

# Canada to Host Expo in Venezuela

**Caracas** — Following the highly successful **Canada Expo** solo show held this past January in Monterrey, Mexico, Canadian companies now have an opportunity to participate in **Canada Expo '93**, to be held January 26 to 28 in this Venezuelan capital.

**Canada Expo '93** will feature the capabilities of Canadian equipment manufacturers and providers of related services in:

- petroleum
- mining
- computer
- environmental process control
- machine tooling
- packaging and labelling
- telecommunications
- plastics
- auto servicing and
- agro-industry

Canadian exporters of goods and services now have more opportunities in Venezuela because of an increase in domestic and industrial demand, the country's concurrence with the General Agreement on Tariffs and Trade (GATT), its more liberal trade policies, and the lowering of tariffs.

Canadian companies, say trade officials, can and should take advantage of these opportunities to further increase their exports to Venezuela. The country is Canada's third-largest market in Latin America.

Exports of Canadian goods and services to Venezuela are growing steadily and, in 1991, were valued at \$300 million. That's a 30 per cent increase over the 1990 figure.

Companies interested in participating in **Canada Expo '93** or requiring further information concerning the show may contact Ms. Sony Marques, Trade Fairs and Missions, Latin America and Caribbean Trade Division (LGT), External Affairs and International

Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-6142. Fax: (613) 943-8806.

General economic and trade information is available from Francois Laberge, also of LGT. Tel.: (613)

943-8807. Fax: (613) 943-8806.

Specific commercial information and/or assistance can be obtained directly from the Commercial Section, Canadian Embassy, Caracas. Tel.: 011-582-951-6166. Fax: 011-582-951-4950.

## Western Europe

### Science, Technology Cooperation Program

If your company is involved in Technological Research and Development (TRD) and is exploring or establishing common projects with Western Europe, the **Program for Cooperation in Science and Technology with Western Europe** is for you.

This program, with a limited budget, finances up to two-thirds of costs related to missions or workshops aimed at exploring the possibility of undertaking TRD projects with European partners.

Priority will be given to projects that lead to joint research of commercial and/or industrial benefits for Canada.

Last year, 46 applications were approved, among which 14 beneficiaries were science-based departments, 21 universities and 11 private associations and companies.

Most projects were undertaken with counterparts from France, Germany and the United Kingdom. In general, contributions are within the range of \$2,000 to \$5,000.

Applications may be submitted by researchers, consultants, companies, universities, science-based departments or agencies in the various levels of government, public and private applied research centres, and Canadian professional or industrial associations.

For more information or to obtain application forms, contact the Western Europe Trade, Investment

and Technology Division (RWT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 943-0612. Fax: (613) 995-6319.

### Construction Show Set for Turkey

**Istanbul** — Companies in construction-related fields are invited to either **exhibit** their products or **submit** their product literature for display and distribution at **Construction Turkey 93**, being held here January 7 to 10.

The product literature — to be displayed at the External Affairs and International Trade Canada Information Booth — should be submitted by Canadian companies that produce construction equipment and systems, building materials, heating and plumbing systems, insulation, and interior finishes. Exhibitors also fall into the same categories.

Trade officers at the Canadian Embassy in Ankara report that Turkey has a very active construction sector. They also say that **Construction Turkey** will be the country's only international trade show in the construction sector in 1993. It is expected to attract 15,000 qualified visitors who have

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