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## September 22-November 24

An Introduction to International Trade—Quebec Department of International Trade/Canadian Manufacturers' Association. The purpose of the course is to teach managers the administrative skills required to successfully look after a company's exports. Topics include: why export; analyzing the company's and its products' potential; how to choose a market; selling abroad; export financing; export documentation and methods of payment; how to negotiate an international sales contract; insuring your product; shipping your product at optimal cost; tariff and non-tariff barriers. Ten-week course, Tuesday evenings 6:30-9:30 p.m. Montreal. \$300. Contact: Guy Hurtubise, (514) 866-7774.

## September 29-October 1

Trading House Seminars—Council of Canadian Trading Houses/Department of External Affairs. Sept. 29-Kitchener, Sept. 30-London, Oct. 1-Windsor. 9:00 a.m.-3:00 p.m. \$50. Contact: M. Reshitnyk, (613) 996-1419, or G. Nimmo, (613) 238-8888.

## September (T.B.A.)

Trading House Seminars—Council of Canadian Trading Houses/Department of External Affairs. Mississauga, Kingston. 9:00 a.m.-3:00 p.m. \$50. Contact: M. Reshitnyk, (613) 996-1419, or G. Nimmo, (613) 238-8888.

## November (T.B.A.)

"Let's Talk Risk" Workshop—Export Development Corporation. A seminar featuring discussion of economic conditions and factors affecting export trade to various international markets. Toronto. Contact: Marvin Hough, (416) 364-0135.

## Western Canada

### May 29

Talkback Symposium—"Free Trade"—University of Manitoba. The symposium will address the implications of free trade for Canada. Winnipeg, New Faculty Management Building, University of Manitoba. Contact: C. Bowman, (204) 474-9446 or 489-9736.

### June 3

Middle East Marketing Conference '87—Edmonton Research & Studies Centre. The conference's objective is to help participants develop a greater awareness of various aspects of Arab society, politics and culture, so that Canadian companies may effectively increase their business activities in the Middle East. Topics to be covered include Arabic history, culture and social customs; a review of trade laws and regulations in key Middle Eastern nations; how to properly deal with business and government officials in the Middle East; joint ventures; and

government programs of assistance to Canadian companies marketing in the Middle East. The conference will be held in conjunction with the InterCan '87 Oil and Gas Show. Edmonton, Edmonton Northlands Agricom. 10:00 a.m.-5:00 p.m. \$160. Contact: Dr. Salwan Yousif, (403) 462-3851.

### June 20

Exporting Your Product—Federal Business Development Bank/Canadian Exporters' Association. Richmond, Airport Inn Resort. 9:00 a.m.-4:30 p.m. Contact: (604) 666-7850.

### June 25-26

Hong Kong Seminar—International Business Division, University of Calgary/Hong Kong Canada Business Association. An update on the current business climate in Hong Kong outlining business practices as well as exporting, importing and investment prospects. Calgary, University of Calgary. 8:30 a.m.-5:00 p.m. \$75. Contact: Patricia O'Connell, (403) 220-7735.

### November 6

Import/Export: The International Dealer—University of British Columbia, Continuing Education Department. This one-day workshop accurately depicts the realities that accompany international dealership. Experienced resource persons will examine the implications of establishing contact in a foreign country, letters of credit and alternative ways of doing business, insurance concerns, customs procedures, carrier alternatives, costing, delivery and claims. Vancouver, University of British Columbia. 8:30 a.m.-4:30 p.m. \$85. Contact: Ethel Jones, (604) 222-5222.

### November 19

The Export Specialist: A Career Option—University of British Columbia, Continuing Education Department. The pros and cons of a career in exporting will be presented by an experienced export trader. Topics will include goods and services, selling, training opportunities and getting started. Vancouver, University of British Columbia. 7:00-10:00 p.m. \$40. Contact: Ethel Jones, (604) 222-5222.

## Outside Canada

### May 14

World Bank Briefing Sessions—World Bank, Information and Public Affairs Department. World Bank representatives discuss how to access information at the Bank, how to bid, procurement policies and its financing mechanisms. World Bank H.Q., Washington, D.C. Contact: Candace Brice, (202) 477-5322. Other briefing sessions are scheduled for June 11, September 24, October 15, November 19, and December 10.

*If you or your organization are planning an export-oriented educational event for your business community or for a larger public, and would like to have the event recorded in the Export Education Calendar, please contact the International Business Research Centre before June 30, 1987, at: The Conference Board of Canada, 255 Smyth Rd., Ottawa, Ont. K1H 8M7. Tel: (613) 526-3280. Telex: 053-3043.*

## Marketplace

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ested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

**Turkey** — A wide variety of dubbing and monitoring equipment is required in a tender, closing date June 7, announced by the Turkish Radio and TV Corporation (TRT). Specifications are: 7 dubbing tables (16 mm each) suitable for sound film monitoring with magnetic voice system and 4 panels; 4 dubbing tables (16 mm each) suitable for sound film monitoring and with 6 panels; 3 dubbing tables (16/35 mm each) with multipurpose 8 tables; 10 (16 mm each) film monitoring desks; and 2 (35 mm each) film monitoring desks. Bid bond of 12 million Turkish lira and performance bond of 6 per cent are required. Post can obtain and forward bid documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

**Turkey** — A tender financed by the International Bank for Reconstruction and Development and with a bid closing date of June 11, has been announced by the Turkish Electricity Authority for the supply of power transmission line hardware, specifically some 500,000 insulators for use in installation of 154 and 380 KV power transmission lines. At cost of U.S. \$100, post can obtain and forward documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

**Turkey** — A two-set main propulsion package — including main diesel, reduction gear, shafts, variable pitch propellers, control equipment and systems — for a 750 ton tug boat is being sought in a tender announced by Turkey's Ministry of Defence. Package specifications are 1700-2000 BHP; 240-350 RPM. Closing date for receipt of bids is June 1. Post can forward documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

**Turkey** — A local company, Erel Makina, is interested in importing caterpillar parts from Canada. The same company, in a tender to be announced in the next two months, wishes to represent Canadian manufacturers of crash rescue vehicles, fire fighting equipment and vacuum sweepers. Details are available from the Canadian Embassy, Ankara.

**Turkey** — World Bank member countries are invited by the Turkish Petroleum Corporation to bid on a tender for drilling supplies. Required are 500,000 kg of lignosulfonate mud thinner and 200,000 kg of high temperature mud thinner. Bids over \$200,000 require a performance bond of 10 per cent. Closing date for receipt of bids is June 2. At cost of \$100, post can obtain and forward documents to interested Canadian companies, billing later through External Affairs. Contact the Canadian Embassy, Ankara.

**Turkey** — The Maritime Corporation of Turkey has issued a tender, bid closing date of May 14, for a marine VHF-FM radio telephone. Technical specifications are 3DA 156-162

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