

# BUSINESS AGENDA

**Toronto** — January 16 — Europe in Transition: A Major Conference on Europe '92. Sponsored by External Affairs and International Trade Canada (EAITC), together with Ontario Ministry of Industry, Trade and Technology. Contact: Europe '92 Secretariat. Tel.: (613) 238-1070. Fax: (613) 238-3805.

**Vancouver** — January 21-22; **Calgary** — January 23; **Regina** — January 24; **Winnipeg** — January 25; **Halifax** — January 28; **Montreal** — January 29-30; and **Toronto** — January 31-February 1 — Market Opportunities for Consulting Engineers in Latin America. As an extension to Marketplace '90, Canadian Trade Commissioners from several Latin American countries will be touring Canada during this period to outline the current market for consulting engineers in Central and South America. EAITC tour contact is M. Vujnovich, TPO. Tel.: (613) 996-8544; Fax: (613) 996-8688. City contacts are: in Vancouver: Del Bacon, ITC. Tel.: (604) 666-1437; Fax: (604) 666-8330; Calgary: Doug Caston, ITC. Tel.: (403) 292-6642; Fax: (403) 292-4578; Regina: David Dix, ITC. Tel.: (306) 780-6900; Fax: (306) 780-6679; Winnipeg: Roy Read, ITC. Tel.: (204) 983-7508; Fax: (204) 983-2187; Toronto: George Wright, ITC. Tel.: (416) 973-5187; Fax: (416) 973-8161; Montreal: Irving Friedman, ITC. Tel.: (514) 283-8795; Fax: (514) 283-3302; and Halifax: Janet Steele, ITC. Tel.: (902) 426-9416; Fax: (902) 426-2624.

**Charlottetown** — January 30 — How To Get The Most Out Of A Trade Show is the theme of a one-day workshop organized by the International Trade Center here.

To register (the fee is \$25), contact B. Postma, ITC. Tel.: (902) 566-7426. Fax: (902) 566-7450.

**Ottawa** — February 13 — Forum for Industrial Participation (FIP) - Winter meeting on industrial benefits management and international offsets. Contact Bob Brown, FIP. Tel.: (613) 733-0704.

**Vancouver** — February 22-23 — Import/Export: The International Dealer. A two-day seminar covering banking, accounting, insurance, shipping, customs and business start-up. Contact Jim O'Hara, Executive Director, Vancouver World Trade Centre. Tel.: (604) 641-1261. Fax: (604) 681-0437.

**Calgary** — March 11-13 — Seventh Pacific Rim Opportunities Conference (PROC VII). Canada's premiere conference on doing business in the dynamic markets of the Pacific Rim is organized on the theme: Keeping Pace with the Competition: Meeting the Challenge of the Pacific. For more information, contact Dianne Caldbick, Asia/Pacific Group, Canadian Chamber of Commerce. Tel.: (613) 238-4000. Fax: (613) 238-7643.

**Quebec** — March 20-24 — Salon Nautique de Quebec. Contact Gaétan Marcoux, Pro Expo Inc., Quebec. Tel.: (418) 871-6130. Fax: (418) 871-3831.

## PUBLICATIONS

*Environmental Products and Services, America's Industrial Heartland* describes the market potential for such products and services in Ohio, Kentucky, West Virginia and Western Pennsylvania — the territories covered by the Canadian Government Trade Office in Pittsburgh. The U.S. market for environmental technology and related pollution control products is estimated at \$100 billion and is expected to expand by 20 per cent to 30 per cent annually. Copies of the report may be obtained from its producers, the Canadian Government Trade Office, One Gateway Center, 9th Floor, South Wing, Pittsburgh, Pennsylvania 15222, USA. Tel.: (412) 392-2308.

*Directory of Canadian Business in Hong Kong* (seventh edition) provides information on services and assistance available

to Canadian and Hong Kong businesses interested in trade and investment. Included is information on the Hong Kong-Canada Business Association, provincial government contacts, the Canadian Chamber of Commerce in Hong Kong and Canadian Immigration and Visitor Services. There are also alphabetical and sectoral listings of Canadian companies active in Hong Kong and a wide range of market profiles such as electronic components, food and beverages, environmental protection technology, telecommunications, hospital, dental and medical equipment and services, construction materials and building products and equipment, and. To obtain a copy of the Directory, contact Info Export (BPTE), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Fax: (613) 996-9709.

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