

BUSINESS AGENDA

Toronto — November 5 — **"Let's Talk Risk" Workshops.** Contact the account manager, tel.: (416) 973-6211, fax: (416) 862-1267; **Vancouver** — November 16 — tel.: (604) 666-6234, fax: (604) 666-7550; **Edmonton** — November 18 — tel.: (403) 292-6898, fax: (403) 292-6902; **Winnipeg** — November 20 — tel.: (204) 983-5114, fax: (204) 983 2187; **Montreal** — November 24 — tel.: (514) 283-3013, fax: (514) 878-9891; EDC head office in Ottawa, tel.: (613) 598-2500, fax: (613) 237-2690.

Ottawa — November 19 — A Business Connexion seminar organized by Environment Canada will be held at the Chateau Laurier Hotel. One of the topics presented will be "Trade Negotiations: A Sustainable Development Perspective". To register, contact Dina Derenzis, Ottawa. Tel.: (613) 526-4249 or 1-800-267-0666.

Mississauga — November 25-26 — **1993 Tourism Outlook Conference & Tourism Marketing Trends Conference.** This is a unique and timely opportunity to get solid market knowledge, expert economic interpretation and competitive thinking on the future of the tourism industry. For complete details, contact Dina Derenzis, Conference Registrar, The Conference Board of Canada, Ottawa. Tel.: (613) 526-4249. Fax: (613) 526-4857.

Toronto — December 14 (Export Issues); December 15 (Import Issues) — Two intensive courses de-

signed to, among numerous relevant issues, update Customs professionals on the North American Free Trade Agreement (NAFTA) and cross-border issues and to provide practical, proven strategies to minimize Customs duties and taxes.

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technical assistance and market distribution in North America and Europe.

- Packaged pigeon peas exporter — Looking for a partner to set up distribution in North American ethnic market.

- Tomatoes products and tropical jams and sauces exporter — Looking for a partner interested in sharing technology and capital investment for production expansion and setting up distribution in North America and Japan.

- Temperate fresh fruit and vegetable exporter — Looking for a partner to set up distribution off season in North America, Europe and Asia.

- Natural products (from honey and others) producer — Interested in a partner that can provide technical assistance and distribution in North America or other markets.

- Pastas and prepared foods exporter — Interested in a partner to set up distribution in the U.S.

- Natural products for pets' market — Looking for a partner to set up distribution in North America and Europe.

Complete details, registration fee information are available from Rebecca Young, Marketing Manager, Institute for International Research, Toronto. Telephone toll-free 1-800-461-2398 or (416) 928-1078. Fax: (416) 928-2994.

Types of Assistance

This project also can find potential Latin American agro-industrial partners for raw materials supply development or new export production development.

The project offers the following assistance — **Free** — to Canadian firms:

- Identification of selected Latin American and Caribbean (LAC) companies that have a capacity to provide stable sources of raw materials or finished products;
- Provision of financial and technical information on these LAC companies;
- Provision of information on the LAC country involved;
- Introduction of the firms, and assistance for visits to LAC countries, as required, in the establishment of initial negotiations; and
- A support network in both countries.

For further information on these opportunities, contact Emilio Portocarrero, Deloitte & Touche Management Consultants, 386 Woolwich Street, Guelph, Ontario, N1H 3W7. Tel.: (519) 822-2000. Fax: (519) 822-0247.

Info Export

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: 944-4000). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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