

BUSINESS AGENDA

Montreal — February 1, 1994 (tel.: 514-982-9300; fax: 514-982-9060); **Toronto** — February 2 (tel.: 416-869-0541; fax: 416-869-1696); **Winnipeg** — February 3 (tel.: 204-942-2561; fax: 204-942-2227); **Vancouver** — February 4 (tel.: 604-684-5986; fax: 604-681-1370)

— **Vietnam: Emerging Opportunities, Challenges and Strategies for Success.** These seminars will feature presentations on: the current status of projects and lending by international financing institutions; making and sustaining business relationships in Vietnam; and market entry strategies. The seminars, the contacts for which are in brackets above, are co-sponsored by the Department of Foreign Affairs and International Trade and the Asia Pacific Foundation of Canada.

Vancouver — February 8, 1994 — *Business Opportunities in the Environment and Agri-food Industries in the ASEAN*; **Etobicoke** — February 10 — *Business Opportunities in the Telecommunications and Environment Industries in Malaysia and Indonesia*; **Montreal** — February 11 — *Business Opportunities in the Environment and Power Industries in the ASEAN.* These one-day seminars, in addition to covering several topics, also allow participants to arrange private appointments with federal and provincial government specialists and representatives of

the Asian Development Bank and the Export Development Corporation. Contact Elsie Lee, ASEAN-Canada Business Council of the Canadian Chamber of Commerce, Ottawa. Tel.: (613) 238-4000. Fax: (613) 238-7643.

Montreal — February 9, 1994, The Queen Elizabeth Hotel - **Assessing Markets in the Developing World:** an export workshop, organized by the Canadian Exporters' Association (CEA) and the Canadian International Development Agency (CIDA), in partnership with le Ministère des Affaires Internationales, l'Association des ingénieurs-conseils du Québec and le Forum des Affaires. With the participation of **The Honourable André Ouellet**, Minister of Foreign Affairs, **The Honourable Robert de Cotret**, Canadian Executive Director, World Bank, and **Mr. Jean-Guy Saint-Martin**, Vice President, CIDA. For information contact: The CEA at (514) 499-2162.

Kanata — February 15; **Kingston** — February 17; **Cambridge** — March 3; **Mississauga** — March 22 — **Trade Shows Made Profitable** workshops, featuring Barry Siskind, a trade show expert. The workshops will attract company show co-ordinators, sales managers, and other staff involved in or planning to become involved in trade fairs. Sponsored by the Federal Government's Interna-

tional Trade Centre in Toronto and by the Ontario Ministry of Economic Development and Trade. For details, phone/fax: (416) 483-3836.

Ottawa-Hull — February/March, 1994 — The Federal Business Development Bank (FBDB), in what is a pilot project, is offering a two-month (45 hours) **Strategic Planning Program** specifically aimed at Ottawa-Hull area companies wanting to enter or expand their export markets. For further information, contact Douglas L. Marshall, Manager, Business Counselling, FBDB, Ottawa. Tel.: (613) 995-5068. Fax: (613) 995-9045.

Singapore — from page 5

Companies that exhibit in these shows should advise the Canadian High Commission in Singapore.

Numbers to Note

Following the introduction of a new three-digit area code, the Canadian Government Trade Office in Philadelphia now can be reached, by telephone, at 610-667-8210, and, by fax, at 610-667-8148. The previous area code was 215.

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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