

BUSINESS AGENDA

Longueuil — November 8, 1994 — **U.S. New Border Regulations** is the theme of this workshop that should interest marketing managers, traffic managers, accountants and lawyers. Topics include how to use the Customs Modernization Act and Regulations; the documented steps to ensure proper Customs entry to the U.S.; and new U.S. Customs country of origin marking requirements. Contact Louise Côté, Canadian Exporters' Association, Ottawa. Tel.: (613) 238-8888. Fax: (613) 563-9218.

Quebec City — November 9-11, 1994 — An international conference on **The Partnership between North-South Companies: New Ways of Cooperating and/or Strategic Management Processes** will focus on the globalization of markets. The Conference will be attended by businesspeople, academics and international organizations. Contact Marie-André Bertrand, Coordinator, tel.: (418) 656-2131; fax: (418) 656-3337.

Ottawa — November 10, 1994 — **Training in Export Marketing**, which takes place 12 nights over a six-week period, is designed to acquaint participants with the international competitive environment for Canadian products and services; export financing alternatives and procedures to access such funding; and create

awareness of various federal, provincial, territorial and regional government programs and support services. Cost is \$450 (+GST). Contact S. Chidambaram, Project Manager, Unaaq Inc., Ottawa. Tel.: (613) 234-4550. Fax: (613) 234-4317.

Ottawa — November 15, 1994 — **A conference on international trade law** will be held at the Faculty of Law, University of Ottawa. Organized by the Centre for Trade Policy and Law, an agency created by the Department of Foreign Affairs and the Faculty of Law, this conference will examine the steps taken by various stakeholders in Canada, the United States and Mexico to harmonize their road transport regulations. The conference is for members of the legal profession, businesspeople and government employees. Contact Raymonde Gour-Tanguay, tel.: (613) 564-4953; fax: (613) 564-9889.

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and an ability to network with thousands of U.S. participants from government, academia and industry.

Industry Canada and the Department of National Defence are facilitating the introduction of BMP into Canada. Beginning in this month, industry representatives will be invited to participate in regional workshops designed to

Toronto — November 16-17, 1994 — More than 2,000 visitors, dealers, managers, consultants and sales representatives are expected to attend **Security Canada Central'94**, an industry trade event that features a series of conferences and more than 150 exhibitors from across North America. Contact Canadian Alarm and Security Association, Markham, Ontario. Tel.: (905) 513-0622. Fax: (905) 513-0624.

Vancouver — November 22, 1994; **Calgary** — November 23, 1994 — **Exporting healthcare products and services to Mexico** is the subject of seminars being held in these two cities. The Vancouver contact is Michelle Hesserland, B.C. Trade Development Corporation. Tel.: (604) 844-1900. For Calgary, the contact is Phil MacKinnon, Alberta Economic Development and Tourism. Tel.: (403) 427-4809.

encourage Canadian industrial and government participation in the **Best Manufacturing Practices Program**.

For further details on BMP, contact Michele Lyons, Department of National Defence, Directorate of North American Materiel Co-operation, Ottawa. Tel.: (613) 945-0064. Fax: (613) 995-2305.

INFOCENTRE

The InfoCentre of the Department of Foreign Affairs and International Trade provides counselling, publications and referral services to Canadian exporters. Companies interested in obtaining trade-related information are invited to contact the InfoCentre at 1-800-267-8376 (Ottawa Region: 944-4000) or by fax at (613) 996-9709. Trade information is also available by calling FaxLink (from a fax machine) at (613) 944-4500, the Department's round-the-clock faxback service.

Return requested
if undeliverable:
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