

BUSINESS AGENDA

Toronto — September 13-14, 1994; **Montreal** — September 16-17, 1994 — **The Eighth Meeting of the Canada-India Joint Business Council** will provide an opportunity for Canadian and Indian businesspeople to establish mutually beneficial commercial relationships. Contact Pan Kanagaretnam or Heather Worozbyt, Canada-India Business Council, Ottawa. Fax: (613) 238-7643.

Toronto — September 14, 1994; **Brampton** — October 19, 1994 — **Trade Shows Made Profitable**. These workshops, presented by trade show expert Barry Siskind, are aimed at company show coordinators, sales managers and staff who are involved or plan to become involved in trade fairs. Sponsored by Industry Canada and the Ontario Ministry of Economic Development and Trade. Contact International Training and Management Company. Tel./Fax: (416) 483-3836.

Calgary — September 26-27, 1994 — **The Canadian Energy Research Institute (CERI) hosts the 13th CERI International Oil and Gas Markets Conference**. Contact CERI Conference Division. Tel.: (403) 282-1231. Fax: (403) 289-2344.

Toronto — October, 3-5, 1994 — **Towards a New Cohesive Export Strategy** is the theme of the **51st Annual Canadian Exporters' Convention**, during which For-

eign Affairs and International Trade will also hold (October 3) a conference celebrating the **Centenary of the Trade Com-**

missioner Service. Contact Micheline Bélanger, Canadian Exporters' Association, Ottawa. Tel.: (613) 238-8888, ext. 225.

R.S.V.P California

Your Presence is Required

The California market is huge, the eighth largest in the world. Canadian firms with excellent products and services can do well in California — but not from a distance. Market knowledge and presence are vital if you plan to profit.

The Canadian Consulate Trade Office, San Francisco, has arranged some help for you. Those Canadian companies contemplating a physical presence in northern California can receive a free initial telephone consultation (your dime) from local professionals, many of whom are Canadian ex-patriates who have generously offered assistance. In some cases, these professionals may also offer teaming possibilities, or recommend other suitable partners.

These advisory services include: banking, mergers and acquisitions, accounting, tax law, business law, advertising, public or government relations, architecture, engineering, construction, commercial real estate, residential real estate, marketing management, and franchising.

If you plan to visit San Fran-

cisco, we would also work with you to arrange a breakfast meeting with selected professionals to discuss your plans for doing business here — you buy breakfast, the business guidance is free.

There is an abundance of available printed information on doing business in the U.S. or California. Price Waterhouse and other major management consulting firms produce general "Doing Business in the U.S." guidebooks. As well, the California Chamber of Commerce provides extensive printed background information relating to establishing a business in California.

To obtain a copy of the list of advisory service contacts or information on California Chamber of Commerce publications, please fax, write or phone:

Canadian Consulate Trade Office, 50 Fremont, San Francisco, CA 94105. Tel.: (415) 543-2550, ext 21. Fax: (415) 512-7671; or

Canadian American Chamber of Commerce of Northern California, P.O. Box 2931, San Francisco, CA 94126. Tel.: (415) 296-0961. Fax: (415) 296-9649.

InfoCentre

The InfoCentre of the Department of Foreign Affairs and International Trade provides counseling, publications and referral services to Canadian exporters. Companies interested in obtaining trade-related information are invited to contact the InfoCentre at 1-877-944-4000 or by fax at (613) 996-9709. Trade information is also available (a fax machine) at (613) 944-4500, the Department's round-the-clock

Return requested
if undeliverable:
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