

# CANADEXPORT

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External Affairs à l.  
International Trade Canada

## Meetings in Canada

### India, Austria Firms Promote Trade Collaboration

#### • India •

All interested Canadian companies are invited to participate in Phase II of the **Canada-India Joint Venture Program**, a part of which will see a delegation of businesspersons from India attending meetings in selected cities across Canada between November 29-December 7, 1993.

Promoting joint ventures and technical collaboration with India, this phase of the CIDA INC-supported program will feature two-day sessions in **Montreal** (November 29-30); **Toronto** (December 2-3); and **Vancouver** (December 6-7).

A list of Indian companies and their areas of interest has been compiled and organizers now are identifying Canadian companies whose interests match their counterparts from India. This will permit one-on-one meetings between interested parties.

The major features of the sessions, which are open to the public, are seminars on "Doing Business in India", one-on-one meetings and plant or factory visits.

On hand to meet and advise interested Canadian participants will be the Chairman and members of the Board of Directors of the Canada-India Business Council, officials from External Affairs and

International Trade Canada, and CIDA INC.

To obtain a list of the Indian companies or for more information, contact Pan Kanagaretnam, Executive Director, Canada-India Business Council, Ottawa. Tel.: (613) 238-4000. Fax: (613) 238-7643.

#### • Austria •

Several Austrian firms will be attending meetings in Montreal, Toronto and Vancouver between November 22-30, 1993.

They are seeking cooperation with Canadian distributors and manufacturers in a number of fields.

These include: electronics and software; forest industry/pulp/paper; materials handling equipment; pumps/hydraulic technologies; construction materials; recycling and transformation of metals; and textiles.

For specific dates and locations and to arrange an appointment call the Austrian Trade Commission, **(in Montreal)**, tel.: (514) 849-3708; fax: (514) 849-9577; **(in Toronto)**, tel.: (416) 967-3348; fax: (416) 967-4101; and, **(in Vancouver)**, tel.: (604) 683-5808; fax: (604) 662-8528.

### Canadian Business Travellers Can Claim Tax Refunds

Not all businesspeople who travel to Europe are aware that, in many cases, they are eligible to claim their value added tax (VAT)!

For instance, one organization tells us that business travellers (not tourists) to Germany are eligible to recover VAT (7% or 15%) paid on expenditures in the service sector. This would include, among other services, hotels, taxis, car rentals, gasoline, and trade fair exhibit expenses.

If you want to reduce your costs of trade and technology-related travel to Germany, contact Mrs. Monika Wolf, Canadian German Chamber of Industry and Commerce Inc., 1010 Sherbrooke Street West, Suite 1604, Montreal H3A 2R7. Tel.: (514)

844-3856. Fax: (514) 844-1473.

Another Canadian firm offers VAT refund claims to its business or trade show clients in 15 European countries and says that Finland will start VAT refunds January 1 or July 1, 1994. Austria and Norway are considering doing the same.

This firm, International Sales Tax Refund Corporation, notes that it is even possible, in some European countries, to claim VAT refunds for more than one year retroactively. As well, says the company, some countries grant refunds to industrial associations and foreign government organizations.

For more information on this firm's services and information on VAT

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