

New Zealand Venue for Forestry Show

Rotorua — Canadian firms involved in the forestry sector are invited to participate — primarily through the display of promotional literature — in **Forest Industries 1994**, being held February 23-27, 1994 in one of New Zealand's major forestry regions.

This conference and innovative trade fair features, among other exhibits, machinery for cutting and transporting logs, sawmills, silviculture, and wood processing. There are also lectures, exhibitions and demonstrations on the subject of forestry.

This event will provide an excellent opportunity for those involved in the forestry industry to meet purchasers and entrepreneurs from New Zealand, Australia and other countries: More than \$10 million worth of goods and services were sold as a result of the most recent fair, Forest Industries 1990.

New Zealand's forestry industry accounts for six per cent of the country's gross domestic product and employs 28,000 people. A leader in tree plantation, New Zealand exports NZ\$1.8 billion worth of wood per year. It has more than 260 sawmills, most of which are in need of modernization.

The industry is leaning toward a program of rationalization, which could result in the shutting down of between 50 and 70 small- and medium-size sawmills. In order to upgrade, it will need cutting, sawing and automation equipment, along with software. Already, a few Canadian companies such as Madill, Timberjack and Valmet have formed partnerships with local firms.

The Canadian Consulate in Auckland will have an information booth at the fair. To date, 18 companies from British Columbia have confirmed that they will be attending the Rotorua Fair and exhibiting

their products.

Other companies in the forestry and wood processing sector interested in promotional activities in New Zealand are invited to send 50 copies of their catalogues — by *February 1, 1994* — to Brian Emsley, Canadian Consulate, Box 6186, Post

Office, Wellesley St., Auckland, New Zealand.

For more information, contact Patrice Veilleux, Asia Pacific South Trade Development Division, Department of Foreign Affairs and International Trade, Ottawa. Tel.: (613) 995-7662. Fax: (613) 996-1248.

Munich Trade Fair Calendar

Companies seeking new markets might find it worth their while to check out a number of trade-related events taking place next year in Germany.

Presented here, is a partial 1994 trade fairs calendar of the Munich Trade Fair Corporation.

Companies interested in these Munich-based events or seeking further information should contact the Corporation's Canadian representative:

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

Auto '94 & Greger Racing Show — 19-23 January, 1994 — International Motor Show.

21st International Trade Fair — 11-14 February, 1994 — Watches, clocks, jewellery, precious stones, pearls, silverware

and manufacturing equipment.

International Fashion Fair-Spring — 19-22 February, 1994.

ISPO - Spring — 24-27 February, 1994 — 40th International Trade Fair for sports equipment and fashion.

46th International Light Industries and Handicrafts Fair — 12-20 March, 1994 — The fair for small and medium-sized enterprises.

Analytica — 19-22 April, 1994 — 14th International Trade Fair and International Conference for biochemical and instrumental analysis, diagnostics and laboratory technology.

Transport — 7-11 June, 1994 — 5th International Trade Fair for freight and passenger transport and logistics.

Eltec — 23-25 June, 1994 — Exhibition for electrical engineering.

World Trade Fair Set for India

New Delhi — Interested companies have until December 15, 1993 to register to participate in **World Trade Fair India**, being held here February 13-22, 1994.

This international exhibition and conference on foreign collaborations, industrial and business opportunities focuses on engineering; electronics and telecommunications; chemicals and pharmaceu-

ticals; petrochemicals and plastics; textiles; agro-food products and packaging; construction and building; and hospitals and healthcare.

For further information, contact the show representatives in Canada:

Protek Consultants, Brossard, Quebec. Tel.: (514) 443-6497. Fax: (514) 678-5398.