

# PUBLICATIONS

## Guatemala Petroleum

**Petroleum Industry Opportunities in Guatemala** (69LA), a recent study prepared by the Canadian Embassy in Guatemala City, is designed to advise Canadian companies on the opportunities in that country's petroleum sector, highlighting aspects of legislation as well as investment recovery.

Also discussed are regulations, infrastructure and organization, short term perspectives, and how to submit a proposal.

Copies of the study are available through Info Export (see box at bottom of this page).

## U.S. Trade Fairs

**Marketing Plans 1992/93** details, complete in one volume, the dates, locations, and contacts for U.S.-oriented trade fairs, missions, and export-related events that the U.S. Trade, Tourism and Investment Bureau of External Affairs and International Trade Canada anticipates organizing between June 1, 1992 and March 31, 1993. A partial list is on pages 4 to 6 of this issue. Copies of the all-in-one booklet are available, quoting code #96UA, through Info Export, as per box at bottom of this page.

## Hi-Tech Fair Guide

**A 1992-1993 Guide to International Trade Fairs and Missions: Advanced Technology Sector** lists External Affairs and Interna-

tional Trade Canada (EAITC)-funded activities in this sector in which there will be formal participation by EAITC. The events — pertaining to computer hardware/software, communications, electronics, television and broadcast, geomatics, and multiple sectors — are listed geographically: United States, Europe, Asia Pacific, Latin America and Caribbean, and Africa and the Middle East. Copies of the guide or more information on the events may be obtained from Advanced Technology Division (TAE), International Marketing Bureau, External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Fax: (613) 944-0050.

## Hi-Tech in Holland

**Canada-Netherlands Overview: A High Tech Perspective** briefly describes the market and, in several cases, illustrates Canadian opportunities in a variety of high tech sectors.

These include: telecommunications (data acquisition and control systems); computer hardware (PC peripherals and add-ons); computer software (specialized graphics, CAD/CAM, desktop publishing); GIS geographic information systems (strategic partnering); and instrumentation (industrial automation, electronic, laboratory and process control applications).

Other sectors and opportunities include: defence (simulators, re-

motely-piloted vehicles, sonar, minesweeper systems); aerospace (systems, components, parts); and electrical/electronic (possibly high-value electro-medical and military electronics components).

Active cooperation is being pursued in the field of biotechnology, in advanced industrial materials, and in the environmental field. And possibilities for joint projects exist in telecommunications, language and image processing, new production systems, transportation and logistics systems.

Copies of the complete reports may be obtained from Commercial Division, Canadian Embassy, P.O. Box 30820, 25 Parkstraat, 2500 GV The Hague, The Netherlands. Tel.: (011-31-70) 361-4111. Fax: (011-31-70) 356-2823.

## Quality in Action

How to talk about this aspect of quality in a corporate setting and how to move a company or a person from intellectual assent to conviction is dealt with in **Quality in Action**, a publication that can be obtained for \$34.95 from John Wiley and Sons Canada Limited. Tel.: (416) 236-4433. Fax: (416) 236-4448.

## Tourism Activities

**U.S. and Overseas Market Profiles with Lists of Tourism Promotion Activities Planned for 1992** (#34XA) is available through Info Export, as per box at bottom of this page.

# 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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