

Trade Fairs in Britain

Hotelympia –

February (annual): hotel/catering industry products/services

International Confectionery, Biscuit and Ice Cream Show –

March (annual): products, ingredients, and equipment for the confectionery, biscuit, and ice cream trades

Foodex/Meatex –

March (annual): equipment, products, and services for food processing and retailing

Food & Drink Expo –

April/May (annual): food and beverages, fresh produce, ready-made meals, and related services

HELFEX: International Health Products Expo –

April (annual): health food and drinks, complementary medicines, beauty products, and sports nutrition

London Wine Trade Fair –

May (annual): wines

International Food & Drink Exhibition (IFE) –

February (biennial): processed foods and beverages

Food Ingredients Europe –

sweeteners, enzymes, cheeses, oils, starches, nuts, stabilizers, cocoa, colours, flavours, and spices.

For further information contact:

Ezio Di Emanuele
Counsellor (Commercial)
Tel: (011-44-171) 258-6663
Email:
ezio.diemanuele@ldn02.x400.gc.ca
Fax: (011-44-171) 258-6384

or

Janet Farmer
Commercial Officer
Tel: (011-44-171) 258-6665

Email:

janet.farmer@ldn02.x400.gc.ca

Fax: (011-44-171) 258-6384

Canadian High Commission
Commercial/Economic Division
Macdonald House
1 Grosvenor Square
London W1X 0AB

BUSINESS AND PROFESSIONAL SERVICES

Business and professional services, a diverse group of professional and business activities, have become a constant feature of today's international business environment and readily transcend international borders. Business and professional services in the United Kingdom are provided by both large firms and small and medium-sized enterprises. The services provided vary from fully integrated service products to very focused niche operations. This analysis covers the following commercial service activities – areas in which the U.K. offers a number of opportunities for Canadian business:

- *accounting, business, and management consulting;*
- *architecture, construction, and consulting engineering;*
- *design and product development services;*
- *marketing, advertising, market research, and public relations; and*
- *commercial education services.*

Market Opportunities

The U.K. market for business and professional services is one of the largest in Europe, as demonstrated by the large number of services companies operating in that country and the high positive balance of trade in private non-financial services. Industry sources estimate that professional and business services trade is worth \$15 billion annually. British Invisibles, a London based promoter of services industries, indicates

