

BUSINESS AGENDA

Toronto — February 5-7, 1995 — More buyers and sellers than ever are expected at the **Canadian Hardware/Housewares/Home Improvement Show (CHS)**, its 90th anniversary edition. Basically four shows in one, the CHS will attract 725 companies from Canada, the United States and abroad. While there are many innovations this year, a staple is the International Marketplace where about 30 booths give foreign manufacturers looking for Canadian representation a chance to find sales agents. There are also

export contacts for Canadian manufacturers. For more information, contact Linda Nodello, Show Coordinator. Tel.: (905) 821-3470. Fax: (905) 821-8946.

Vancouver — February 13, 1995; **Calgary** — February 14, 1995; **Regina** — February 15, 1995; **Winnipeg** — February 16, 1995; **Mississauga** — February 17, 1995; **Montreal** — February 28, 1995 — **Workshops on Doing Business in Central and Eastern Europe** will focus on trade and investment matters

and feature trade commissioners in Canada of Bulgaria, Czech Republic, Hungary, Poland, Romania and the Slovak Republic. For further information, contact Douglas MacArthur, Conference Manager, Ottawa. Tel.: (613) 747-2753. Fax: (613) 747-2735.

NEWMEX Plus Mexico Bound

NEWMEX Plus is a joint-venture program offered through the Department of Foreign Affairs and International Trade in partnership with the Forum For International Trade Training (FITT Inc.) and Deloitte & Touche Management Consultants.

It is designed specifically for senior executives and sales management and features a two-part export preparation program and a trade mission to Mexico.

Phase 1, which takes place in Saskatoon February 3-4, 1995, informs participants about the business climate in Mexico and helps them prepare strategic plans for exporting to Mexico.

Phase II (March 6-10, 1995) is a five-day, government-sponsored, fully-escorted trade mission to Mexico City during which participants will meet crucial contacts, possible strategic partners and business policy decision makers.

For information, call (306) 933-5555, or fax (306) 933-5309.

Team Canada-China Conferences

Team Canada's November, 1994 Mission to China — during which \$9 billion in agreements were signed — was a beginning, not an end, in Canada's efforts to increase trade with a country which, in a few years, will be the world's largest economy.

Now, as an immediate follow-up, the Canadian Chamber of Commerce and the Canada China Business Council are organizing **The China Conferences-Building Team Canada**, a series of one-day, cross-Canada conferences that will review the Team Canada mission results, attempt to expand Team Canada membership (to include many more small, mid-size and large Canadian organizations), and develop strategies for

sustained initiatives in the China market.

Conference organizers say that, with over one-fifth of the world's population, China has one of the fastest-growing national economies. As well, the country is Canada's fifth-largest trading partner, with two-way transactions valued at \$4.77 billion in 1993.

Locations and 1995 dates for **The China Conferences-Building Team Canada** are: **Montreal**, February 2; **Halifax**, February 6; **Calgary**, February 8; **Vancouver**, February 9; **Toronto**, February 16.

For further information, contact Douglas MacArthur, Conference Manager, Ottawa. Tel.: (613) 747-2732. Fax: (613) 747-2735.



The InfoCentre of the Department of Foreign Affairs and International Trade provides counselling, publications and referral services to Canadian exporters. Companies interested in obtaining related information are invited to contact the InfoCentre at 1-800-267-8376 (Ottawa 944-4000) or by fax at (613) 996-9709. Trade information is also available by calling (613) 944-4500 (a fax machine) at (613) 944-4500, the Department's round-the-clock faxback service.

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