

Application Deadline Approaches for Business Excellence Awards

Business enterprises in Canada wanting to compete in the **1992 Canada Awards for Business Excellence (CABE)** have until April 8 to submit their applications.

The competition is open to businesses of all sizes and in all fields of economic activity, with up to three winners being chosen in each of the following eight categories: entrepreneurship; environment; industrial design; innovation; invention; marketing; small business; and total quality.

In announcing the opening of the **1992 CABE** application process,

Minister of Industry, Science and Technology and Minister for International Trade Michael Wilson said: "For the ninth year, we are honouring the success of individuals and companies in Canadian business. **CABE** winners stand out as examples of how Canadian businesses can compete successfully against the best in the world."

To obtain a **1992 CABE** application form or more information contact Dominique Veilleux, Ottawa, tel.: (613) 954-4083 or any Regional Office of Industry, Science and Technology Canada.

Register Today to WIN Exports

One of the most direct routes to finding export sales leads is to be registered with WIN Exports.

Managed by External Affairs and International Trade Canada, WIN Exports is a computer database of Canadian exporters and their capabilities. The database is used exclusively by 1,200 EAITC trade staff at its offices around the world — giving worldwide prospective clients an awareness of Canadian companies and their capabilities.

Statistics show that more than 100,000 requests for export infor-

mation from foreign buyers are received annually by Canada's trade commissioners — who use the WIN Export computer database daily to access information on Canadian exporters and their particular products and services.

To receive a WIN Exports registration form, contact Info Export, External Affairs and International Trade Canada (BPTE), 125 Sussex Drive, Ottawa K1A 0G2. Toll-free tel.: 1-800-267-8376 (Ottawa area: 993-6435). Fax: (613) 996-9709. Quote code number 50TB.

Brazil Agroproject

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- \$3.5 million in **technical inputs** fertilizers, pesticides, herbicides, drugs and mineral salts for animals, seeds, laboratory glassware, and reagents.

- \$6 million in **construction**.

Project executing agency is Empresa Brasileira de Pesquisa Agropecuaria (EMBRAPA). Contracting of consultants will be handled by Instituto Interamericano de Cooperacion Agricola (IICA).

Interested parties seeking general information may contact Sven Blake, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-4199. Fax: (613) 943-8806.

For details or for assistance in identifying contacts and obtaining bid documents, contact Commercial Division, Canadian Consulate General, Sao Paulo, Brazil. Tel.: (011-55-11) 287-2122/287-2234/287-2601/287-2176. Telex: (Destination code 38) 23230 (CCAN BR). Fax: (011-55-11) 251-5057.

Asia Bank

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- **Toronto** — April 6-7 (Alice Lam, Ontario International Corporation. Tel.: 416-314-8251. Fax: 416-314-8222).

- **Vancouver** — April 9-10 (Don Cameron, International Trade Centre. Tel.: 604-666-1436. Fax: 604-666-8330).

For general information on the coordination of these events, contact Eileen Durand, Asia Pacific South Trade Development Division (PST), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 992-0959. Fax: (613) 996-4309.

CANADEXPORT

ISSN 0823-3330

Editor-in-Chief:
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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.