

PUBLICATIONS

The Defence Sector in Malaysia — A research study conducted for the Canadian High Commission in Kuala Lumpur reveals, among the many details and specifics of the study — which is likely to be of interest only to those in the defence sector — that the Malaysian Ministry of Defence (Mindef) has "very little awareness of Canadian defence capabilities." A senior Navy Officer on a recently sponsored visit to Canada was "surprised" by the range and quality of Canadian defence products and felt that Canadian firms had suitable equipment for the Navy but that Canadian marketing "was not aggressive enough." Similarly, a senior contact in Mindef's Supply Division felt sure that Canada "could supply many items for the Defence Forces but that, to date, Canadian suppliers have not been very visible in the market place." In addition to reporting that the Malaysian government's defence expenditures in 1989 were between US\$780 and US\$800 million, the study covers the country's future defence plans, its local capabilities, and details procurement procedures, including countertrade practices. Copies of the study are available through External Affairs and International Trade Canada (EAITC's) Info Export, toll-free tel.: 1-800-267-8376 (Ottawa area: 993-6435). Fax: (613) 996-9709.

A just-released External Affairs and International Trade Canada (EAITC) publication, **GREENLAND: An Introduction to the Market**, offers valuable information to prospective Canadian exporters.

In addition to giving details on Greenland's location, population, language, government and foreign trade, the study shows where the market opportunities exist —

mainly in clothing, winter footwear, sports equipment, foodstuffs and construction materials — and how to take advantage of them. A list of useful contacts is also provided — transportation carriers, tradinghouses, Greenland importers and hotel and travel information as well as Canadian Government addresses. To obtain a copy of the bilingual study, contact EAITC's Info Export, toll-free tel.: 1-800-267-8376. (Ottawa area: 993-6435). Fax: (613) 996-9709.

Market Study for Computer Software in Mexico reveals that the market for computers has experienced "the most dynamic growth rate" of all that country's industrial product sectors, with the total Mexican market for computers, peripherals, software and services valued at \$806.2 million in 1989. Despite the liberalization of computer imports through the elimination of the import permit requirement and other measures, it is "still difficult to assess the changes in the market size and composition as a result of these measures," says the study. Also provided is information on how to do business with the government and its agencies, industrial chambers and associations, and potential agents and distributors. To obtain copies,

contact EAITC's Info Export, toll-free tel.: 1-800-267-8376 (Ottawa area: 993-6435). Fax: (613) 996-9709.

BUSINESS AGENDA

Toronto — November 13 — The Impact of the GST on the Import, Export & Distribution of Goods and Services will be analyzed — by experienced practitioners in import, export and distribution tax planning — at one-day conferences slated for various cities throughout Canada this autumn. In addition to the Toronto date, the conferences, sponsored by The Canadian Institute, will be held in: **Montreal**, November 14; **Vancouver**, November 16; **Calgary**, November 19; and **Winnipeg**, November 20. Registration fee is \$595. Contact The Canadian Institute, 1329 Bay Street, 3rd Floor, Toronto, M5R 2C4. Tel.: (416) 927-0718.

Ottawa — November 26-28 — The Changing Soviet Union: Implications for Canada and the World. This major international conference on Canada-Soviet relations, will feature some of the world's leading experts on the Soviet Union. Panels will be held on a wide range of topics, including trade and the Soviet economy. The conference is co-sponsored by the Parliamentary Centre for Foreign Affairs and Foreign Trade, the Canada-USSR Business Council, and the Canadian Institute for International Peace and Security. To register, contact the Parliamentary Centre. Tel.: (613) 237-0143. Fax: (613) 235-8237.

Toronto — November 28 (evening)-30 — Canada-USSR Business Council (CUBC) Annual Meeting. Call Susan Santiago, CUBC. Tel.: (416) 862-2821.

Trade Minister's Agenda

Important upcoming events on International Trade Minister John C. Crosbie's agenda are the **Meeting of APEC (Asia Pacific Economic Council) Trade Ministers**, which will take place on November 30-December 1 in Brussels, Belgium and the **Concluding MTN Conference**, slated for December 2-8, also in Brussels.

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