

# PUBLICATIONS

**Market Study of the Software Industry in Chile** (#113LA), commissioned by the Canadian Embassy in Santiago, indicates that while the computer hardware sector is well advanced, there is a shortage of leading-edge software, thus creating market opportunities for Canadian software exporters.

The specific areas where the software demand is greatest are in:

- the mining sector (dedicated software for control systems, operations planning, reserve calculations, and engineering simulations and processes);
- geographic information systems (remote surveying, geology, forest exploitation control, water table management, fisheries, and agro-industrial investigation); and
- financial, industrial and government institutions (dedicated and custom-designed data base, and operation planning and programming software);

Copies of the study, which also

suggests that software exporters could develop local partnerships with the aim of supplying third-country Latin American markets, are available through InfoExport — see box below.

**The Taiwan Business Primer**, an easy-to-use cross-referenced information source on doing business in Taiwan, discusses, among other subjects, preparations for entering the Taiwanese market, import classifications, tariff and

non-tariff barriers, brand names and packaging, distribution networks, special contractual clauses, licensing agreements, and direct investment. Costing \$20.00 plus \$5.00 postage and handling (GST included), the primer, printed separately in English and French, is available through its publishers, The Asia Pacific Foundation of Canada, 1253 McGill Avenue, Suite 195, Montreal, Quebec H3B 2Y5. Tel.: (514) 871-9481. Fax: (514) 871-1269.

## Business Agenda

**Toronto** — January 21 — Exporting to the U.S.—The Challenging Market is the theme of a half-day seminar geared to small-to-medium-size companies interested in exploring or expanding into U.S. markets. To register (\$50.00) or for further information, contact Ontario Ministry of Industry, Trade and Technology, Toronto.

Tel.: (416) 491-7680.

**Ottawa** — February 12; **Montreal** — February 13; **Halifax** — February 14; **Toronto** — February 17; **Winnipeg** — February 18; **Calgary** — February 20; **Vancouver** — February 21 — Major New Changes to Canada's Export Control System and the Growing Market for Hi-Tech Products in Eastern Europe Seminars. Contact George Rogerson, Canadian Exporters' Association, Ottawa. Tel.: (613) 238-8888. (See article p. 1).

**Ottawa** — February 20 — International offset policies, management and government industrial regional benefits are subjects to be discussed at this Forum for Industrial Participation meeting. Contact Bob Brown, Ottawa. Tel.: (613) 733-0704. Fax: (613) 741-6013.

### Numbers to Note

The new facsimile number for the Canadian Commercial Office in Karachi, Pakistan is (011-92-21) 551175.

The Canadian Embassy in

Buenos Aires, Argentina has relocated to 2828 Tagle Street, 1425 Buenos Aires, Argentina. Tel.: (011-54-1) 805-3032. Fax: (011-54-1) 806-1209.

The new facsimile number for the Canadian Embassy in Bucharest, Romania is (011-40-0) 12-03-66.

### 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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