

Learn Everything You Need to Know to Do Business in the U.S.

OAKVILLE, ONTARIO — February 20, 1998 — Businesses are invited to attend a seminar and workshop on **Doing Business in the United States**, hosted by the International Trade Committee of the Oakville Chamber of Commerce.

The seminar will address such issues as U.S. demographics, North American Free Trade Agreement/transborder issues, export financing, and government support programs. Companies currently doing business in the United States will be available to share their expertise, along with guest speakers such as the Senior Trade Commissioner from the Canadian Consulate in Detroit and representatives of the Export Development

Corporation and International Trade Centres. There will also be opportunities for one-on-one counselling with the guest speakers.

For more information or to register, contact Margaret Vokes, International Trade Committee, Oakville Chamber of Commerce, tel.: (905) 337-2593.

The Practice of International Trade

MONTREAL — The Quebec Association of Export Trading Houses (AMCEQ) is offering a course on the "Practice of International Trade," designed to provide basic training to anyone aspiring to become an international trader. The 63-hour course, being offered in English in two sessions — February 24 to May 5 and October 6 to December 15, 1998 — will introduce participants to the terms and techniques used in both export and import transactions. International trade experts will offer practical presentations, exercises and case studies, and AMCEQ will be available for consultation and technical support. The course is also offered in French.

For more information, contact AMCEQ, 666 Sherbrooke St. West, Suite 201, Montreal, Quebec, H3A 1E7, tel.: (514) 286-1042, fax: (514) 848-9986, e-mail: infocours@amceq.org, Internet: <http://www.amceq.org>

COMMERCER AVEC LE CHILI: A PRACTICAL GUIDE TO THE EXPORT OF SERVICES

Commercer avec le Chili is a useful new reference work for Canadian service and knowledge-based industries interested in Chile as a gateway to the vast Latin American market.

Since it is advisable to know something about a country before entering the market, the guide deals, among other things, with the cultural aspect of business relations in Chile. It also contains important information on the main sectors of activity (mining, forestry, the environment and telecommunications), the opportunities

to be found in this market, and the Canada-Chile Free Trade Agreement.

A concise reference work, *Commercer avec le Chili* is available only in French.

For more information or to order, contact Gaëtane Bélanger, Servimex International, tel.: (418) 834-5395, fax: (418) 834-2140, e-mail: belanger.g@sympatico.ca

New Market Studies Available on Portugal

Two new market studies are now available from the Canadian Embassy in Lisbon — a market intelligence report on the Portuguese Privatization Program for 1997-1999 and a detailed overview of the Portuguese construction sector.

For more information, or to obtain copies, contact Louis Gaetan, Canadian Embassy, Lisbon, Portugal, tel.: (351-1) 347-4892/96, fax: (351-1) 342-5628.

MARKET REPORTS

DFAIT's Team Canada Market Research Centre produces a full range of sectoral market studies to help Canadian exporters identify foreign markets. Currently, some 230 reports are available in 25 sectors ranging from agri-food/equipment and automotive to consumer products, forest industries, plastics, space and tourism. The reports are available through the InfoCentre's FaxLink (613-944-4500) or on the Internet at <http://www.infoexport.gc.ca>