

## USA BureauMatch for Apparel Exporters

Canadian apparel manufacturers seeking a rep for their line(s) of products in the United States should contact **BureauMatch**.

Offering a cost-effective and comprehensive rep search program, **BureauMatch** is sponsored by the Bureau of Wholesale Sales Representatives, a non-profit trade association established in 1946 for wholesale apparel sales representatives. Its membership base allows access to thousands of experienced sales representatives seeking new and additional lines of products.

**BureauMatch** clients select the search criteria: territory, account base and sales volume, **BureauMatch** staff will then identify prospective reps in their database, and act as liaison in the discussions leading to a representation contract.

A US \$495 subscription fee includes unlimited searches for one full year. It also provides access to the following services:

- market advertising: flyers relating to clients rep search will be posted in the offices of more than 60 apparel markets;
- a free, one-year subscription to the *Bureau NEWS*, a leading trade publication for sales representatives, featuring "lines wanted" advertizing;

- a 20 per cent discount on *Bureau NEWS* advertisements seeking reps for clients line(s) of products;

- complete calendar and contact information for nearly 100 apparel shows in the U.S. and Canada;

- copies of suggested standard

contract forms and an explanatory brochure to help clients initiate a relationship with a rep based on a comprehensive, equitable and well-balanced contract agreement.

For more information, contact Bob Dreyer at 1-800-877-1808, extension 110.

## Environment a Global Business

**VANCOUVER, B.C.** — Entrepreneurs whose business is the environment undoubtedly have circled March 26-29, 1996 on their calendars.

The reason: **GLOBE 96**, the major international event in North America for the environment industry, the corporate sector, and the finance and investment community.

This fourth in the biennial series of international trade fairs and conferences offers exhibitors access to the Asia-Pacific, North American and Latin American marketplaces.

### Exhibitor Benefits

The more than 400 exhibitors at **GLOBE 96** represent numerous fields, from water and wastewater management and energy efficient technologies, to pollution prevention technologies and

toxic material management.

Exhibitors have the opportunity to meet key buyers, tap into new markets, form strategic partnerships, identify new technologies, and gain access to investment capital. In fact, **GLOBE 96** will feature incoming buying groups from some 20 countries, from Argentina, Brazil and Chile to Singapore, Thailand, Vietnam — and many countries in between.

### Conference Benefits

The conference program will provide up-to-date business intelligence that a company requires to capitalize on the high-growth, global environmental marketplace. It also will provide networking opportunities with senior decision-makers who are at the centre of interna-

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## Military Technology in Malaysia — continued from page 6

companies to consider exhibiting at LIMA. A strong Canadian presence will demonstrate to Malaysian officials that Canada is serious about the Malaysian and Asia-Pacific market, and that Canadian products and technology can compete with those from other countries.

Companies considering attending LIMA should make airline

and hotel reservations early, because there are a limited number of hotel rooms on Langkawi Island as well as limited air service between Singapore, Kuala Lumpur, and other ASEAN centres.

For information on exhibiting at LIMA, please contact Mr. Peter Thillinathan at Debis Marketing Services in Kuala Lumpur, Fax: (011-603)201-9755. A market stu-

dy on the Malaysia defence sector can be ordered from the DFAIT InfoCentre at 1-800-267-8376 or fax (613) 996-9709. General information on exporting to Malaysia can be obtained from Ms. Pamela O'Donnell, Pacific Southeast Division (PSE), DFAIT at fax (613) 944-1604. The division also has a limited number of LIMA brochures.