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External Affairs and
International Trade Canada

dia to Purchase ansport Equipment

he Indian Ministry of Surface
nsport (MOST), in 1993-94, is
ected to purchase — through
rld Bank or Asian Development
nk funding — a variety of
nsport equipment.

ompanies interested in bidding
the supply of MOST's require-
nts — the tenders are expected
e issued shortly — would supply:
uclear density measuring equip-
nt (24 nos);

ynamic cone penetrometers (12
s);

RRLL bump integrators (3 nos);
lipstick road profilers (4 nos);

bitumen distributors 7,5001 (8
s);

hip spreaders (8 nos);

urvey equipment sets (8 nos);

No Siesta in Monterrey

Office Opens to Promote Growing Trade Interests

On January 26, 1993, Canada opened a satellite trade office in Monterrey, Mexico, to promote the growing volume of Canadian trade with that country's industrial north.

Monterrey is located 800 kilometres north of Mexico City in the heart of the state of Nuevo Leon, Mexico's second most important industrial region. Bordering Texas, the region is one of the largest producing and exporting states in Mexico. Industrial products and services, mineral deposits and processing as well as steel, cement, glass, petrochemicals and food processing are major industries. A quarter of Nuevo Leon's workforce is devoted to manufacturing.

Canadians already are exploring opportunities in this rapidly expanding market. In January, 1992, more than 200 Canadian exhibitors, representing 11 industrial sectors, attended the **Canada Expo'92** trade show in Monterrey. This trade show generated approximately \$70 million in prospective business for Canadian firms, with environmental and service companies enjoying particular success.

Business interest in Mexico is on the up-swing. The number of Canadian exporters contacting the Canadian Embassy in Mexico City in 1992 more than doubled to 4,500 calls and visits, making it one of Canada's busiest venues.

Last year Canadians participated in 16 trade fairs and 70 trade missions in Mexico. These events were organized by External Affairs and

International Trade Canada, provincial and industry associations. This year, EAITC has identified up to 27 trade shows in which Canadian companies could participate.

EAITC has organized a trade promotion program in Mexico directed at specific sectoral opportunities, to introduce as wide a cross-section as possible of potential exporters to the marketplace. Mining equipment, telecommunications, computer software, agriculture and food products, plastics, metalworking and machine tooling, and advanced technologies (which include geographic information systems) are prominent features of the events planned this year.

Fairs and missions are advertised on a regular basis in *CanadExport*. Details about trade shows may be obtained by contacting the Latin America Trade Division, External Affairs and International Trade Canada. Fax: (613) 944-0497.

The Commercial Officer in Monterrey is Ms. Patricia Chapa, Canadian Trade Office Edificio Kalos, Zaragoza 1300 Sur, Despacho 314, Monterrey, Nuevo Leon, C.P. 64000. Tel: (52) 83-44-32-00 or (52) 83-44-27-53. Fax: (52) 83-44-30-48.

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AGEXPORT

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laboratory equipment;

training aids;

driver simulators;

colour/night blindness equipment
(nos);

brake-testing equipment (24 nos);
computer software.

For more information, contact
directly, the Canadian High
Commission, P.O. Box 5208,
New Delhi. Tel.: (011-91-11) 687-
00. Fax: (011-91-11) 687-6579.
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