction, and pollution control and prevention — contact Globe'92, 601-535 Thurlow Street, Vancouver V6E 3L6. Tel.: (604) 666-8020. Fax: (604) 666-8123.

Vancouver — May 23-27 — Pacific Basin Economic Council (PBEC) 25th International General Meeting will attract over 500 business leaders, heads of state, and senior government representatives from around the world. Conference theme is "The Pacific Basin: A Borderless Economy?" Fee is US\$1000 plus GST (PBEC members); US\$1200 plus GST (non-members). Contact PBEC, Canadian Committee, 2nd Floor, 90 Adelaide Street West, Toronto M5H 1P6. Tel.: (416) 869-0541. Fax: (416) 869-1696.

Advanced Technology Marketplace

February 24 - March 4, 1992

External Affairs and International Trade Canada (EAITC) is sponsoring a cross-Canada tour by twenty-six Canadian Trade Commissioners from posts around the world. They will meet with Canadian exporters to discuss export opportunities in the following industry sectors:

- telecommunications
- data communications
- computer software and hardware
- instrumentation
- geomatics
- aerospace and space technologies

The cities to be visited by this team, and dates are as follows:

- **Halifax** - February 24

- **Montreal** - February 25-26
- **Toronto** - February 27-28
- **Calgary** - March 3
- **Vancouver** - March 4

The event(s) will have two main components: Regional Roundtables featuring the Trade Commissioners from Asia and Europe; followed by pre-registered one-on-one interviews with the Trade Commissioners of your choice (from all regions of the world, including the U.S.) to discuss your company's specific objectives/prospects in a particular market.

For further information and registration information, please contact your nearest International Trade Centre.

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).

Return requested
if undeliverable:
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