



Exporting:
A world of opportunity

Export Marketplace '89 brings a world of opportunity to businesses across Canada.

Brought to you by External Affairs and International Trade Canada, in collaboration with Industry, Science and Technology Canada, Export Marketplace '89 will be held in eleven cities across Canada between October 30 and November 17. Trade experts, including Trade Commissioners from more than 50 Canadian missions around the world, will be on hand to help businesses "go global" in their search for new and expanded markets.

If you are thinking of expanding into international markets for the first time or increasing your current export activities, Export Marketplace '89 is the place for you.

SCHEDULED APPOINTMENTS

Export Marketplace '89 is your chance to sign up for one-to-one meetings with Trade Commissioners from Canada's missions abroad and sectoral specialists from External Affairs and International Trade Canada, as well as representatives from the Canadian International Development Agency and the Export Development Corporation. These specialists will discuss recent developments in your key sales areas and advise on possibilities in new markets. In Toronto, Canadian Trade Commissioners responsible for marketing goods and services to the World Bank, and the African, InterAmerican, and Asian Development Banks will also be on hand to assist you. To make your appointments, fill in and return the attached form.

SEMINARS

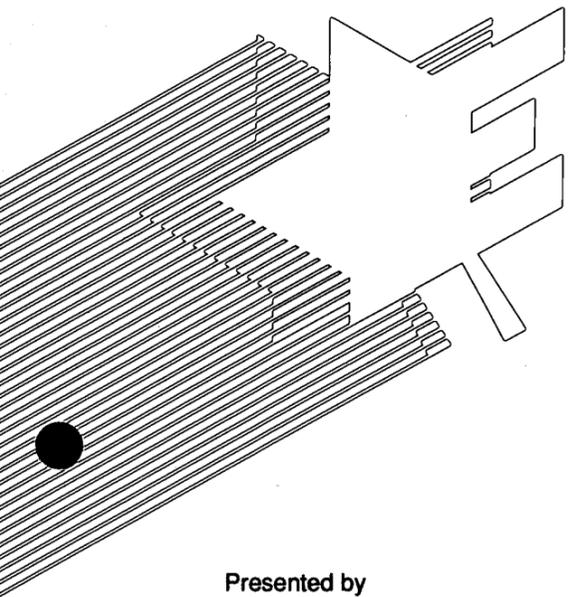
To help you make the most of your appointments with Trade Commissioners in Toronto, Ottawa and London, a seminar entitled: "Government Assistance to Exporters" will be held in all three locations from 9:30-10:00 a.m., 10:30-11:00 a.m., and from 2:00-2:30 p.m. A question and answer session will be included in each seminar. Please indicate whether you plan to attend this seminar on the attached registration form.

Export Marketplace '89

Registration Form

Ontario

Toronto	November 13-15
Ottawa	November 16
London	November 17



Presented by
External Affairs and International Trade Canada
and
The International Trade Centre



Trade Information Centre

There's more. Visit our Trade Information Centre at the Export Marketplace '89 site. Sectoral specialists from External Affairs and International Trade Canada, and representatives from the International Trade Centre, Export Development Corporation, the Federal Business Development Bank, and the Canadian International Development Agency, will be available in an informal setting to answer your questions about their export assistance and trade development programs. No appointment is required.

Export Marketplace '89 Ontario

Date/Time	City/Location
November 13-14-15 Appointments: 9:00 am - 12:00 pm 1:00 pm - 5:00 pm	Ground Floor Canadian Exposition & Conference Centre 272 Attwell Drive Toronto, Ontario
November 16 Appointments: 9:00 am - 12:00 pm 1:00 pm - 5:00 pm	Capital Hall Ottawa Congress Centre 55 Colonel By Drive Ottawa, Ontario
November 17 Appointments: 9:00 am - 12:00 pm 1:00 pm - 5:00 pm	Regency and Chelsea Ballrooms Best Western Lamplighter Inn 591 Wellington Road London, Ontario

Export markets represented

Trade Commissioners from External Affairs and International Trade Canada will represent the following markets at Export Marketplace '89:

Toronto	Ottawa	London
U.S.A.		
Atlanta Boston Buffalo Chicago Cleveland Dallas *Detroit Los Angeles New York Seattle *Washington	Boston Chicago Dallas Los Angeles New York Seattle Washington	Atlanta Boston Buffalo Cleveland Detroit
ASIA/PACIFIC		
Australia China Hong Kong Indonesia Japan New Zealand	China Indonesia New Zealand Philippines Singapore South Korea	Australia Japan Thailand



Toronto	Ottawa	London
Pakistan Philippines Singapore South Korea *Taiwan Thailand	*Taiwan	
EUROPE		
Belgium Denmark France Greece Ireland Italy Netherlands Spain Sweden Turkey United Kingdom USSR West Germany Yugoslavia	France Greece Netherlands Sweden Turkey United Kingdom USSR Yugoslavia	Belgium Denmark France Ireland Italy Spain United Kingdom USSR West Germany

CARIBBEAN/LATIN AMERICA		
Argentina Barbados Brazil Chile Costa Rica Cuba Jamaica Mexico Trinidad Venezuela	Barbados Brazil Costa Rica Cuba Jamaica Trinidad	Cuba Mexico Trinidad

MIDDLE EAST/AFRICA		
*Algeria Cameroon Israel Kuwait Morocco Saudi Arabia Zimbabwe	Algeria Côte d'Ivoire Israel Morocco Saudi Arabia	Israel Kuwait Saudi Arabia Zimbabwe

DEVELOPMENT BANKS		
Toronto: African Development Bank World Bank/InterAmerican Development Bank Asian Development Bank		

Trade Commissioners with sectoral marketing expertise will also be available in the following areas:

Toronto: Agriculture & Food Products Science & Technology (Technology Inflow Program) Consumer Products Machinery and Transportation Equipment Information Technologies & Electronics Aerospace, Marine & Defence Products	Ottawa: Science & Technology (Technology Inflow Program) Machinery and Transportation Equipment Information Technologies & Electronics Aerospace, Marine & Defence Products
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* Only available for appointments in Toronto on November 14 & 15
o Same Trade Commissioner (available Nov. 14 & 15 only)
• Director of the Canadian Chamber of Commerce trade office in Taipei



Registration

Complete and forward the attached Registration/Appointment Request Form by mail or by facsimile (toll free 1-800-267-6004), along with the registration fee of \$35.00 per registrant, to the Export Marketplace '89 Secretariat. A separate registration form should be used for each registrant (copy form).

The registration fee includes scheduled appointments, seminar and luncheon. Payment can be made by cheque or money order payable to Export Marketplace '89 or by VISA credit card.

On-site registration will also be available starting at 8:00 a.m. each day.

Appointments

To select appointments, review the list of Trade Commissioners, outlined on the preceding page.

A maximum of six appointments per registrant may be requested, plus two alternates. Additional appointments may be available on-site depending on demand.

Appointments will be 20 minutes in length and will take place between 9:00 a.m. and 12:00 p.m. and between 1:00 p.m. and 5:00 p.m.

Requests for appointments will be processed in order of receipt. To avoid disappointment, submit your registration form without delay.

The Export Marketplace '89 Secretariat will advise you by mail, facsimile or telephone of the time and date of your appointments.

Seminars

If you are planning to attend the seminar entitled "Government Assistance to Exporters" in Toronto, London or Ottawa, please indicate this choice on the registration form.

Please note that if there is a conflict between your choice of seminar and appointment, the appointment will be scheduled.

For more information

Contact the Export Marketplace '89 Secretariat toll free at 1-800-267-6005 during local business hours.



Export Marketplace '89/Ontario (Toronto, London, Ottawa) Registration/Appointment Request Form

Please submit a separate registration form for each participant.

Please type or print:

Name _____ (as it will appear on your badge)

First _____ Last _____

Title _____

Company Name _____ (as it will appear on your badge)

Mailing Address _____

Street _____

City _____ Province _____ Postal Code _____

Telephone _____ Facsimile _____

Please indicate your products or services for export _____

I will be attending Export Marketplace '89 in _____ (specify city)

Registration Fee - \$35.00

Cheque or money order made payable to Export Marketplace '89

VISA _____ credit card number _____ expiry date _____ signature _____

Appointment request

Please review the list of Trade Commissioners and select a maximum of six appointments with those whom you would like to meet (plus two alternates). If an appointment with CIDA or EDC is also desired, include request with your selection. Enter your appointment requests in order of priority. If attending Export Marketplace '89 in Toronto, indicate on which date you would prefer your appointments.

Trade Commissioner	Date
1	
2	
3	
4	
5	
6	

Use this box to indicate alternate selections

1	
2	

Please check box if attending seminar entitled "Government Assistance to Exporters."

Toronto: (Nov. 13)	9:30 am <input type="checkbox"/>	10:30 am <input type="checkbox"/>	2:00 pm <input type="checkbox"/>	London: (Nov. 14)	9:30 am <input type="checkbox"/>	10:30 am <input type="checkbox"/>	2:00 pm <input type="checkbox"/>
(Nov. 14)	9:30 am <input type="checkbox"/>	10:30 am <input type="checkbox"/>	2:00 pm <input type="checkbox"/>	Ottawa: (Nov. 15)	9:30 am <input type="checkbox"/>	10:30 am <input type="checkbox"/>	2:00 pm <input type="checkbox"/>
(Nov. 15)	9:30 am <input type="checkbox"/>	10:30 am <input type="checkbox"/>	2:00 pm <input type="checkbox"/>				

Please complete and forward this form with your payment for \$35.00 to Export Marketplace '89 Secretariat, 275 Bay Street, Ottawa, Ontario K1R 5Z5
Tel: 1-800-267-6005, Fax: 1-800-267-6004.

Cancellation policy: Refunds available up to 7 days prior to the selected event.