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should alleviate transportation problems.

The Government is also revitalizing other necessary infrastructure (notably telecommunications), expanding the pool of skilled and technical labour and working on developing rural areas.

Enterprise Thailand Canada (ETC), an organization set up by the federal government through the Canadian International Development Agency, actively promotes joint ventures between Thai and Canadian companies.

The ETC is ready to assist in establishing business ventures through a wide range of services from: finding and assessing potential partners, providing information on industry sectors, economic conditions, business and government regulations; to supplying on-the-ground support through briefings, business appointments and other services. ETC's executing agency is the CIBC (formerly Canadian Imperial Bank of Commerce).

Mark Paetkau, the director of ETC in Bangkok, observes, "Canadians are very well received [in Thailand]; the Canadian approach to seek a mutuality of interests is not always an approach of those from other countries active here."

Paetkau adds, "Typically the Thai

business person is entrepreneurial, has a good sense for the deal, operates in a high growth market in a context in which foreign investment

is consistently encouraged, and expects and achieves returns Canadian businesses can only remember!"

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Commercial Officer in Cuba to Visit N.B. and P.E.I.

New Brunswick and Prince Edward Island exporters will have a chance this month to learn first hand about opportunities and ways of doing business in Cuba.

Jose L. Callado, Commercial Officer with the Canadian Em-

bassy in Havana will, at time of writing, be in New Brunswick January 10-16, 1993 and in Prince Edward Island January 17-20, 1993.

Mr. Callado will be on hand to answer all questions that exporters have wanted to ask about doing business in Cuba but perhaps were unable to because they could not get through to Cuba by fax, telephone or telex.

For complete details, contact, in Moncton, Michael Healy, tel.: (506) 453-2214, fax: (506) 453-3409; in Charlottetown, contact Fraser Dickson, tel.: (902) 566-7400, fax: 566-7450.

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CANADEXPORT

ISSN 0823-3330

Editor-in-Chief:

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Telephone: (613) 996-2225

Fax: (613) 992-5791

Circulation: 33,000

Articles may be reprinted with credit to CANADEXPORT

CANADEXPORT is published twice monthly, in both English and French, by External Affairs and International Trade Canada (EAITC), Trade Communications Division (BPT).

CANADEXPORT is available in Canada to interested exporters and business oriented people. For subscription send your business card. For address changes and cancellations, please send your mailing label. Allow four to six weeks.

Mail to: CANADEXPORT (BPT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2.