

BUSINESS AGENDA

Toronto — January 27-29 — Mode Accessories International Expo '91 — A trade show for the fashion accessories industry. Contact Alice Chee or Ann Dutchburn, Two Plus One Group Inc. Tel.: (416) 977-7688. Fax: (416) 977-7065.

Montreal — January 28-February 1 — EXFOR '91: The world's largest annual pulp and paper equipment show, sponsored by the Canadian Pulp and Paper Association (CPPA). Contact Wayne Novak or Louise Roy, CPPA. Tel.: (514) 866-6621. Fax: (514) 866-3035.

Halifax — January 31 — Seminar: Trade Shows Made Profitable. Contact Mary-Ann Everett, ISTC. Tel.: (902) 426-7259.

Halifax — February 3-5 — Atlantic Crafts Trade Show. Contact Peter Giffin, Show Manager, Atlantic Crafts Trade Associa-

tion. Tel.: (902) 424-4212. Fax: (902) 424-5739.

Ottawa — February 4-5; **Toronto** — February 11-12, March 18-19 and April 17-18 — Make Your Breakthrough in Business Planning. Geared towards executives involved in planning, this seminar will show the participants the importance of a good business plan — and how to develop a plan that works. To register (the fee is \$895 + GST), contact Janice White, Centre for Executive Development, Toronto. Tel.: (416) 594-9250; fax: (416) 364-2875.

Vancouver — February 6-10 — Vancouver International Boat Show. Contact Jim Carslake, The Sportsmen's Shows. Tel.: (604) 291-6651. Fax: (604) 291-0412.

Halifax — February 8-10 — Maritime Woodworking World Show. Contact Ellen Engel, CDI Productions. Tel.: (603) 536-3768.

Fax: (603) 536-1233.

Toronto — February 11 — Australia and New Zealand - Strategic Partners in the Pacific. This one-day business development seminar, sponsored by the Ontario Ministry of Industry, Trade and Technology, will highlight the potential that exists in this region — Ontario's eighth largest export market. Individual meetings with representatives from the New Zealand Trade Development Board, Austrade, EAITC and the Canadian Manufacturers' Association are scheduled for the afternoon. To attend, contact Valerie Fountain, Asia Pacific Branch, MITT, Toronto. Tel.: (416) 965-2617. Fax: (416) 963-1526.

Ottawa — February 11-12 — Canadian Shipbuilding & Offshore Exhibition (CSOE '91). Organized in conjunction with the 43rd Annual Technical Conference of the Canadian Maritime Industries Association (CMIA). Contact Joy MacPherson, Director, CMIA. Tel.: (613) 232-7127. Fax: (613) 232-2490.

Vancouver — February 13; **Abbotsford** — February 14 — Trade Shows Made Profitable. How to improve the return on investment in trade shows is the theme of this one-day seminar. Sales managers and their staff will learn how to prepare, participate in, evaluate and follow-up on the opportunities provided by trade shows. For more information, contact Rick Stephenson, International Trade Centre, Vancouver. Tel.: (604) 666-1443. Fax: (604) 666-8330.

Toronto — February 14-24 — Toronto International Auto Show. Contact Tom Tonks, Toronto Auto Dealers' Association. Tel.: (416) 940-2800. Fax: (416) 940-2804.

PUBLICATIONS

Shipping Documents and Customs Regulations for Selling to Mexico is designed for the exporter who is new to this market area. Under five main headings, the brochure — which includes a list of customs brokers, bonding companies, freight forwarders and warehousing contacts — details the basic documents required for freight shipments to Mexico. They include: commercial invoice, packing list, bills of lading, special certificates and import permits. For further information or to obtain a copy of the guide, contact Gil Rishchynski, South America Trade Division (LST), EAITC, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-5548. Fax: (613) 996-0677.

USA FACTS 1991: An International Business Comparison is a pocket-sized reference book which places the American business environment into an international perspective. Using colour charts and graphics, *USA Facts* provides useful and comparative data on a wide range of subject such as: gross state products, foreign investment, labour productivity, regional comparisons, technology, climates and population and quality of life indicators. Copies can be obtained by contacting: Propectus Publications Limited, 55 Murray Street, Suite 315, Ottawa, Ontario, K1N 5M3. Telephone: (613) 236-8504. Fax: (613) 237-7666.

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