

BUSINESS AGENDA

Montréal — October 10-November 30, 1995 — The **International Trader** is a certified 42-hour evening course on terms and techniques used in import-export transactions and will be given by the Québec Association of Export Trading Houses (AMCEQ). Contact Alain Gagnon, Tel.: (514) 286-1042; Fax: (514) 848 9986; E-Mail: amceq@amceq.org

Montréal — October 12, 1995 — **Profitable Business Opportunities in the U.S.A. for Exporters and Investors** is a comprehensive full-day conference co-sponsored by Soare, Lewis & Associates and the Canadian Exporters' Association. Leading Canadian and American authorities will offer insight on gaining successful access to the U.S. marketplace and on the legal, tax and

customs implications entailed. Two trade and investment hot-spots — Florida and Vermont — also will be explored. To register or for more information, contact Dr. Richard Soare, Tel.: (514) 847-8317; Fax: (514) 847-1998.

Vancouver, Calgary, Edmonton, Regina, Winnipeg — October, 1995 — These are the locations (dates to be confirmed) for presentations by the Canadian Advanced Technology Association on entry into the (TechnoGate) **Technology Business Network** which offers key contacts, partners, prospects and other services with CATA's Secure network benefits on the Global Information Network. For information, call CATA FAX-BACK information service at 1-800-387-2282, menu #227.

Montréal — October 24, 1995 — Small and medium-size businesses interested in obtaining practical information on exports to the United States are invited to take part in the workshop on the **New Exporters to Border States (NEBS) Program**. An initiative of Industry Canada's International Trade Centre, in co-operation with DFAIT's Info Entrepreneurs, this one-day course will also give participants the opportunity to meet with market specialists, including a customs broker, a freight forwarder, a distributor, an American bank representative, a lawyer and government representatives. Contact Linda Bergeron. Tel.: (514) 496-5918. Fax: (514) 496-5934.

EDC's "Let's Talk Risk" Workshops

Cross Canada — October 17-November 10, 1995 — The Export Development Corporation (EDC) is organizing "Let's Talk Risk" workshops which will include :

- Critical information on current economic and trade environment.
- Copy of EDC's *Country Risks & Opportunities Workbook*.
- Speakers on key export markets.
- Sharing experiences with other exporters.
- One-on-one meetings with EDC personnel.

The workshops will be in: London, October 17; North Bay,

October 18; Toronto, October 25; Ottawa, November 1; Montreal, November 2; Winnipeg, November 6; Vancouver, November 7; Edmonton, November 9; Calgary, November 10.

To register, contact the nearest EDC regional office: **Vancouver**, tel.: (604) 666-6234; **Calgary**, tel.: (403) 292-6898; **Winnipeg**, tel.: (204) 983-5114; **London**, tel.: (519) 645-5828; **Toronto**, tel.: (416) 973-6211; **Ottawa**, tel.: (613) 598-2992; **Montreal**, tel.: (514) 283-3013; **Halifax**, tel.: (902) 429-0426.

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tional environmental business.

Sessions will cover such subjects as Pacific Rim market updates; export-readiness workshops; financing and capitalization strategies; emerging technologies; environmental policies and regulations; and pollution prevention techniques.

Contact

For more information, contact GLOBE Foundation of Canada, Suite 504-World Trade Centre, 999 Canada Place, Vancouver V6C 3E1. Tel.: (604) 775-1994. Fax: (604) 666-8123.

INFOCENTRE

The InfoCentre of the Department of Foreign Affairs and International Trade provides counselling, publications and referral services to Canadian exporters. Companies interested in obtaining trade-related information are invited to contact the InfoCentre at 1-800-267-8376 (Ottawa Region: 944-4000) or by fax at (613) 996-9709. Trade information is also available (a fax machine) at (613) 944-4500, the Department's round-the-clock fax service.

Return requested
if undeliverable:
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125 Sussex Drive
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