

## Services Month Conferences Slated — from page 1

The one-day events will also highlight the new opportunities for services exporters arising from the North American Free Trade Agreement (NAFTA). Speakers from the business community and the negotiating team will be present to discuss the implications of NAFTA for Canadian services industries.

The NAFTA and services segment of **ExportVision** will visit the following cities: **Moncton** (November 23), **Toronto** (November 24), **Québec** (November 25), **Vancouver** (November 30), **Calgary** (December 1), and **Saskatoon** (December 2).

Companies should register in advance (address provided below).

### Capital Conferences

Another major export-oriented event will be the series of conferences entitled "Capital Projects Abroad: Opportunities for Canadian Companies".

These conferences will examine strategies to involve more Canadian exporters — from all segments of industry — in international capital projects and will feature speakers from the financial community, private-sector consortiums, contractors and consulting engineering firms, international organizations and government agencies which can play a support role in capital project bidding.

Organized by Industry, Science and Technology Canada (ISTC), in cooperation with External Affairs and International Trade Canada (EAITC), the one-day conferences will be held in **Toronto** (November 2), **Montreal** (November 3), **Calgary** (November 4) and **Vancouver** (November 5).

For further details on **Services Month** activities related to international markets, or to obtain reg-

istration forms, please contact the Financial and Business Services Division (TPF), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa, K1A 0G2 Fax: (613) 943-1100.

Interested parties may also call the following hotline number to obtain the full calendar of events or for enquiries regarding **Services Month**: 1-800-461-2266. Hearing impaired may call: 1-800-465-7735.

## Fraudulent Practices Precaution Issued by Benin's Trade Minister

The Embassy of Benin has asked us to print the following circular note for the benefit of Canadian exporters to Benin.

**SUBJECT:** Provisions to make before entering into business relations with trading partners in Benin.

*In the interest of forestalling the many cases of breach of trust being perpetrated against foreign companies by fraudulent companies that are uttering false cheques from Benin in payment for merchandise delivered to them, I hereby warn foreign companies to exercise caution by obtaining all the guarantees required by international trading practice before exporting any goods whatsoever to Benin.*

*With this in mind, I urge you to take the following precautions:*

- 1) *Make sure that the Benin company really exists by requesting a photocopy of its Professional Trader's Card and its Importer's Card;*
- 2) *Before establishing any business relations, make sure that these two cards are authentic. Check with the Ministry of Trade and Tourism,*

*Telex 5040, Box 2037, Cotonu, Republic of Benin.*

*Foreign companies are urged to follow the above procedures to the letter in order to avoid being victimized by the fraudulent companies that are tarnishing the reputation of Benin.*

**Minister of Trade  
and Tourism, Benin.**

CANADEXPORT

ISSN 0823-3330

Editor-in-Chief:  
Sylvie Bédard

Editor: Don Wight

Telephone: (613) 996-2225

Fax: (613) 992-5791

Circulation: 33,000

Articles may be reprinted with credit to **CANADEXPORT**

**CANADEXPORT** is published twice monthly, in both English and French, by External Affairs and International Trade Canada (EAITC), Trade Communications Division (BPT).

**CANADEXPORT** is available in **Canada** to interested exporters and business oriented people. For subscription send your business card. For address changes and cancellations, please send your mailing label. Allow four to six weeks.

Mail to : **CANADEXPORT** (BPT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2.