

## Gold Mining

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invitees, will look at the present and future of this industry in Venezuela. Presentations by Canadian companies will be delivered on drilling in precambrian shields, reverse circulation drilling, remote sensing in mining exploration, the importance of the feasibility study in a mining project, and financing of mining projects.

The Venezuela gold industry "is entering a boom period and there is no doubt that Canadian industry could and should play a major role in its development," say Embassy trade officials.

These commercial officers are more than willing to assist Canadian companies interested in the Venezuelan market. They can identify potential partners for exploration, exploitation and/or manufacturing operations.

They can also help Canadian companies in identifying dynamic local distributors or agents that can help in marketing Canadian equipment locally.

For further information on the Gold Mining Seminar or on the Venezuelan gold mining industry, contact the Commercial Division, Canadian Embassy, Torre Europa, 7th Floor, Ave. Francisco de Miranda, Campo Alegre, Caracas 1060, Venezuela. Fax: (011-58-2) 951-4950. Telex: (Destination code 31) 23377 (DOMCAN VE).

## Plan Promotes Partnership

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should summarize and fax up to two pages the following information: company product or service; its major applications; its competitive advantages; target end-users (who they are and their responsibilities); key benefits to your customers; major Canadian customers; major U.S. customers; expectations for the U.S. market in the next 18 months; and what

you would expect from a good match.

The information should be forwarded to Judith Bradt, Commercial Officer, Embassy of Canada, Washington, DC. Fax: (202) 682-7619; or to Doreen Conrad, United States Trade and Tourism Development Division, External Affairs and International Trade Canada, Ottawa. Fax: (613) 990-9119.

## Japan Market Studies

The Japan Trade Development Division of External Affairs and International Trade Canada continues to expand its extensive series of export opportunities market surveys.

The survey series also includes a broader analysis of Japan's main regional markets, with reports encouraging Canadian firms to look beyond the traditional 'Tokyo-only' business trip.

The following order-coded market surveys (asterisk indicates a new study) are available through Info Export. To order, see box at bottom of page 12.

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For further information on doing business in Japan, contact the Japan Trade Development Division (PNJ), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel: (613)-995-1281. Fax: (613)-943-8286.