

BUSINESS AGENDA

Toronto — In June, these four seminars will offer specific import/export information.

June 4, 1994 — Getting Your Business Started in International Trade includes information on sourcing products, international business plans, contacts and problem-solvers.

June 5, 1994 — International Marketing: Sourcing & Selling Imports/Exports will provide information on negotiating agency rights and marketing in different countries.

June 11, 1994 — International Finance: Sourcing Capital, Arranging Payments/Collections includes information on sources of financing, import/export finances, government funding.

June 12, 1994 — Customs, Transportation and Insurance: Documentation and Logistics will provide information on customs here and abroad, certificates of origin, NAFTA rules of origin.

Contact Warrington International, Import/Export Trade Consultants Inc., Box 110, 260 Adelaide St. E., Toronto, Ont. M5A 1N1. Tel.: (416) 366-8490. Fax: (416) 947-1534.

Toronto — June 7, 1994; **Calgary** — June 9. The Cyprus Chamber of Commerce and Industry is organizing **Doing Business with Cyprus** seminars in these two Canadian cities. The Cypriot delegation will include prominent businesspeople, led by the Secre-

tary General of the Cyprus Chamber of Commerce, and the President of the Central Bank of Cyprus. Contact the Cyprus Trade Centre in New York. Tel.: (212) 213 9100. Fax: (212) 213 2918.

Ottawa — June 9, 1994 — International offset, industrial regional benefit policy, and government reorganization will be discussed at this Industrial Benefits Association of Canada meeting. Contact Bob Brown, Ottawa. Tel/Fax: (613) 733-0704.

Toronto — June 23, 1994 — **Western Investment Funds in Russia** will examine the variety of private sources of capital available to investors in Russia where foreign investment could be as high as \$200 million since the start of 1994. Invited speakers include: Framlington, PaineWebber, Newstar, CS First Boston and the Russian-American Enterprise Fund. Contact the Canada Russia Business Council, Toronto. Tel.: (416) 862-2821. Fax: (416) 862-2820.

Yen for Food — from page 4

berries are appearing regularly in Japanese-produced pastries and cakes.

Companies interested in this market should become aware of the opportunities; learn to adapt

their total product package; and promote their products.

Contact Lorraine Elworthy, Foreign Affairs and International Trade, Ottawa. Tel.: (613) 992-6185. Fax: (613) 943-8286.

PUBLICATIONS

The Department of Foreign Affairs and International Trade has just released two bilingual reports entitled **Guidelines for Canadian Fish Exporters 1994**; one looks at the **Netherlands** market (Code 182TB) and the other one at **Belgium** (Code 202 TB). Each guide runs the reader through an overview of the market, including information on various aspects of the country's economy and factors

influencing fisheries imports into that market. Other information includes: basic data; the country's seafood market in brief; consumption habits; the domestic industry; distribution; market access; documentation; trade contacts; importers/distributors/users; transportation; statistics. Available from InfoCentre (see box page 12 and please refer to code when ordering).

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 requests on company letterhead. Include the publication code (in brackets).

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