

BUSINESS AGENDA

Toronto—September 18-19—“Sri Lanka 92: Gateway to the Developing World” is a two-day trade exhibition designed, among other reasons, to promote bilateral trade between Sri Lanka and Canada. The exhibition is limited to 50 participants. To register or to obtain information on cost and booth size, contact Canada-Sri Lanka Business Council, 30A Hazelton Avenue, Toronto M5R 2E2. Tel.: (416) 849-1214. Fax: (416) 849-4823.

Toronto — September 20-22 — Exhibitors representing all sectors of the industry will promote their products at the Canadian Seafood and Frozen Food Show. For further information, contact Ralph Weil, Meteor Show Productions, Toronto. Tel.: (416) 229-2060. Fax: (416) 223-2826.

Vancouver—September 22-24—How the forest industry restructures itself to compete successfully in global markets for the next 20 years is one theme of the **Forest Summit Conference 1992**. In addition to workshops, three critical papers will be presented on: “Global Fibre Supply and Demand Trends”; Technology and the Knowledge-based Forest Industries of the Future”; and A View of Canada’s Forest Products Sector in 2010”. For registration and other information, contact Paddy O’Reilly, Conference Director. Fax: (604) 688-1573. Other forestry-related events include **Demo 92**, an exhibition of tree-felling equipment and machinery, Kelowna, September 17-

20, fax: 604-666-2353; **Wood Expo 92**, a showcase of the latest forest products, services, equipment and technology, Vancouver, September 23-25, fax: 604-433-9549; and

EXFOR-West, a display of state-of-the-art pulp and paper equipment and machinery, Vancouver, September 23-25, Vancouver, fax: 604-433-9549.

PUBLICATIONS

Chemical Market Surveyed in Guatemala

Canadian suppliers who undertake aggressive marketing activities and appoint local representatives could get a better share of one of Guatemala’s most important imports — chemicals — according to *Chemical Market Survey - Guatemala* (#65LA), a report recently prepared by the Canadian Embassy in Guatemala City.

In the last four years, the value of chemical imports to Guatemala has not been less than US\$262 million. In 1991, the value of chemical imports peaked at \$315 million — yet Canadian suppliers captured only very small percentages of the market, indicating there is “substantial potential for growth in the Canadian market share,” says the report.

What’s more, the chemicals that Guatemala imports in increasingly higher volumes are available from Canada. They include chemicals used in the fertilizer, food processing, sugar, soap, detergent, cosmetic, paint, and textile and water treatment industries — all of which are described in the study.

Copies of the report, which also

provides information on customs duties, shipping, agents and distributors, are available through Info Export (see box at bottom of page 8).

For additional information on Guatemalan or other Central American markets, contact T. A. Bearss, Latin American and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 995-0460. Fax: (613) 943-8806.

Arab Agricultural Directory

Canadian agricultural companies wanting to make their presence known in the Arab world are being invited to purchase advertising space in a major directory that is now being compiled. The comprehensive *Arab Agricultural Directory 1993*, in both Arabic and English, is being published by The Arab Agricultural Engineers Union, a group whose total membership now exceeds 150,000 Arab agricultural engineers. For more information on the directory, contact Omar Hajzoug, VP Marketing, Omar Publishing, 68 Stanley Avenue, Ottawa K1M 1P6. Tel/Fax: (613) 746-6780.

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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if undeliverable:
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