

BUSINESS OPPORTUNITIES

Input Sought for Panama Canal Feasibility Studies

The Government of Panama, which on December 31, 1999, assumes overall control of the Panama Canal, is seeking financial and technical input to update 1993 studies that were conducted to determine what should be done to accommodate newer ships that are too large to cross the existing canal.

Canadian companies, particularly those with engineering or technical skills, are being asked if they are interested in participating in these studies and if they would be interested in bidding on eventual tender calls for the upgrade of the canal.

The cost of updating the studies is estimated at US\$20 million, of which the European Union has

agreed to contribute approximately 50 per cent. The hope is that other main canal users, including Canada, will contribute toward these costs. Only firms located in the contributing countries will be eligible for contracts related to the completion of the studies, which are to be managed by the Inter-American Development Bank.

The 1993 studies, commissioned by Panama, the United States and Japan, considered two options: a third set of locks or a new (sea level) canal. Not much credence is now being given to the latter option, which could cost about US\$40 billion. The cost of a third set of locks could reach US\$8 billion or US\$10 billion.

Interested parties may reply to the above two questions by contacting Céline Boies, Central America and Caribbean Division, Department of Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa K1A 0G2, Fax: (613) 944-0479; E-mail: celine.boies@extott12.x400.gc.ca

For further information, contact either Ms C. Boies, Tel.: 613-996-6129, or Ambassador Louise Léger, Canadian Ambassador to Panama, Edificio Banco Central Hispano, 4to Piso, Avenida Samuel Lewis, Calle Gerardo Ortega, Ciudad de Panama, Republica de Panama, Tel.: (011-50-7) 264-9731, Fax: (011-50-7) 263-8083.

BUSINESS AGENDA

Making Trade Shows Work

MARKHAM — February 6, 1997; **VANCOUVER** — February 12; **WINNIPEG** — March 6 — Trade show expert Barry Siskind presents a series of workshops entitled **Making Trade Shows Work**, aimed at

show co-ordinators, sales managers and staff.

For further information, contact the International Training & Management Company, Tel.: 1-800-358-6079; Fax: 1-800-358-6084; E-mail: itmc@ican.net

CSA Software Partnering Conference

CHICAGO, ILLINOIS — March 6, 1997 — Canadian software companies interested in developing information technology alliances are invited to take part in the **CSA Software Partnering Conference**. The

conference is an excellent opportunity to learn about the business and strategic direction of dozens of software and information technology companies. The event is being hosted by the Canadian Consulate General of

Chicago, KPMG Peat Marwick, and Freeborn & Peters. Casey Cowell, President of Chicago-based U.S. Robotics, is the keynote speaker. For information, contact (312) 939-5355.



DFAIT's InfoCentre provides counselling, publications and referral services to Canadian exporters. Trade-related information can be obtained by contacting the InfoCentre at 1-800-267-8376 (Ottawa region: 944-4000) or by fax at (613) 996-9709; by calling the InfoCentre FaxLink (from a fax machine) at (613) 944-4500; by calling the InfoCentre Bulletin Board at 1-800-628-1581 via a computer modem; and by visiting the InfoCentre Internet World Wide Web site at <http://www.dfait-maeci.gc.ca>.

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