

# BUSINESS AGENDA

**VICTORIA** — March 18-19, 1997 — The theme of this year's **Leading Edge Training Technologies Conference, LETT'97**, is "Training Technologies for the Future: Opportunities and Challenges." Aimed at middle and senior managers in the public and private sectors; consultants and trainers; educators; and software developers and researchers, the conference will feature a selection of over 20 workshops and research papers and a networking lunch. **LETT'97** is hosted by the University of Victoria's Division of Continuing Studies (TEC Programs) at the Victoria Conference Centre. For more information, contact Drew Williams, Tel.: (250) 721-8779, Fax: (250) 721-8774, E-mail: lett@uvcvcs.uvic.ca or visit the LETT Web site: <http://www.uvcvcs.uvic.ca/tecweb/lettthome.htm>.

**TORONTO** — March 11, 1997 — The City of Vienna will host a conference entitled **Vienna — A Competitive Business Location in Europe** at the Four Seasons Hotel. The conference is designed to highlight the advantages of investing and doing business in Vienna, a vibrant city at the heart of the new Europe.

The slate of speakers from the Canadian corporate sector includes Frank Stronach, CEO of Magna International; Clive Allen, Vice-President and General Counsel at Nortel; and Michael Lord, Vice-President, Communications and Public Relations, Bombardier Inc. Vienna.

Topics to be covered range from direct investment and strategic alliances to trade opportunities in a wide range of sectors.

For conference information, contact the Austrian Consulate in

Toronto, Tel.: (416) 488-4082, ext. 51, Fax: (416) 488-4231. For information on developing new business in Austria, contact the Trade Section of the Canadian Embassy in Vienna, Tel.: (43-1) 531-38-3351, Fax: (43-1) 531-38-3906.

**ST. JOHN'S** — April 21-22, 1997; **MONCTON** — April 24-25, 1997; **HALIFAX** — April 28-29, 1997 — These two-day seminars focus on **ways to win business financed by international financial institutions (IFIs)** such as the World Bank, African Development Bank, European Bank for Reconstruction and Development and the Inter-American Development Bank.

Presented by Development Bank Associates of Washington, D.C., the seminars explore how to identify IFI-financed business opportunities, participate in the bid process, solve bid problems and market bids. The seminars are sponsored by the Canada-Atlantic Provinces Co-operation

Agreement on International Business Development in association with the Alliance of Manufacturers and Exporters of Canada.

For details, contact (in **Newfoundland**) Keith Warren, Tel.: (709) 772-5511; (in **New Brunswick**) Ben Hong, Tel.: (506) 851-6669; (in **Prince Edward Island**) David Cook, Tel.: (902) 566-7576; (in **Nova Scotia**) Maryann Everett, Tel.: (902) 426-6658.

**HAMILTON** — April 23-24, 1997 — The Automotive Parts Manufacturers' Association (APMA) will be holding its **Annual Conference and Exhibition** at the Hamilton Convention Centre. Keynote speakers will include Chrysler Vice-President Tom Stallkamp, Dana Corporation Chairman and CEO Woody Morcott, as well as Ontario Premier Michael Harris. The theme of the two-day event — it will also

*Continued on page 12*  
**Business Agenda**

## Vietnam Mining '97

**HANOI, VIETNAM** — April 8-11, 1997 — Organized by the Vietnam-Canada Trade Council and Trade Investment and Support Centre, **Vietnam Mining '97** is a conference and exhibition targeting mining companies, foreign investors and mining analysts, and equipment vendors and suppliers.

The event offers mining companies opportunities to find joint venture partners, meet with local and foreign mining industry leaders, and learn about operating in remote locations, managing risk, and about current and potential mineral exploration.

Investors and analysts will, among other things, be able to identify local mining projects for investment and learn about the taxation and other incentives for foreign investment in mining.

Opportunities for equipment vendors and suppliers include identifying local needs for advanced mining equipment and making contact with potential importers.

For information, contact Van T. Tran, Trade and Investment Director, Vietnam Trade Council, 70 Gloucester Street, Ottawa, Ontario K2P 0A2, Tel.: (613) 231-6369, Fax: (613) 235-1515.