BOSS: Door to business opportunities

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Canadian and foreign purchasers seeking Canadian goods and services.

Now, after seven years of operation, approximately 20,000 Canadian manufacturers, trading houses and service companies are on file, with the company and product service information available on-line via microcomputers, as well as in directories or on computer tape.

And the numbers are growing — as are the users.

More than 2,000 clients use the service on a regular basis to locate Canadian suppliers.

The client base includes the private sector as well as federal, provincial and municipal governments. Subscribers to the system also include purchasing departments of Canadian and American corporations and large Canada-based multinationals.

By using the system, companies can identify competitive Canadian manufacturing companies — helping in the effort to substitute Canadian goods and services for imported ones when price and quality are comparable.

In widening its network, BOSS has already published specialized directories on automotive parts, health care products, customs brokers and freight forwarders, trading houses, construction companies, agrologists, architects, mapping and surveying, consulting engineers, and management consultants.

As to updates, they are done on a continuous basis, with the on-line system, providing the most current information available. Company and product information is updated annually for approximately 75 per cent of those listed. On request, the rest are updated every second year.

The system also is being refined and expanded so that the data base will include marine shipping, offshore vessels and computer software and services — in addition to the actual manufacturing and service sectors.

Clients are offered a variety of programming capabilities:

On-line users, they say, are now able to gain access to BOSS information directly and many have the capability to select specifically targeted information.

For instance, on-line users can request a listing of all Canadian companies located in a particular province, which export a product into Europe or elsewhere. More detailed analyses of the data are available on request from the analysts at BOSS headquarters.

Companies may freely be listed in BOSS. Currently subscriptions to the directories or the on-line service are also free. The directories can be consulted at any of the 77 branch offices across Canada of the Federal Business Development Bank.

Both registration and subscription forms are available at the nearest office of the Department of Regional Industrial Expansion (DRIE); or companies may contact the Business Opportunities Sourcing System at DRIE, 235 Queen St., Ottawa K1A 0H5, tel: (613) 954-5031, indicating if they wish to register or become subscribers. If the latter, companies must specify, in writing, the purpose for which they intend to use the system. ✱

Egypt's soil project a down-to-earth deal

Map of the Nile Delta showing the territory to be covered by the Integrated Soil and Water Improvement Project (I.S.A.W.I.P.). The project is sponsored by the Canadian International Development Agency (CIDA) and will be carried out by Western Canadian offices of The SNC Group, as main contractor, and by sub-contractors from Egypt and, in Canada, from Alberta, British Columbia and Québec.

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measures.

"When the project is completed," added Landry, "it is expected to increase agricultural production in the area by 25 per cent."

Further information is available from Clive Doucet of CIDA's Public Affairs Branch, Hull. Tel: (819) 997-6566. ✱

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Program launched to transfer technology

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men's Conference, held May 10-13 in Vancouver.

The conference brought together the Canada-Japan Businessmen's Co-operation Committee (CJBCC) led by David Culver, Chairman and Chief Executive Officer of Alcan Aluminium Ltd., and the Japan-Canada Economic Committee of the Keidanren (Federation of Economic Organizations) led by Mr. Kanao.

Established in 1976, the Conference, and its record of achievement, Minister Carney noted, has provided a solid basis for further expanding Canada-Japan private sector co-operation and developing new trade and investment opportunities.

Further details on the manager exchange program and how to participate in it are available from The Manager, Technology Inflow Program, **Manager Exchange with Japanese Industry**, Science, Technology and Communications Division (TTS), Department of External Affairs, 125 Sussex Dr., Ottawa K1A 0G2. Tel: (613) 996-0971. ✱

Get into the circuit

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national exhibitors from 19 countries. Visitors numbered 130,000 — up 5,000 from 1985. Participation this year is expected to be even higher.

Canadian companies seeking more details or information on how to participate in **SMAU'87** may contact External Affairs' Western Europe Trade Development Division (RWT), tel: (613) 996-4547; or call Info Export. ✱

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