

The Quebec Software Promotion Centre Focuses on Mexico, the U.S. and Singapore

As part of its activities to assist the producers of software in Quebec, the Quebec Software Promotion Centre (QSPC), a non-profit organization created in 1990, has organized the following events:

Trading with Mexico — March to June, 1996: Trade missions giving participants an opportunity to meet with possible partners selected beforehand by the Centre. QSPC representatives accompanying.

US Partnerships. Boston, April 1996: A one-day meeting of software stakeholders from Quebec,

Massachusetts and New Hampshire.

The QSPC will also be organizing round tables on the software market in Singapore and the United States on April 24 and June 12, 1996, respectively.

In order to attend these events, companies must register with the Quebec Software Training Centre and must pay fees varying in accordance with their chosen activity.

For further information, contact the QSPC at (514) 874-2667.

U.S. Customs and Border Business — *Continued from page 1*

Customs experts freely offer their expertise.

Mutually Beneficial

The seminar strategy should benefit both Customs and the trading public.

Increased voluntary compliance will allow Customs to concentrate its resources in those areas that pose the greatest risk regarding possible circumvention of the law.

Voluntary informed compliance on the trade public's part can reduce lengthy and costly border delays.

Seminar Benefits

There are many tangible benefits, only a few of which are enumerated here, that can result from participation in these seminars/workshops:

* Understanding the Harmonized Tariff System can assist an exporter in determining the correct classification to be applied to its goods.

* A greater knowledge of the intricacies of the North American Free Trade Agreement (NAFTA) can reduce the potential of denied claims.

* Knowledge of regulatory issues (e.g. trademark-copyright,

quota and consumer product safety) can ensure that an exporter's goods will not be denied access to the U.S. marketplace.

* Understanding U.S. Customs appraisal regulations will help to ensure that a company will not be faced with additional duty bills.

* Familiarity with country-of-origin marking regulations can expedite the release of merchandise at the border.

* Knowledge of cargo documentary requirements can prevent delays in entering goods into the United States.

Seminar Setup/Contact

The seminars — at which U.S. Customs Service provides the experts at no cost — usually last a half day and wrap up after a lunch where individual companies may have a one-on-one appointment with a Customs expert.

The seminar co-sponsor (exporters/associations in the community) provide the meeting facility.

Information on becoming a co-sponsor or on the seminar series in general is available from Ms. Marcia Grove, Commercial Officer, Canadian Consulate General, Buffalo, New York, Tel.: (716) 858-9555; Fax: (716) 852-4340.

U.S. Customs Seminar 1996 Schedule

Following is the "working schedule" listing the Ontario locations, sectors, tentative dates and contacts for the series of U.S. Customs Seminars, organized in cooperation with the Canadian Consulate General in Buffalo and with the U.S. Customs Service.

* **Richmond Hill** — Computer Hardware — April 17 — Mary Palmer (tel.: 416-325-6663); John Santarose (tel.: 905-771-8800).

* **Mississauga** — Automotive/Parts — May 15 — Molly Fitzpatrick (tel.: 416-620-4220; fax: 416-620-9730).

* **London** — Telecommunications — May (TBD) — Rick Bain/Howard Atkinson (tel.: 519-661-4957).

* **Toronto** — Apparel — June (TBD) — Bob Kirk (tel.: 613-231-3220).

* **Whitby** — Machinery/Machine Tools — September (TBD) — Peter LeBel (tel.: 905-686-2621).

* **Ottawa** — Telecommunications — October (TBD) — Tracy Long (tel.: 613-236-6550).

* **Burlington** — Agriculture — November (TBD) — (tel.: 905-572-2253).