

BUSINESS AGENDA

Montreal — April 7; **Ottawa** — April 8; **Vancouver** — April 10 — Exporting/Marketing Seminar: Exporting Services to the U.S. For registration call Margaret McNabb, EAITC. Tel.: (613) 998-9441. Fax.: (613) 990-9119.

St. John's — April 21-22 — Value-Added will be a major theme at Newfoundland's seafood marketing intelligence conference. **Seafood Outlook 92** is for processors

and exporters, and features international seafood buyers, food marketing professionals, and consultants. Contact Paul Rose, St. John's. Tel.: (709) 772-5511. Fax (709) 772-2373.

Ottawa — April 28 — A 10-session course at Carleton University of interest to foreign service officers, business persons and the general public. The Middle East historical, socio-economic, lin-

guistic and political experiences will be analyzed and discussed. Contact course instructor, Hassan M. Eltaher, Ottawa. Tel./Fax.: (613) 825-1339.

Montreal — May 24-26 — The **Super Salon de l'Alimentation (SSA) International Show** will be held at Place Bonaventure. The show will attract Canadian, U.S. and European food industry participants. Contact SADAQ, Montreal. Tel.: (514) 289-9669.

Exports to South Africa

Canada has changed its policy of sanctions and controls on the exporting of strategic products to South Africa. In order to obtain a copy of **Notice to Exporters #59** concerning these changes, please contact Export Controls Division (KPE), Export-Import Permits Bureau, External Affairs and International Trade Canada, Box 481, Stn. A, Ottawa K1N 9K6, Tel.: (613) 996-2387; Fax: (613) 996-9933; Telex: 053-3745, or contact Info Export (see box below).

Western India

External Affairs and International Trade Canada will provide exporters a market guide on Western India prepared by an independent consultant under the direction of the Canadian Consulate in Bombay. A copy of **Doing Business in India: A Western India Perspective**, may be obtained from Asia Pacific South

Publications

Trade Development Division (PST), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2, Tel.: (613) 995-7689; Fax (613) 996-4309.

Architecture: A Valuable Export

Last year, the total value of non-residential construction in the United States was \$350 billion. The market is a very lucrative one not only for large Canadian architectural firms, but for small ones as well.

Recently the United States Trade and Tourism Development Division and the Royal Architectural Institute of Canada conducted a joint study for the purpose of

promoting exchanges of architectural services between Canada and the United States. The study, **Reviving America's Urban Cores: Downtown and Waterfront Potentials in Seattle and San Francisco**, focuses specifically on the potential of these cities.

To obtain a copy, contact Tim Kehoe, Royal Architectural Institute of Canada, Ottawa. Tel.: (613) 232-7165. Fax: (613) 232-7559.

Export Edge

Export Edge (#69TA) is a publication of External Affairs and International Trade Canada containing tips from Canadian companies that have been successful on the international scene. It draws on the experience gained by small- and medium-sized businesses representative of most sectors and markets. **Export Edge** is available from Info Export (see box below).

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: 993-6435). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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