

# BUSINESS AGENDA

**Calgary — October 27; Winnipeg — October 28; Vancouver — October 29** — In these cities and on these dates, seminars entitled **Canadian Commercial Corporation (CCC): The Competitive Edge in Selling to Governments Abroad** will be conducted. Contact Cynthia Young, External Relations, CCC, Ottawa. Tel.: (613) 995-5281. Fax: (613) 992-2134.

**Ottawa — November 2-4 — Canadian Wind Energy Conference and Exhibition '92** will focus on strategies to address market constraints, international markets and export opportunities, and new technology developments. Contact Mike Bourns. Tel.: (403) 289-4399. Fax: (403) 249-7910; or Jeff Passmore. Tel.: (416) 322-1560. Fax: (416) 322-1562.

**Toronto — November 4-6 — National marketing seminar on Proactive Strategies for Achieving Marketing Excellence in the 1990s.** To register (fee is \$795.00 per participant), contact Programme Coordinator, Institute for International Marketing, Ottawa. Tel.: (613) 831-1052. Fax: (613) 831-8452.

**Mississauga — November 5; Scarborough — November 17 — International Trade Shows Made Profitable** seminars. For more information or to register, phone or fax International Training and Management Company, Toronto 416-483-3836.

**Winnipeg — November 5-6 — Transportation to Mexico: Implications of the NAFTA** will be the subject of the semi-annual meeting/conference of the Canadian Transportation Research Forum (CTRF) being held at the Transport Institute, University of Manitoba. Contact Doreen Gusdal. Tel.: (204) 474-9097.

**Montreal — Toronto — Calgary — Vancouver** (Monday-Wednesday on consecutive weeks in November) — Forwarders, shippers, importers and carriers involved in

international dangerous goods traffic will find these three-day courses of special interest. Topics to be reviewed in an active classroom format include Canadian Regulations, International Maritime Dangerous Goods Code, and U.S. Department of Transport Rules. Registration fee of \$481.50 includes GST. For specific dates or more information, contact Marilyn Massoud, Secretary-Manager, Canadian International Freight Forwarders Association, P.O. Box 929, Streetsville, Ontario L5M 2C5. Tel.: (416) 567-4633. Fax: (416) 542-2716.

## PUBLICATIONS

### Survival in Russia

*Russia: Business Survival Guide* (third edition, March 1992) is a comprehensive, up-to-date resource written by and for people doing business in Russia or travelers to this country. Contents cover preparations, travel and accommodations, money, food, doing business, and Russian business law. In addition to a telephone directory with more than 4,000 listings, the guide contains city street maps, a yellow pages phone directory of goods and services, and reference information on publications and government services. Contact Kerry Irwin, Director of Marketing, East-West Information Consortium, 242 Gloucester Avenue, Oakville, Ontario L6J 3W7. Tel.: (416) 849-6507. Fax: (416) 842-3841.

### Argentine Sulphur Market

*Canadian Sulphur Market in Argentina* (168LA) paints a rather bleak outlook, given the overall decline in world markets for this product. However, the four-page review, commissioned by the Canadian Embassy in Argentina, indicates "Canada has been performing extremely well in Argentina by maintaining its market share in a depressed market." Indeed, Canada is the largest exporter of sulphur to Argentina, but future demand is mixed at best. According to local importers, "future Canadian exports of elemental sulphur will depend upon price and delivery." A copy of the report, quoting code number, is available from Info Export (see box at bottom of this page).

## InfoExport

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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