

# BUSINESS AGENDA

**Toronto — December 4 — The Rules are Changing: Standards and Europe 1992.** Seminar organized by EAITC, Ontario's MITT, Canadian Standards Association, Standards Council of Canada and Canadian Exporters' Association (CEA). Contact George Rogerson, CEA. Tel.: (613) 238-8888. Fax: (613) 563-9218.

**Toronto — December 5 — Doing Business with Hong Kong.** This seminar will help participants understand the rules and regulations that govern the Hong Kong market; the legal considerations and Canadian tax issues involved in establishing a business in Hong Kong; and how to deal with agents, distributors and joint-venture partners. Case studies of companies who have succeeded on the Hong Kong market will provide helpful "do's" and "don'ts". Canadian government assistance to exporters as well as the provisions of the Canadian Immigrant Investor Program will also be outlined. Sponsoring organizations are the Hong Kong-Canada Business Association, the Asia Pacific Foundation of Canada, the Joint Centre for Asia Pacific Studies and the Ontario Centre for International Business. To register (the fee is \$100), contact Angie Paau, Hong Kong-Canada Business Association. Tel.: (416) 366-2642. Fax: (416) 366-1569.

**Halifax — December 7 — Starting Right with Japanese Business,** a one-day seminar, will provide marketing, cultural and business information to first time exporters to Japan. A Nova Scotia success story and an insider's view of Japanese trading companies will help demystify this challenging but rewarding market. Pre-registration fee is \$100. Contact the International Briefing Centre. Tel.: (902) 420-5441. Fax: (902) 420-5561.

**Toronto — December 12 — The economic realities of the Canada-U.S. Free Trade Agreement, free trade with Mexico and the Uruguay Round of GATT negotiations** will be discussed at a luncheon

workshop, jointly organized by the Canada-U.S. Business Association (CUSBA) and the Toronto Association of Business Economists. Contact CUSBA. Tel.: (416) 621-1507. Fax: (416) 620-5392.

## PUBLICATIONS

### TDS Publications —

*Continued from page 11*

Technology Inflow Program.

**TIP Application Forms**

***Extending the Network: The Science and Technology Mechanisms and Programs of External Affairs and International Trade Canada,*** covers TDS services and lists its science and technology network abroad.

A report on the agri-food and fish sector, prepared by the Canadian High Commission in Port-of-Spain, says that the Trinidad and Tobago Government has designated agri-food/fish as a priority sector for development. Activity in this sector declined dramatically during and after the 1973-

1982 "oil-boom" period.

The report outlines the means by which the Trinidad and Tobago Government will double this sector's contribution to the national income, and describes new opportunities for Canadian companies in agricultural mechanization, farm management, crop management, and marine resource development.

Projects in the sectors which will likely be of interest to Canadian companies include the development of dairy and beef livestock, as well as the supply of feed mills, food processing equipment, and bulk food products.

To obtain a copy of the report, contact Info-Export (BPTE), EAITC, 125 Sussex Drive, Ottawa K1A 0G2. Fax: (613) 996-9709.

### Europe 1992: High Tech — *Continued from page 7*

(ECL), a complementary U.K. firm providing a well established base in the EC. By 1989, with the combined resources of Intera (Calgary), Intera-Kenting, and ECL, European sales topped \$14 million.

#### Information-Contact

For more details on the advanced technologies industries, consult EAITC's ***Telecommunications and Computers*** report, one of the ***1992 Implications of a Single European Market*** sectoral reports available from Info Export (BPTE), External Affairs and International Trade Canada,

125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 993-6435. Fax: (613) 996-9709.

For information on participating in trade, investment, technology, and strategic partnering missions to EC countries, contact EAITC's Western Europe Trade and Investment Development Division (RWT). Tel.: (613) 995-9401. Fax: (613) 952-3904/07.

For more information on Europe 1992, contact EAITC's European Community Trade and Economic Relations Division (REM). Tel.: (613) 996-5665. Fax: (613) 952-3904/07.

Return requested  
if undeliverable:  
CANADEXPORT (BPT)  
125 Sussex Drive  
Ottawa, Ont.  
K1A 0G2

