

### North America

- The U.S. market and enhanced entry to the Mexican market represent significant sales opportunities for Canadian suppliers over the next five years.
- To develop market and technology links with U.S. AMT companies, Canadian participation in Autofact, the International Manufacturing Technology Show (IMTS), and Fabtech will be encouraged. These American trade shows provide large audiences and national coverage, which can serve Canadian companies in developing technology partnerships and broader U.S. market penetration.
- Exhibiting at planned horizontal Canadian machinery and equipment shows in Mexico will assist Canadian firms to implement marketing plans for that country. There is the need to update current market studies and create new sector-specific market analysis reports for plastic processors, where Canada has a significant technology lead, and to disseminate such information to Canadian firms.

### Europe

- Canadian AMT producers will be encouraged to form partnerships and consortia with their European counterparts, in order to complement and upgrade the technological development being undertaken by Canadian firms. This will be encouraged through attendance at trade shows and by missions to Italy and Germany.

### Asia

- Firms with strong, niche-based capabilities are now enjoying some success in these markets and will be encouraged to seek out new markets, through the AMT Sector Initiative.

### International

- Firms and research organizations that participate in IMS pilot projects will build strategic connections with Japanese, United States, European and Australian firms, technology centres and universities. The experience gained will provide stimulus to ongoing technology transfer opportunities, expected to result from the introduction of a full-scale IMS Program.

### Advanced Manufacturing Technologies

Activity	Date	Location	Dept.	Contact
<b>United States</b>				
Manufacturing equipment; national stand: Puerto Rican Manufacturing Association Industrial Show	Apr 1993	Puerto Rico	EAITC	613-944-6134
Plastic injection molding; mission from New York City to	May 1993	Toronto	EAITC	613-994-7486
Fastener machinery and products; national stand: National Industrial Fastener Show	May 1993	Columbus	EAITC	613-944-9475
Plastic injection molding; mission from Cleveland to	Jun 1993	Windsor	EAITC	613-994-7486
Precision machinery and equipment; information booth: OEM Design and Engineering Show	Jun 1993	Cleveland	EAITC	613-944-9475
Mold Expo '93 Trade Show	Sep 1993	Detroit	ISTC	416-973-5176
Printing equipment and services; national stand: GraphExpo '93	Oct 1993	Chicago	EAITC	613-944-9479
Metal fabricating industry; national stand: Fabtech '93	Oct 1993	Chicago	ISTC	613-954-3192
			EAITC	613-944-9475
Plastics, injection moulder; mission to	Mar 1994	Buffalo	ISTC	613-954-3243
			EAITC	613-994-7486
Material handling equipment; national stand: North America Material Handling Show	Apr 1994	Detroit	EAITC	613-944-9475
Plastics; national stand: National Plastics Show	Jul 1994	Chicago	EAITC	613-994-7486
Machine tool; national stand: International Machine Tool Show	Sep 1994	Chicago	EAITC	613-944-9475
<b>Western Europe and European Community</b>				
Incoming mission; Italian Machine Tools, Robots and Automation Association (UCIMU)	May 1993	Ontario	ISTC	416-973-5170
Mould Makers Technology Exchange Initiative	Jun 1993	France, Ontario	ISTC	416-973-5176
Robotics and automated manufacturing; mission to	Oct 1993	Austria	EAITC	613-995-9766
Outgoing mission; Canadian-Based AMT Hardware Manufacturers	Oct 1993	Milan	ISTC	416-973-5170
Interplas International Trade Show	Nov 1993	Birmingham	ISTC	613-954-3264
<b>Asia Pacific South</b>				
Packaging materials management; information booth: Matpack '93	Sep 1993	Melbourne	EAITC	613-995-7652
Industrial machinery; solo show: Catalogue Show	Feb 1994	Pakistan	EAITC	613-992-0952
<b>Africa and the Middle East</b>				
Packaging machinery (Pal Ex '93); mission from Saudi Arabia to	Oct 1993	Toronto	EAITC	613-944-5984
Equipment and technology; information booth: Saudi Plastics '93	Dec 1993	Riyadh	EAITC	613-944-5984
<b>Latin America and the Caribbean</b>				
Plastics machinery; information booth: Brasilplast '93	May 1993	Sao Paulo	EAITC	613-996-6921
Packaging and labelling machinery; national stand: Expo Pack '93	May 1993	Mexico City	EAITC	613-996-6921
Furniture manufacturing supplies; national stand: Techno Mueble '93	Jun 1993	Guadalajara	EAITC	613-996-6921
Packaging and labelling machinery; information booth: Fispal '93	Jun 1993	Sao Paulo	EAITC	613-996-5549