

1991-92 Calendar to U.S. Trade Shows and Missions

The United States is Canada's most important trading partner, with about 77 per cent of our exports going south of the border.

One of the most effective ways to penetrate that huge and challenging market — or to expand sales — is to display products and services at trade shows.

External Affairs and International Trade Canada (EAITC) is planning to participate in some 400 trade shows and missions in the U.S. during 1991-92.

Below is the second of a line-up of proposed events (chronological) planned in various industry sectors (listed alphabetically). (TBD = To be determined).

For details on the shows and missions listed or on conditions of participation, contact EAITC's United States Trade and Investment Development Division (UTI), or United States Trade and Tourism Development Division (UTO). Tel.: (613) 993-7343. Fax: (613) 990-9119.

Defence Programs, Products, Related Equipment and Services

- Outgoing Mission of Vendors to Prime Contractors in Philadelphia — September 1991.
- ASO (Aviation Supply Office) to AIAC (Air Industries Association of Canada) Meeting — Halifax, NS — September 1991.
- CECOM (Communications Electronics Command) Mission to Canada — Canada — September 1991.
- Outgoing Mission of Canadian Electro-optics Firms to WRDC (Wright-Paterson Research Development Centre) — Dayton, Ohio — September 1991.
- Outgoing Mission of Canadian Simulation/Training Equipment Companies — Orlando, Florida — September 1991.
- Incoming Mission from NAC (Naval Avionics Centre) from Detroit, Michigan to Aerospace Industries Association of Canada (AIAC) Meeting — Halifax, NS — September 1991.
- Outgoing Mission to U.S. Air Force Logistics Centres in Dallas, Texas area — October 1991.
- Outgoing Mission of Canadian Defence Electronics Firms — Orlando, Florida — October 1991.
- Cold Weather '91 Show — Cold Weather Protective (Military) Clothing — Washington, DC — November 1991.
- Army Aviation Systems Command CASL (Competition Advocacy Shopping List) Symposia — St. Louis, Missouri — November 1991.
- SPCC (Ship Parts Control Centre) to Canadian Maritime Industries Association Meeting — Montreal, PQ — February 1992.
- Outgoing Mission of Canadian Defence Electronic Firms — Dallas, Texas — February 1992.
- Canadian Representatives to AIAA (Air Industries Association of America) Meeting — El Segundo, California — February 1992.
- Outgoing Mission of Canadian Firms to Army Aviation Systems Command — St. Louis, Missouri — February 1992.
- Outgoing Mission of Canadian Defence Aerospace

Firms to Prime Contractors — San Francisco, California — March 1992.

- SAS Show (Sea-Air-Space) — US Navy League — Washington, DC — March 1992.
- Outgoing Mission of Canadian Aerospace/Electronics Firms to ASD (Aerospace Systems Division) — Wright-Paterson Air Force Base — Dayton, Ohio — March 1992.

Electronic Components

- Mid West Electronics Show — Minneapolis, Minnesota — May 1991.
- Electro 91 Show — New York, New York — May 1991.
- Outgoing Buyers' Mission to San Francisco and Santa Clara Area — California — September 1991.
- Northcon Show — Seattle, Washington — October, 1991.

Environmental Equipment

- ETE '91 (Environmental Technology Exposition) — Chicago, Illinois — April 8-11, 1991.
- Waste Expo '91 — Washington, DC — April 10-12, 1991.
- Hazardous Materials Mission — Chicago, Illinois — April 15-17, 1991.
- HazMaCon '91 (Hazardous Materials Controls) — San Francisco, California — April 16-18, 1991.
- Boston Harbour Clean-Up Mission — Boston, Massachusetts — May 15-16, 1991.
- Recycling Technologies Mission — Chicago, Illinois — June 4-6, 1991.
- HazMat (Hazardous Materials) International — Atlantic City, New Jersey — June 12-14, 1991.
- Air & Waste Management Association — Vancouver, BC — June 16-21, 1991.
- AWWA '91 (American Water Works Association) — Philadelphia, Pennsylvania — June 23-27, 1991.
- DOD (Department of Defence) Sites Remediation Workshop — Washington, DC — July 10-11, 1991.
- Government Refuse Collection/Disposal Association Show — Cincinnati, Ohio — August 12-15, 1991.
- Water Pollution in Northern California Mission — San Francisco, California — September 1-2, 1991.
- Environment Workshop/Seminar — Boston, Massachusetts — September 12-13, 1991.
- Clean Air Mission — Pittsburgh, Pennsylvania — September 23-26, 1991.
- Environment Market Strategies Workshop/Seminar — Winnipeg, MAN — October 2-3, 1991.
- NEXUS (New Exporters to the U.S. South) Mission for Environmental Equipment — Atlanta, Georgia — October 2-3, 1991.
- Water Pollution Control Federation Show — Toronto, ON — October 6-10, 1991.
- Hazardous Materials Control Mission to Washington, DC — November 1-3, 1991.
- HazMat (Hazardous Material) West Show — Long