

# BUSINESS AGENDA

**Seminars on Opportunities in Telecommunications for Canadian Companies in India** will be held in five Canadian cities between June 14 and 23, 1994.

The half-day events should be of interest to companies looking for collaborations with Indian firms in such areas as: telecom equipment manufacturing; telephone network operations; telecom-related software development; value-added services; system integration; and cable TV.

Participants in the seminars will receive a list of 45 potential projects which are immediately available for Canadian companies to pursue. Discussions on a recent market opportunities study on India also will be presented.

Seminar locations, dates and contacts are:

**Ottawa, June 14** — Pan Kana-garetnam. Tel.: (613) 238-4000. Fax: (613) 238-7643.

**Montreal, June 15** — Louise Lauzon. Tel.: (514) 849-1999. Fax: (514) 847-8343.

**Toronto, June 16** — Margaret Vokes. Tel.: (416) 314-8245. Fax: (416) 314-8222.

**Vancouver, June 21** — Janet M. McCandless. Tel. (604) 844-1900. Fax: (604) 660-2457.

**Calgary, June 23** — W.R. (Bob) Hunter. Tel.: (403) 427-4327. Fax: (403) 427-1700.

The seminars are organized by a wide variety of federal, provincial and municipal government departments and agencies.

**Edmonton — June 22, 1994 — China's Legal Aspects of Business and Culture** is one of a series of Focus on South Asia seminars sponsored by the Asia Pacific Accord of Canada (APAC). Discussed will be: major corporate formats for doing business in

China; commonly encountered legal problems; and legal, cultural and other considerations when contemplating doing business in China. For details, contact APAC. Tel.: (403) 424-9897. Fax: (403) 474-7891.

## PUBLICATIONS

### U.S. Electronics

A recently completed study, *Market for Electronics Components in New York State and Western Pennsylvania*, defines opportunities and offers recommendations on how Canadian manufacturers can penetrate these areas.

In addition, the study contains an exhaustive list of distributors and original equipment manufacturers (OEMs) in electronics, industrial, instrument and transportation equipment.

A copy of the study may be obtained from M. Mokka, Canadian Consulate General, 3000 Marine Midland Center, Buffalo, New York 14203. Tel.: (716) 858-9556. Fax: (716) 852-4340.

### Singapore Studies

New market studies for exporters interested in selling their products or services to Singapore will be available the end of this month.

The sectors about which general

market opportunities are discussed are: seafood and marine products; telecommunications products and services; information technologies; environmental technologies; beef and pork products; bottled water; education services; cable television; and setting up in Singapore.

Copies of the studies can be requested by writing Asia Pacific South Trade Division (PST), Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa K1A 0G2; or fax: (613) 996-1248.

General information on Singapore or on other export markets may be obtained from InfoCentre (same address as above). Tel.: 1-800-267-8376 (Ottawa area 944-4000). Fax: (613) 996-9709. The InfoCentre Faxlink number is (613) 944-4500.

For specific market information on Singapore, contact the Commercial Division, Canadian High Commission, Box 845, Singapore 9016. Tel.: (011-65) 225-6363. Fax: (011-65) 226-1541.

## 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. Include the publication code (in brackets).

Return requested  
if undeliverable:  
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