

BUSINESS AGENDA

Calgary — April 15-19, 1996 — **Conference on Oil and Gas Opportunities in Gabon**, organized by the Department of Foreign Affairs and International Trade and the Canadian Embassy in Gabon, for companies engaged in oil exploration and production and for suppliers of services and equipment in the oil industry. Contact Douglas M Caston, International Trade Centre, Calgary. Tel.: (403) 292-6409. Fax: (403) 292-4578. E-Mail: caston.doug@ic.gc.ca

Hamilton — April 10, 1996 — **Montreal** — April 16, 1996 — **Fredericton** — April 17, 1996 — **Making Trade Shows Work** is a series of workshops presented by Barry Siskind for show co-ordinators, sales managers and staff who are involved in trade fairs. For information, contact International Training and Management Company, Tel.: 1-800-358-6079 or (519) 927-9494; Fax: 1-800-358-6084 or (519) 927-9493.

Montreal — April 10, 1996 — **Information on International Financial Institutions** (World Bank, Asian Development Bank, etc.), which provide more than US\$40 billion per year on capital projects around the world, will be provided at this session organized by the International Trade Centre, Industry Canada and Info Entrepreneurs/Montreal Chamber of Commerce. Information/reservation contact is Maurice Kaspy, Montreal, Tel.: (514) 496-5920; Fax: (514) 496-5934.

Cross Canada — April 16, 1996 - May 1, 1996 — The Export Development Corporation (EDC) spring series of "Let's Talk Risk" workshops will include:

- * Critical information on the current economic and trade environment.

- * Copy of EDC's *Country Risks & Opportunities* reference book.

- * Speakers, open discussions on key export markets.

- * Sharing experiences with other exporters.

- * One-on-one meetings with EDC personnel.

The workshops will be held in: **London**, April 16; **Ottawa**, April 18; **Saskatoon**, April 23; **Calgary**, April 24; **Kelowna**, April 25; **Toronto**, April 30; **Montreal**, May 1.

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) 598-6850; **Montreal**, tel.: (514) 283-3013; **Halifax**, tel.: (902) 429-0426.

Calgary — April 22-24, 1996 — **An Asia Export Marketing Seminar and Buyers Mission** will provide Canada's food and beverage industry exporters with an opportunity to get a handle on market prospects for their goods and services in four Asian countries.

The seminar (April 23) will feature up to eight speakers representing the retail, import/distribu-

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US\$14 Billion at Stake

Seminars Explore China Procurement Market

Suppliers of equipment and/ or consulting services for procurement projects in China are unlikely to miss **Asian Development Bank and World Bank Seminar on China Procurement** being held this month in four Canadian cities.

The Asian Development Bank and the World Bank, over the next three years, will lend US \$14 billion to Chinese Executing Agencies to implement developmental projects in energy; transport and communications; agriculture and agro-industry; industry and finance; urban development; health and education; and environment.

The seminars will feature senior Canadian trade officials attached to the Asian Development Bank, the World Bank and the Canadian Embassy in

Beijing — all of whom can help open doors to procurement opportunities in China.

The seminars also will offer practical advice on assessing Canadian International Development Agency (CIDA) and Export Development Corporation (EDC) financing support and the opportunity to network with internationally-oriented business contacts.

The seminars will be held in: **Montreal**, April 17; **Toronto**, April 19; **Calgary**, April 22; and **Vancouver**, April 24.

For a complete program and application for registration, contact the Canada China Business Council, Toronto, Tel.: (416) 954-3800; Fax: (416) 954-3806; E-mail: 102521.513@compuserve.com