

BUSINESS AGENDA

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Toronto — February 9-10, 1995 - **Government grants, tax-credits & loans**, is the title of a comprehensive seminar designed to help business owners and managers understand the vast and changing array of government sponsored financial assistance programs available to them. The seminar, presented by a group of Toronto based management consultants and corporate tax specialists, OMNIUM Seminars, KPMG Peat Marwick Thorne, C-BASS LTD. and David Hearn & Associates, will be held at the First Canadian Place headquarters of the Board of Trade of Metropolitan Toronto. Please call

(416)763-0091 or fax (416) 763-5519.

Ottawa — February 9; **Toronto** - February 16; **Burlington** - March 2- **Making Trade Shows Work** workshops, sponsored by Industry Canada and the provincial Ministry of Economic Development and Trade, will be presented by show expert Barry Siskind. These workshops are aimed at company show co-ordinators, sales managers and staff who are involved or plan to become involved in trade fairs. Contact International Training and Management Company at 519-927-9494 in Terra Cotta or 416-483-3836 in Toronto.

at Ottawa-Hull area companies wanting to enter or expand their export markets. Contact Douglas L. Marshall, Manager, Business Counselling, FBDB, Ottawa. Tel.: (613) 995-5068. Fax: (613) 995-9045.

Toronto — March 7, 1995 - **Canadian Small-and Medium-Sized Enterprises (SMEs) in Asia: Seizing The Opportunities Through Flexible Business Networks** is a one-day seminar sponsored by Business Associations, the Department of Foreign Affairs and International Trade and the Ontario Ministry of Economic Development & Trade. This event, featuring several qualified speakers, aims to help the SMEs enter the Asian market by partnering with other companies. Contact Robert Lynn, Asia Pacific Foundation of Canada. Tel.: (416) 869-0541. Fax: (416) 869-1696.

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of the most aggressive players in the carrier segment: Bell Atlantic in Local Exchange and Cellular, MCI in Long Distance, and Comcast in Cable Television.

The study will introduce Canadian telecommunications equipment manufacturers to the market in the Mid-Atlantic Region, provide a comprehensive picture of the forces and players in the market, and assist informed decision making regarding market entry/expansion in the region.

To obtain a free copy of *The Telecommunications Market Study — Mid-Atlantic States*, contact Manuel M. Ellenbogen, Commercial Officer, Canadian Embassy, 501 Pennsylvania Ave. N.W., Washington DC 20001. Fax: (202) 682-7619.

Ottawa-Hull — February 20, 1995 — The Federal Business Development Bank (FBDB) is offering a two-month (45 hours) Strategic Planning Program specifically aimed

Nashville seminar

Marketing to State Governments

Nashville, Tennessee — March 27-28, 1995 - The U.S. Trade & Tourism Development Division of DFAIT is organizing a trade mission to an educational seminar on the theme of **Marketing to State Governments**. The seminar, which should be of interest to Directors of marketing, is offered by the U.S. National Association of State Purchasing Officials, in cooperation with GOVERNING magazine. Some of the topics covered by the 1 1/2 day program are: Procurement Methods; Bid Process; Bid Disputes, Protests, and Appeals; Bid Evaluation and Types of Contracts; and a General Session about the Federal Procurement Streamline Act and Purchasing Associations. One-on-one meeting with senior purchasing officials representing approximately 30 states are also planned. For further information, please contact Margaret McNabb at DFAIT, Tel.(613) 944-9441; Fax (613) 944-9119.



The InfoCentre of the Department of Foreign Affairs and International Trade provides counselling, publications and referral services to Canadian exporters. Companies interested in obtaining trade-related information are invited to contact the InfoCentre at 1-800-267-8277 (toll-free) or 944-4000 or by fax at (613) 996-9709. Trade information is also available by a fax machine) at (613) 944-4500, the Department's round-the-clock faxback s

Return requested
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