

PUBLICATIONS

China Relations

Anyone planning or doing business in the People's Republic of China might find it worth their while to obtain a copy of *China's Foreign Economic Relations and Trade 1993/94 Almanac*. The 1,200-page book describes China's trade policies and restrictions; provides information on: the laws governing technology im-

ports, capital transfers, patent regulations, customs and tariffs, labour regulations, commodity inspections, and special economic zones; and lists potential joint venture business partners. The cost, including shipping and handling, is \$260.00 plus GST. Interested parties may contact the book's authorized distributor in Canada: Cadorel International, Ottawa. Fax: (613) 745-0110.

Petroleum Industry for Canadian High Commission (code 323LA).

U.S. Medical Market

The USA Export Marketing and Resource Guide for Canadian Medical Products Manufacturers: How to Export to the United States, Including the Upper Midwest and Mountain States is a practical export marketing and resource tool with a special emphasis on potential market opportunities in the states of Colorado, Iowa, Minnesota, Montana, Nebraska, North Dakota, South Dakota and Wyoming. For a copy of the guide, contact Lisa Swenson, Canadian Consulate General, 701 Fourth Avenue South, Suite 900, Minneapolis, Minnesota 55415. Tel.: (612) 333-4641. Fax: (612) 3332-4061.

U.S. Kit — from page 1

acquisition process, with an idea of what opportunities and constraints exist in the U.S. federal market. Most of the fact sheets lay out the general rules of the road: *Free Trade and Related Rules, Market Intelligence, How to Read a Solicitation, Assessing Incumbents and Competitors, Teaming with Large and Small and Small Disadvantaged Businesses, Schedule Contracts, Identifying Prospects, Contract Administration, Solving Typical Problems, Getting Paid Under Government Contract.*

Other sheets identify more specialized markets: *Education and Training Services, Management Consulting Services, Architecture and Engineering Services, High Technology Products and Services, and Medical and Dental Supplies and Services.*

This kit is available free of charge from DFAIT's InfoCentre, Ottawa. Fax: (613-996-9709). Quote publication code # 159UA.

Trinidad/Tobago

Two brief reports, prepared for the Canadian High Commission, Trinidad and Tobago, now are available through the InfoCentre (see box at bottom of this page).

They are *Update on Investment Opportunities in the Agriculture and Agroindustrial Sectors of Trinidad and Tobago* (code 39LA) and *Report on Local*

BUSINESS AGENDA

Toronto — October, 3-5, 1994 — *Towards a New Cohesive Export Strategy* is the theme of the **51st Annual Canadian Exporters' Convention**, during which Foreign Affairs and International Trade will also hold (October 3) a conference celebrating the **Centenary of the Trade Commissioner Service**. Contact Micheline Bélanger, Canadian Exporters' Association, Ottawa. Tel.: (613) 238-8888, ext. 225.

Cross Canada — October 14-23, 1994 — **National Science and Technology Week in Canada**. This event is organized by the **North American Cooperation in Higher Education, Research & Training**. Interested parties from Mexico and the United States are invited to participate. Contact: Mary Marshall, Industry & Science Canada. Tel.: (613) 993-4713. Fax: (613) 998-0943.

InfoCentre

InfoCentre (formerly InfoExport) is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact InfoCentre (toll-free) at 1-800-267-8376 (Ottawa area: 944-4000). To order DFAIT publications, fax (613-996-9709) your request or faxlink 613-944-4500 from your fax machine.

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