

# BUSINESS AGENDA

**Ottawa** — February 12; **Montreal** — February 13; **Halifax** — February 14; **Toronto** — February 17; **Winnipeg** — February 18; **Calgary** — February 20; **Vancouver** — February 21 — Major New Changes to Canada's Export Control System and the Growing Market for Hi-Tech Products in Eastern Europe Seminars. Contact George Rogerson, Canadian Exporters' Association, Ottawa. Tel.: (613) 238-8888.

**Ottawa**-February 17 and February 18-Annual Technical Conference and Canadian Shipbuilding and Offshore Exhibition-CSOE'92. Contact: Mrs. Joy MacPherson. Tel.: (613) 232-7127.

**Kingston** — February 19; **Ottawa**-February 26; **Peterborough**-March 3; **Oakville**-March 17; **Toronto**-March 18-International Trade Shows Made Profitable workshops. Contact Barry Siskind, International Training and Management Company, Toronto. Phone/fax: (416) 483-3836.

**Toronto** — February 25-Doing Business in the Czech and Slovak Federal Republic: Conference sponsored by the Canada Czechoslovakia Chamber of Commerce (CCCC). Participants will learn about trade opportunities, the business climate and foreign exchange regulations, among other relevant matters. Leading members of the international business

and banking communities, high-ranking government representatives and members of the legal and accounting professions will be present. A special feature will be a panel discussion among Canadians already doing business in Czechoslovakia. Fees: \$ 155.00 (CCCC members) and \$ 195.00 (non-members). Contact: Peter J. Gonda of CCCC. Tel.: (416) 367-3432. Fax: (416) 367-3492.

**Quebec City** — March 11-13 — The World of Informal Business (intervention or laissez-faire) Sec-

## Publications

*Market Study of the Energy Sector in Chile (#114LA)*, commissioned by the Canadian Embassy in Santiago, indicates, among other things, that the development of hydroelectric resources is a definite high-growth sector in Chile. Seven multi-million-dollar projects are on the books for the next several years, says the study, adding, "Canadian expertise in the engineering and equipment aspects of major hydro projects could translate into concrete commercial opportunities in Chile." Solar and nuclear-related technology transfer projects could be feasible as well, but only for the long-term investor. Copies of the study are available through InfoExport. See box below.

and World Conference is designed for professionals in the field, development agency representatives and change leaders and agents. Contact Marthe Lefebvre, Pavillon des sciences de l'administration, Universite Laval, Quebec G1K 7P4. Tel.: (418) 656-2490. Fax: (418) 656-2624.

**Ottawa**—April 28-29—The 1992 Ottawa Business Show, a trade-only event designed to encourage development and new growth in Canadian enterprise, is Ottawa's largest and longest-running business products and services trade exhibition and conference with an expected audience of 15,000 trades people and 550 booths displaying office equipment and systems, computers, business and professional services for business, government and industry. Contact Dan Hamilton, Director of Marketing, Connelly Exhibitions Inc., 2487 Kaladar Avenue, Suite 214, Ottawa K1V 8B9. Tel.: (613) 731-9850. Fax: (613) 731-4053.

**Ottawa** — April 29-May 1 — Proactive Strategies for Achieving Marketing Excellence in the 1990s is the topic of this three-day workshop/seminar that is tailored to the needs of the public sector and crown corporations. Contact Program Director, International Marketing Institute, P.O. Box 7305, Ottawa K1L 8E4. Tel.: (613) 831-1052. Fax: (613) 831-8452.

## InfoExport

Info Export is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact Info Export (toll-free) at 1-800-267-8376 (Ottawa area: 993-6435). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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Ottawa, Ont.  
K1A 0G2

