

# BUSINESS AGENDA

**Toronto** — The CUBC (Canada Russia Business Council) will hold a conference entitled "**Financing and Guaranteeing Ventures in Russia**" on February 23-24, 1994. Speakers will include senior members from the European Bank for Reconstruction and Development (EBRD), World Bank and the International Financing Corporation, commercial bankers and insurers. Attendees will learn how to compete for contracts for supply of goods, equipment, civil works and consultant services and how to compete for and secure project financing and investment guarantees. Contact Susan Santiago or André Benoit, CUBC, Toronto. Tel: (416) 862-2821. Fax: (416) 962-2820.

**Toronto** — February 26, 1994 — **Introduction to Import/Export: Getting Started**; February 27 — **International Marketing: Buying, Selling & Sourcing Imports & Exports**; March 5 -- **International Finance: Financing Imports & Exports & Getting Paid**; March 6 — **Customs, Documentation, Transport, Insurance**. These one-day seminars, each costing \$165 plus GST, are organized by Warrington International Import/Export Trade Consultants Inc. Contact G. Schmelzle, Toronto. Tel.: (905) 889-4083. Fax: (416) 947-1534.

**Kingston** — March 4, 1994 — **The Emerging of Trade and Invest-**

**ment Opportunities in Vietnam** is the subject of a one-day conference to promote and develop trade and investment. Contact the Vietnam Canada Trade Council, Ottawa. Tel.: (613) 230-2828. Fax: (613) 235-1515.

**Calgary** — March 6-7, 1994 — **Grocery Showcase West'94** —

More than 3,300 buyers and decision makers are expected to attend this conference and trade show, sponsored by the Canadian Federation of Independent Grocers (CFIG). Contact CFIG, Edmonton, Alberta, tel.: (403) 488-7184, fax: (403) 488-1337; or CFIG, Don Mills, Ontario, tel.: (1-800-387-0175, fax: (416) 449-7188.

## Queen's Develops Exporting Program

An executive development program to help managers succeed in the international marketplace is being launched next month by Queen's University School of Business.

Deemed a first of its kind, **Developing Export Markets** will take place from March 20 to 25, 1994 and will attract managers who are exporting products or services, preparing to enter a foreign market, or working with an international partner.

Participants will come to understand the international marketplace, develop strategies for entering export markets, learn how to effectively implement international expansion plans, and gain access to international intelligence sources.

Harry Rogers, Deputy Minister in the Office of Economic Development (Ontario), says

that: "...this is one of the best designed international programs ever offered."

For a detailed brochure or more information on **Developing Export Markets**, contact Professor Donald Nightingale or Professor Donald Macnamara, Queen's University School of Business. Tel.: (613) 545-2371. Fax: (613) 545-6585.

## Honorary Consul

Former Commercial Officer at the Canadian Embassy in Caracas, Bruce Todd, will be assisting in the promotion of Canadian commercial activities on Margarita Island, Venezuela, where he has been appointed Honorary Consul.

The address is: Consul Honorario de Canada, Sector Bella Vista, Calle Alejandro Hernandez, Res. Mediterraneo, Edif. Tirreno, Porlamar, Edo. Nueva Esparta, Venezuela. Tel.: 58.95/636568.

## InfoEx

**InfoEx** (formerly **Info Export**) is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact **InfoEx** (toll-free) at 1-800-267-8376 (Ottawa area: 944-4000).

To order DFAIT publications, fax (613-996-9709) your requests on company Include the publication code (in brackets).

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