

## Infotech Newsletter Available by E-mail

Companies now can save tax dollars while catching up on developments in the *United States information technology (IT)* market.

The Canadian trade posts in the U.S. produce a newsletter on the IT industry (including telecommunications), providing Canadian exporters with relevant and timely market information and intelligence in this field.

Departmental officers are writing about companies, events, decisions and technology that may have an impact on the market for Canadian IT products and services. Contributors also deal with joint ventures, strategic partnerships and investment relations.

The newsletter is only a few pages in length, so it takes just minutes to scan. Our officers try to do articles on topics of interest to many in the IT industry, and they welcome your suggestions and comments.

Currently, the newsletter is mailed out in hardcopy every second month to almost 1,500 Canadian companies and organizations. The desktop publishing, copying, handling and postage cost \$2.35 per copy.

We can get it to you more quickly and a lot more cheaply as an e-mail message via the Internet. All we need is your permission and your e-mail address. (Your CompuServe or other on-line service address will work just as well.) The Canadian Consulate Trade Office in San José, California, coordinates the input from our U.S. posts, and distributes the newsletter. The next issue will be out in October. If you would like to receive it by e-mail, please send an e-mail message to the San José office ([canadian@shell.portal.com](mailto:canadian@shell.portal.com)) to give them your Internet address. Indicate whether you want the newsletter in English or French.

## Philippine Bus, Truck Guidelines

The Philippine Department of Trade and Industry has released guidelines for the importation of used trucks and buses.

For both used trucks and buses, the Philippine government has waived the year model limitation, meaning that any model can be imported — provided that the unit is issued a *Certificate of Roadworthiness and Compliance to Emission Standards* by the Department of Motor Vehicles or any of its accredited inspection units.

Only left-hand drive cargo/dump trucks and other special-purpose vehicles are allowed to be imported into the Philippines, with the exception of special-purpose vehicles of the "off-the-road" type which can be brought into the country, even if they

are right-hand drive.

Cargo/dump trucks are also required to have a gross vehicular weight of at least 18 tons.

Importation of used buses (gross vehicular weight of 12 tons or more) is likewise allowed for right-hand drive units — provided that the appropriate conversion kit, or steering assembly, or all of the parts identified to be distorted during the conversion process are made part of the shipment.

Copies of the detailed guidelines may be obtained personally or in writing from the Philippine Trade Commission, 60 Bloor Street West, Suite 409, Toronto M4W 3B8. Tel.: (416) 967-1788/967-1798. Fax: (416) 967-6236.

### 10 Years Young!

## NEBS Good News to New Exporters

The highly successful New Exporters to Border States (NEBS) program already is 10 years old this year!

From its inception in Buffalo, New York in 1984, NEBS has contributed to the training of some 8,000 Canadian exporters, mostly small and medium-size enterprises.

NEBS is a one- to two-day crash course in export marketing. Participation fees are low and the excellent programs are put together by various Canadian border posts across the United States. It is estimated that 50 per cent of NEBS companies engage in exports after their participation in the program.

In 1994, NEBS has become even more relevant for the Canadian economy, given the emphasis by the present government on helping small and medium-size enterprises (SMEs) get a headstart in the export business — and the world's most lucrative market is just next door!

At a very modest cost, participants in the NEBS program learn all the basics of exporting, including transportation matters, customs brokers, export insurance, distribution networks, and much more.

Canadian Consulates in the United States running NEBS missions are Boston, Buffalo, Detroit, Minneapolis and Seattle.

To register to be a part of a NEBS mission, contact your nearest International Trade Centre, co-located in Industry Canada offices.