

# New Exporters to Border States Agenda

*The New Exporters to Border States (NEBS) program is a crash course for small and medium-size businesses in the essentials of exporting to the United States, providing first-hand exposure to a nearby marketplace in a U.S. border state. International Trade Centres (ITCs) can provide further NEBS information. ITCs are co-located with Industry, Science and Technology Canada.*

## NEBS to New England (Boston)

- Originating in Montreal/Eastern Canada. **Computer Software Sector.** January 12-14, 1993. Contact Huguette Lanoue, ITC, Montreal. Tel.: (514) 283-3650.
- Originating in Moncton, N.B. and Atlantic Canada. **Intercultural Marketing Services.** January 26-28, 1993. Contact Ben Hong, ITC, Moncton. Tel.: (506) 851-6669.
- Originating in Halifax, N.S. and Atlantic Canada. **Food Products Sector.** February 1-4, 1993. Contact Kirsten Tisdale, ITC, Halifax. Tel.: (902) 426-9957.
- Originating in Laval or St. Jean, Quebec. **Multisectoral.** Dates to be determined. Contact Huguette Lanoue, ITC, Montreal. Tel.: (514) 283-3650.
- Originating in Moncton, N.B. and Atlantic Canada. **Building Materials/Technology Transfer Sectors.** February (date to be determined), 1993. Contact Claude Lapointe, ITC, Moncton. Tel.: (506) 851-6445.
- Originating in Montreal, Quebec and Eastern Canada. **Biotechnology Sector.** March 2-4, 1993. Contact Huguette Lanoue, ITC, Montreal. Tel.: (514) 283-3650.
- Originating in St. John's, Newfoundland and Eastern Canada. **Seafood Products Sector.** March 15-18, 1993. Contact Paul Rose, ITC, St. John's. Tel.: (709) 772-4864.

## NEBS to Buffalo

- Originating in Central Ontario. **Multisectoral.** March 24-25, 1993. Contact Bob Garcia, Ontario MITT. Tel.: (416) 325-6859; or Renée Lazarz, Canadian Consulate General, Buffalo, N.Y. Tel.: (716) 852-1247.
- Originating in St. Jean, Quebec. **Federal Business Development Bank.** May (date to be determined), 1993. Contact Paul Delaney, ITC, Montreal. Tel.: (514) 283-3531; or André Aura, Nouvelle Exportateurs de St. Jean, Quebec. Tel.: (514) 359-9999.

## NEBS to Detroit

- Originating in Quebec and Ontario. **Shoe Manufacturers.** January 9, 1993. Contact Anne Cascadden, Canadian Consulate General, Detroit. Tel.: (313) 567-2340.
- Originating in Ontario. **Automotive Aftermarket Manufacturers.** February 19, 1993. Contact Ron

Biddle, Canadian Consulate General, Detroit. Tel.: (313) 567-2340.

- Originating in Central and Southwest Ontario. **Multisectoral.** February 23-24, 1993. Contact Bob Garcia, Ontario MITT. Tel.: (416) 325-6859.
- Originating in Ontario. **Food Manufacturers.** March 10-11, 1993. Contact Maureen Angus, Ontario Ministry of Agriculture. Tel.: (416) 861-2400.

## NEBS to Minneapolis

- Originating in Alberta, Saskatchewan, Manitoba. **Software.** February 16-18, 1993. Contact Chuck McGriff, Canadian Consulate General, Minneapolis. Tel.: (612) 333-4641. In Manitoba, contact Dick Davis, ITC, Winnipeg. Tel.: (203) 983-4586. In Saskatchewan, contact David Dix, ITC, Saskatoon. Tel.: (306) 975-4343.
- Originating in Alberta, Saskatchewan, Manitoba. **Building Products.** March 3-5, 1993. Contacts as immediately above.
- Originating in Northwestern Ontario. **General (Multisectoral).** March 10-11, 1993. Contact Dana Doyle, Canadian Consulate General, Minneapolis. Tel.: (612) 333-4641.

## NEBS to Seattle

- Originating in Vancouver, B.C., Alberta, Western Canada. **Mining Equipment.** December (date to be determined), 1992. In B.C., contact Rick Stephenson, ITC, Vancouver. Tel.: (604) 666-1443. In Alberta, contact Neil VanBostelen, ITC, Edmonton. Tel.: (403) 495-4414; or Audrey Albright, Alberta Ministry of Economic Development and Trade. Tel.: (403) 427-4809.
- Originating in Vancouver, B.C., Alberta, Western Canada. **Software.** January (date to be determined), 1993. Contact Stephenson/VanBostelen/Albright as above.
- Originating in Vancouver, B.C., Alberta, Western Canada. **Marine/Leisure Craft.** January (date to be determined), 1993. Contact Stephenson/VanBostelen/Albright as above.
- Originating in Vancouver, B.C., Alberta, Western Canada. **Giftware (Multisectoral).** February (date to be determined), 1993. Contact Stephenson/VanBostelen/Albright as above.