

TRADE FAIRS AROUND THE WORLD

Canadians Can Make Clean Sweep at Show in Germany

Cologne, Germany — Canadian companies interested in exploring the European environmental market will find it worth their while to attend **Entsorga, the International Trade Fair for Recycling and Waste Disposal**, being held here March 19-23, 1996.

Participation in this event offers excellent business opportunities for direct sales, establishing foreign agents/distributors, or forming joint ventures with established business partners.

Prime space has been reserved for a Canadian Pavilion and the Department of Foreign Affairs and International Trade and the Canadian Embassy in Bonn will participate with an Information Booth, at which companies can display product literature.

The environmental technology market in Western Europe has been forecast to increase from about \$200 billion in 1993 to

almost \$390 billion by the year 2005. The German market has the largest share in this growth, increasing from \$62.5 billion to over \$110 billion in the same period.

Export opportunities for Canadian firms are in equipment and instruments for thermal waste treatment — incineration plants, pyrolysis, waste gas purification, slag and dust treatment; for other waste treatments, e.g. for dumping and composting — sorting belts, sifting machines, wind sifters, magnetic separators, filter presses, centrifuges, filter plates, filter cloths, mixing facilities, grinding facilities, briquetting and palletizing devices, detoxification facilities, and cracking units.

Other interesting fields with high export opportunities include laboratory, measurement and control techniques as well as data processing works and equipment.

For details on participating in

the Canadian Pavilion at **Entsorga**, contact Edel Wichmann, Canadian Representative, Cologne International Trade Shows, Canadian German Chamber of Industry and Commerce Inc., 480 University Avenue, Suite 1410, Toronto, M5G 1V2, Tel.: (416) 598-3343; Fax: (416) 598-1840.

For details on Information Booth participation, contact Jutta Zillgen-Schäfer, Technology Development Officer, Canadian Embassy, P.O.Box 120 240, D-53044 Bonn, Tel.: (011-49-228) 968-3365; Fax: (011-49-228) 968-3901.

Geosciences Exhibit Slated for Bahrain

Bahrain, Middle East — It doesn't take place until next year, but 30 per cent of the space allocated for Canadian participants to the **2nd Middle East Geosciences Exhibition and Conference (GEO 96)** already is committed!

Canadian exhibitors to the show, being held April 15-17, 1996, will benefit from an audience largely comprised of industry decision makers and Gulf professionals from what is one of the world's most active regions for oil and gas exploration.

Special provisions have been made for Canadian companies

planning to exhibit. These include: a combined group stand; preferential arrangements for travel and accommodation; a freight consolidation of exhibit material to the site; and on-site management and coordination.

As demand for space is strong, those companies wishing to exhibit should *apply immediately* to the show organizer's Canadian representative for a registration package, travel and accommodation details.

Contact UNILINK, 50 Weybright Court, Unit 41, Agincourt, Ontario M1S 5A8, Tel.: (416) 291-6359; Fax: (416) 291-0025.

Malaysia Hosts Defence Services Show

Kuala Lumpur, Malaysia — The **5th Defence Services Asia Exhibition and Conference (DSA'96)** being held here April 23-26, 1996, offers global manufacturers and service providers direct access to top-level defence and government security decision makers, buyers, defence scientists and procurement officers from throughout Southeast Asia.

Defence spending in the total Asia Pacific region is estimated at US\$90 billion a year, with an average growth rate of 3 per cent.

Contact Lori-Anne Larkin, UNILINK, 50 Weybright Court, Unit 41, Agincourt, Ontario M1S 5A8, Tel.: (416) 291-6359; Telex: 06-968027; Fax: (416) 291-0025.