

AGENDA

Vancouver — May 9, 1994; **Calgary** — May 11; **Saskatoon** — May 13; **Toronto** — May 17; **Ottawa** — May 25; **Montreal** — May 31 — **Country Risk Workshops** hosted by the Export Development Corporation (EDC). Contact Lyne Hébert, EDC, Ottawa. Tel.: (613) 598-2774. Fax: (613) 598-3080.

Ottawa-Hull — May 17, 1994 — The Federal Business Development Bank (FBDB) is offering a two-month (45 hours) **Strategic Planning Program** specifically aimed at Ottawa-Hull area companies wanting to enter or expand their export markets. Contact Douglas L. Marshall, Manager, Business Counselling, FBDB, Ottawa. Tel.: (613) 995-5068. Fax: (613) 995-9045.

Trade Links Made With Fax on Demand

Muselink International Technologies offers clients an integrated telecommunications database system of Canadian exporters marketing information under the name **Tradefax**.

Using the latest technology known as fax-on-demand, this system allows instant access, 24 hours a day, to marketing information on **worldwide trade links**.

Call the **Tradefax** information hotline: (613) 599-6909.

• NOTICE TO OUR READERS •

Many of our readers send us information on seminars and trade fairs that they are organizing, or products and services they wish to promote in our newsletter.

We carefully examine this large volume of mail and try to find a place for material which we think will interest a good segment of our readership. Obviously, we cannot publish everything sent to us.

We realize that those who send

material would like to know if and when it will be published. But our small team would never be able to keep its head above water if it had to answer each letter, let alone publish the newsletter. The only way to find out whether your item is being published, then, is to carefully read each issue of **CANADEXPORT!**

We appreciate your understanding.

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ones that Canadian companies possibly could get a share of — provided they placed themselves on Korean qualified vendor lists!

That's one of the messages contained in **Korean Power Generation and Distribution Market**, a hard copy and diskette study completed recently by the Canadian Embassy in Seoul.

The detailed study outlines market opportunities, profiles key partners and provides advice on a number of alternate market penetration strategies.

It also notes that the continuing rapid growth of the Korean economy has created a "skyrocketing demand" for electricity, with the construction of power generation capacity in 1992 alone costing C\$6.8 billion.

Persons wanting hard copies of the 124-page study, or WP 5.2 diskette versions (please submit DOS-formatted 3 1/2-inch or 5 1/4-inch disks), should contact: Commercial/Economic Section, Embassy of

Canada, C.P.O. Box 6299, Seoul, Korea. Fax: (82-2) 755-0686.

Korea: Business Legal

A Legal Guide to Doing Business in Korea recently completed for the Canadian Embassy in Seoul now is available either in hard copy or diskette (WP 5.2) form.

While not a substitute for professional legal advice, the guide prepared by the international Korea-based law firm Lee & Ko, provides valuable insight into the often very different Korean legal system.

Topics covered include: Establishing a Business Presence in Korea; Protection and Transfer of Know-How and Intellectual Property Rights; and Tax and Accounting.

For a copy of the 56-page guide or the diskette — please provide a DOS-formatted 3 1/2-inch or 5 1/4-inch disk — contact: Commercial/Economic Section, Canadian Embassy, C.P.O. Box 6299, Seoul, Korea. Fax: (82-2) 755-0686.

InfoCentre



InfoCentre (formerly InfoExport) is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact InfoCentre (toll-free) at 1-800-267-8376 (Ottawa area: 944-4000).

To order DFAIT publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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