

# BUSINESS AGENDA

**Calgary - May 5 - Let's Talk Risk Workshop.** Contact Jim Christie. Tel.: (403) 294-0928; **Vancouver - May 6 - Let's Talk Risk Workshop.** Contact R. Johnson. Tel.: (604) 666-6807; **London - May 12 - Let's Talk Risk Workshop.** Contact Jan Dvorak. Tel.: (519) 645-5828; **Toronto - May 13 - Let's Talk Risk Workshop.** Contact R. McCorkindale. Tel.: (416) 973-5991; **Ottawa - May 21 - Let's Talk Risk Workshop.** Contact M. McCourt. Tel.: (613) 598-2992.

**Montreal - May 12, 13 and 14 - The National Apparel Technology Show** opens its doors to Canadian, American and foreign manufacturers of equipment machinery, technology, supplies and accessories of all kinds. The show will include conferences as well as an exhibition of products and services. For more information, contact P.R. Charette, Montreal. Tel.: (514) 489-8671. Fax: (514) 487-3230.

**Montreal - May 28-29 - Mécanexpo** is the venue for more than 80 exhibitors, manufacturers and distributors of the latest products and services in the mechanical and construction industry. The event will interest contractors, engineers, architects, original equipment manufacturers government and municipal agents. For more information, contact Johanne Clément, Corporation of Master Pipe-Mechanics of Quebec. Tel.: (514) 465-2668 or 1-800-465-2668. Fax: (514) 954-8933.

## Telecommunications in Western Europe

External Affairs and International Trade Canada (EAITC) has published a study describing the experiences of nine Canadian telecommunications suppliers in Europe. It is the first phase of a two-phased study to assess and recommend various "marketing arrangements" to help Canadian telecommunications suppliers pursue opportunities in the European Community.

The current telecommunications equipment market in Western Europe is approximately \$40 billion and is forecast to reach \$100 billion by the year 2000. Canadian exports in 1989 were about \$280 million, only 0.7 per cent of the market.

The study, *Europe 1992 and Canada's Telecommunications Industry — Experiences of Canadian Telecommunications Firms in the European Community* (#66EA) can be

obtained from Info Export (see box at bottom).

*Canada and the World Environment* (#17GA), recently published by External Affairs and International Trade Canada, looks at international issues and sketches the role that Canada has been playing to protect the environment. It

## PUBLICATIONS

looks at problem areas where international action will be essential.

A copy can be obtained from Info Export (see box at bottom).

## Canada-CIS Joint Ventures

The Canada-USSR Business Council, now known as the CUBC, published at the outbreak of the USSR crisis the results of a survey that analyses the experience of Ca-

nadian partner firms to 52 operational joint ventures in what is now the Commonwealth of Independent States (CIS). Written by Carl H. McMillan, Professor of Economics at Carleton University, *Canada-USSR Joint Ventures: A Survey and Analytical Review*, reveals that, as of late 1991, the value of Canadian foundation capital in joint ventures exceeded US\$140 million.

The survey describes the nature of the joint venture partners, their motivations, the overall negotiating process and their operational experience. It also describes the political and legal backdrop to joint ventures, placing them in the context of international activity in the former USSR.

The review can be obtained for \$40.13 (taxes and postage included) from the CUBC, 2 First Canadian Place, Suite 2125, P.O. Box 11, Toronto, Ont. M5X 1A9. Tel.: (416) 862-2821. Fax: (416) 862-2820.

## InfoExport

Info Export is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact Info Export (toll-free) at 1-800-267-8376 (Ottawa area: 993-6435). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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