

# PUBLICATIONS

## Japan Aviation

The recently released bilingual market report, *Export Opportunities in Japan: The Aviation Market* (code no. 140 CB) now is available through External Affairs and International Trade Canada's Info Export.

While Japan's aerospace industry is relatively small, Canadian companies are being encouraged to investigate the market opportunities that this sector provides.

Extensive airport development in Japan is anticipated — if only to develop technologies and products to serve the ever-growing commercial aviation market in the Asia-Pacific region.

*Export Opportunities in Japan: The Aviation Market* is the first in a series being planned by External Affairs and International Trade Canada. Also in the works are sub-sector guides on avionics, airport design and construction, pilot training, and repair and maintenance equipment and services.

Copies of the guide, quoting the code number, are available through Info Export (see box at bottom of page 12).

## Central America Info

Canadian companies interested in pursuing business or investment opportunities in Central America may want to get in touch with Centram Enterprises Ltd., Vancouver, British Columbia.

Centram has available for sale a number of publications on the re-

gion, including investment guides on Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua and Panama; plus market studies on various sectors in which opportunities exist for Canadian companies (e.g. tourism, electronics, forestry, fishing).

For information on opportunities in Central America or to purchase copies of any publication, contact Neil G. McCulloch, General Manager, Centram Enterprises Ltd., P.O. Box 1372, Station A, Vancouver, British Columbia V6C2T2. Tel.: (604) 683-7824. Fax: (604) 736-4812.

## Technology Almanac

Canadian informatics firms interested in the U.S. federal market

or the Washington, D.C. commercial market have found a free-of-charge technology almanac to be a valuable source of contacts.

The almanac provides a summary of over 100 companies, includes recent revenue and growth figures, key markets, and the names and contact information of business development directors and senior executives.

Copies of the almanac may be requested from Judy Bradt, Commercial Officer, Canadian Embassy, Washington, D.C. (fax: 202-682-7619); or from Doreen Conrad, Marketing Officer, U.S. Trade and Tourism Division, External Affairs and International Trade Canada, Ottawa (fax: 613-990-9119).

## BUSINESS AGENDA

**Montreal — The International Trader: Introduction** — Course given by the Quebec Association of International Trading Houses, Tuesdays and Thursdays, February 2 to March 16, 1993. **Advanced** session will follow from March 23 to May 13, 1993, same week nights. Contact Mr. Alain Gagnon. Tel.: (514) 286-1042.

**Montreal — February 4, 1993 — A How to do Business with CIDA** seminar organized by the Canadian Exporters' Association and being held at the Queen Elizabeth. For information, contact George Rogerson. Tel.: (613)

238-8888. Fax: (613) 563-9218.

**Ottawa — February 15-16 — Annual Technical Conference and Canadian Shipbuilding & Offshore Exhibition-CSOE'93** - Organized by The Canadian Maritime Industries Association, CSOE makes available some 100 booths for all interested parties in the marine industry. Last year's event attracted well over 1,200 persons from across Canada and around the world. For information and registration, contact Mrs. Joy MacPherson, Director Administration & Finance. Tel.: (613) 232-7127.

## 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: 944-4000). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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