

India's Engineering Trade Fair a Global Attraction

New Delhi — Canadian companies now are being recruited by External Affairs and International Trade Canada to participate in the **10th Indian Engineering Trade Fair (IETF)**, being held February 14-21, 1993 in Pragati Maidan, New Delhi.

Organized biennially since 1975 by the Confederation of Indian Industry, **IETF** attracts as many as 600 exhibitors from developed countries around the world.

It is the ideal venue at which to look for an "industrial collaboration" partner; to find an agent (agents are needed to sell to the Indian market); to contact potential customers; and to meet with government decision-makers in Delhi.

For Canadian participants, the **IETF**, complemented by seminars,

conferences and workshops, offers the best opportunities in the following sectors:

- financial and business services sector
- oil and gas products and services
- power and energy equipment and services
- information technology and electronic products and
- primary and secondary industrial and special machinery.

Canadian companies engaged in these sectors and wishing to participate in or seeking more information on **IETF** should contact R. Grison, Asia Pacific South Trade Development Division (PST), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 992-0952. Fax: (613) 996-4309.

Events in Leipzig

August 23-25, 1992

Leipzig Fashion Fair.

September 3-7, 1992

URBANIA Municipal Services Trade Show: Equipment for municipal facilities, traffic information systems, cleaning/waste disposal equipment and services.

September 3-7, 1992

BUGRA Printing/Packaging Trade Show: Printing machinery, book-binding, packaging equipment, consulting services.

September 3-7, 1992

BIK'92 Office/Communications Systems Trade Show: Personal computers, work stations, office telecommunications systems, filing/retrieval systems.

September 16-19, 1992

TGA 3rd International Exhibition for Technical Equipment in Buildings.

October 30-November 4, 1992

MEBA Metalworking Trade Show: Manufacturing systems, machine tools for metal cutting, software, industrial robots, electronics, testers.

October 30-November 4, 1992

Construction Trade Show: Construction chemistry/preservation of structures, building machinery/tools, roofs/walls/facades, sanitary/heating systems.

December 3-8, 1992

Tourism/Camping Trade Show.

Persons wanting additional information on these events should contact Carlos Pechtel De Avila, Agent General for Canada, Leipzig Fair Canada Office, 11231 Jasper Avenue, Edmonton, Alberta T5K 0L5. Tel.: (403) 482-3427. Telex: 037-2991. Fax: (403) 488-0350. Toll-free: 1-800-661-2221.

NEW EMBASSY OFFICE IN ESTONIA

The address for the Embassy office in Tallinn, Estonia is Office of the Canadian Embassy, Toom Kooli 13-2nd Floor, EE 0001 Tallinn, Estonia. The telephone numbers are: (7-0142) 449-056 (local) or (358) 298103 (via Finland). The fax number is (358) 298104 (via Finland).

Reports Focus on Technology Markets in The Netherlands

For the first nine months of 1991, Canadian exports to The Netherlands totalled \$1.3 billion, giving Canada a trade surplus of approximately \$850 million.

The majority of Canadian exports were commodities, but increasingly the trend is toward manufactured end products, including computers, office equipment, machinery and high technology equipment.

Reports and overviews on the

characteristics of - and potential opportunities in - various technology markets in The Netherlands have been received from the Canadian Embassy in The Hague.

Copies of the complete reports may be obtained from Commercial Division, Canadian Embassy, P.O. Box 30820, 25 Parkstraat, 2500 GV The Hague, The Netherlands. Tel.: (011-31-70) 361-4111. Fax (011-31-70) 356-2823.