

# BUSINESS AGENDA

**Montreal** — April 9-10 — Sub-contractor's IV Exhibition. This special purpose trade show offers an opportunity for Canadian sub-contractors to display products to their U.S. and Canadian counterparts in the aerospace, electronics and defence industries. Contact Rose Bechamp, Project Coordinator, International Defense Programs, Aerospace and Marine Division (TDA), EAITC. Tel.: (613) 992-0746. Fax: (613) 996-9265.

**Toronto** — April 11-12 — Understanding Letters of Credit. This two-day course will explain the fundamentals of dealing with documentary credits, why they are used and how they work. Participants will also examine the various documents required for international transactions. Organized by the Canadian Manufacturers' Association (CMA). Course fee is \$686 (\$485 for CMA members). Contact Cheryl Hendrickse, CMA. Tel.: (416) 363-7261. Fax: (416) 363-3779.

**Saint John** — April 17 — Japan and New Brunswick: Trade Prospects in the Nineties. This one-day conference will explore, among other topics, the characteristics of business in Japan and Canada's trade effort. A panel will discuss various aspects of doing business in the Japanese market. Organized by the Canada-Japan Trade Council (CJTC) in cooperation with the New Brunswick Department of Commerce and Technology. Contact Martin Thornell, CJTC, Ottawa. Tel.: (613) 233-4047. Fax: (613) 233-2256.

**Saskatoon** — April 18-20 — Index '91. Exhibitors from both business and education will be partici-

pating in this annual exhibition, the theme of which is Leading the Way through Education in Industry. Seminars topics will include: How to Expand Beyond the Saskatchewan Market; Strategic Alliances/Partnering; and Licensing, Joint Venture, Technology Transfer and the Law. For information, contact Wendell Dent, General Manager, Western Canadian Industry Exhibition Association Inc., Saskatoon. Tel.: (306) 652-3644. Fax: (306) 653-7233.

**St. John's** — April 23-24 — Seafood Outlook '91. This international marketing conference, now in its third consecutive year, will discuss trends, markets and opportunities with international seafood buyers, trade officers from Canada's worldwide missions, and experts from both the private and public sector. Topics include Europe 1992 and Seafood; Fisheries Technology Development; and Cod in the World Marketplace. Contact Paul Rose, ITC, St. John's. Tel.: (709) 772-5511. Fax: (709) 772-2373.

**Vancouver** — April 24; **Calgary** (April 26); **Montreal** (April 30); **Toronto** (May 28) — Let's Talk Risks. Workshops on the risks involved in exporting. Organized by the Export Development Corporation (EDC). To participate — fee is \$75 — contact the EDC office in each city: Vancouver, tel.: (604) 666-6234, fax: (604) 666-9550; Calgary, tel.: (403) 294-0928, fax: (403) 294-1133; Montreal, tel.: (514) 283-3013, fax: (514) 878-9891; and Toronto, tel.: (416) 973-6211, fax: (416) 862-1267.

**Brandon** — May 10-11 — 60th Annual Convention of the Mani-

toba Chamber of Commerce. Contact Anne Doherty, ITC, Winnipeg. Tel.: (204) 942-2561. Fax: (204) 942-2227.

**Toronto** — June 3-5 — Fundamentals of Export Documentation and Foreign Collections. Geared towards persons responsible for the movement of goods across international boundaries, this three-day course will explain the various aspects of export documentation and methods of payment encountered in export transactions. Organized by the Canadian Manufacturers' Association (CMA). For information, contact Cheryl Hendrickse, CMA. Tel.: (416) 363-7261. Fax: (416) 363-3779.

## Publications

### EAITC Publications

The following publication is available from Info Export (see the box at the bottom of the page to order).

#### New Release

**Exporting Motor Vehicles to Australia** addresses frequent requests for information concerning the export of cars to Australia. The paper examines the major considerations that such an endeavour entails and covers such topics as duties, taxes and vehicle standards for entry into Australia. Prepared by External Affairs and International Trade Canada's Asia Pacific South Trade Development Division, the document is available through Info Export (Quote code 99CE).

## 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: 993-6435). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (i.e. 99AZ).

Return requested  
if undeliverable:  
CANADEXPORT (BPT)  
125 Sussex Drive  
Ottawa, Ont.  
K1A 0G2

MAIL  POSTE

Canada Post Corporation / Société canadienne des postes

Postage paid Port payé

BLK T-3691 NBRE

OTTAWA