

# BUSINESS AGENDA

**Halifax** — March 14, 1994; **St. John's** — March 15; **Montreal** — March 15; **Toronto** — March 17; **Ottawa** — March 18; **Winnipeg** — March 22; **Edmonton** — March 23; **Vancouver** — March 25 — **Export Controls Seminars** of interest to: decision-makers of successful exporting high tech companies; companies interested in exploring potential markets in Eastern Europe, republics of the former Soviet Union and China; customs brokers/freight forwarders; manufacturers/exporters of military/defence products; etc. Details, registration information available from Thomas Jones, Foreign Affairs and International Trade, Ottawa. Tel.: (613) 996-2387. Fax: (613) 996-9933.

**Toronto, Montreal** — **March 28-31, 1994** — Several Austrian firms will be holding meetings in these cities to seek cooperation with Canadian manufacturers and distributors in the environmental technology field. As well, the Austrian Trade Commission is holding a trade mission in Vancouver during **GLOBE'94** (March 21-25, 1994). For trade mission details, tel. (604) 683-5808; fax: (604) 662-8428. For specific dates, locations and to arrange an appointment for the meetings, contact the Austrian Trade Commission, (in **Toronto**), tel. (416) 967-3348, fax: (416) 967-4101; (in **Montreal**), tel. (514) 849-3708, fax: (514) 849-9577.

**Ottawa** — March 29, 1994 — **Developing Technology Partnerships in Japan** is a one-day seminar to help Canadian computer hardware/software and telecommunications companies build effective strategic partnerships in Japan. The event, featuring several qualified speakers, is being presented by Foreign Affairs and International Trade (DFAIT) and the Ottawa-Carleton Economic Development Corporation (OCEDCO). For program information, contact DFAIT, tel.: (613) 995-7646. To register, contact OCEDCO, tel.: (613) 236-3500.

**Moncton** — March 29-30, 1994 — **Public-Private Partnering Conference** will demonstrate how Atlantic Canada's private and public sectors can partner in an effort to export goods and services. To register or to obtain further information, fax: (506) 859-6131.

**Moncton** — April 11, 1994; **Halifax** — April 12; **Montreal** — April 13; **Toronto** — April 14; **Ottawa** — April 15; **Winnipeg/Saskatoon/Calgary** — April 18; **Vancouver** — April 19 — **ExportVision'94: Advanced Technology**. This biennial event, featuring discussions with Canada's trade commissioners from around the world, helps Canada's high technology industry to export its products and/or services internationally. Designed for firms that are ready to export or that already

are exporting, **ExportVision** is a cost-effective means of getting answers to questions on marketing and exporting advanced technology products. Contact Gisèle Laframboise, tel. (613) 996-8099 or Monique McGrath, tel. (613) 996-8709, both of DFAIT, Ottawa.

## PUBLICATIONS

### Seafood Guide on Disk

The bilingual 3.5-inch diskette format of the **1993 Canadian Fish and Seafood Exporters' Sourcing Guide** now is available through InfoEx (tel. toll-free 1-800-267-8376; Ottawa area: 944-4000).

Produced by the Sectoral Liaison Secretariat of Foreign Affairs and International Trade, Ottawa, the guide (also available in booklet form) lists 500 Canadian fish, shellfish and seafood exporters, as well as 20 fisheries-related associations.

### Partnering — from page 5

#### PUBLISHING Lawco Ltd.

This is a small publishing company specializing in reference sources on billiards. They are currently printing a series on billiards, including a road-map of billiards parlours across the U.S. Lawco seek a partner to co-publish and distribute this series in Canada.

## InfoEx

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

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

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