

Brazil to Host Environment Show and Conference

Sao Paulo — External Affairs and International Trade Canada now is inviting firms to participate in the National Stand which it will sponsor at **EcoBrasil'92**, the **International Exhibition of Environmental Technology** being held at Sao Paulo's Anhembi Exhibition Centre June 6-11, 1992.

During the first two weeks of June the city of Rio de Janeiro will be hosting the **Earth Summit Conference UNCED'92 — The United Nations Conference on Environment and Development**.

The **Earth Summit Conference** is expected to attract delegations from 160 nations, including representatives from non-government organizations, journalists and environmental specialists — many of whom will also attend **EcoBrasil**, making it a truly international exhibition.

EcoBrasil'92 is designed to be a showcase of state-of-the-art environmental technology. The number of Canadian companies likely to attend is expected to exceed available space, so interested companies are requested to reply as soon as possible. A participation fee of \$950 will be appreciated. Acceptance is on a first-come, first-serve basis.

Participants are reminded that all products are required to have a Canadian content level of 66 ²/₃ per cent.

Further details are available from Jon Dundon, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-6921. Fax: (613) 943-8806. Telex: 053-3745.

Globe '92 Business Centre Puts Companies in Touch with Clients

Vancouver — When Canadian companies participate in **Globe'92**, an international trade show and conference on business and the environment being held in Vancouver, March 16-20, 1992, they will have access to a resource that will put them in touch with potential worldwide markets.

The **International Business Contacts Centre (IBCC)** offers a range of business programs that, according to its organizers, no other trade fair can match.

And it's all part of **Globe'92** which, from more than 80 countries, will attract more than 600 exhibitors, 3,000 conference delegates, 550 conference speakers, and 21,500 trade fair visitors.

The **IBCC** will work for exhibitors in six important ways, through:

- **The BIP (Buying Influence Person):** The program will introduce exhibitors/participants to those who make or strongly influence the purchase of environmental products, services and technologies, introducing the people who mean opportunity.
- **The Matching Service:** **IBCC** liaison officers will identify qualified BIPs who have an interest in your company and will arrange appropriate meetings.
- **The Reverse Trade Fair:** Here, the tables are turned and the BIPs "sell" their needs, giving exhibitors the exclusive opportunity to meet privately with international representatives who have made presentations on their countries' environmental needs.
- **Product and Technology Application Seminars:** Exhibitors showcase recent breakthrough technology and/or product applications.
- **Site Visit Program:** A series of visits will be arranged, immediately following **Globe'92**, to North

American companies or installations. The tours are offered on a first-come, first-serve basis and allow a more detailed follow-up with BIPs met during the trade show.

• **Executive Services:** Located on the Trade Fair Floor, the **IBCC** provides services that include telephones, facsimile, photocopying, stenographers, word processors, translations and a business lounge.

The **IBCC** is now open for business. For more details simply call (604) 666-8020; or fax: (604) 666-8123. The same numbers apply for those wishing further information or registration details pertaining to **Globe'92**.

Health Care Congress Set for New Jersey

Atlantic City — While limited, space still exists at the Canadian National Stand for companies that wish to participate in the **1992 Middle Atlantic Health Congress (MAHC) Trade Show** being held here May 20-21, 1992.

Participation in the show affords Canadian suppliers of health care products and services an opportunity to make inroads into the vast U.S. market that is valued annually in excess of \$39 billion (hospital expenditures only).

The show enables members of the **MAHC** (representing over 700 health care facilities in New York, New Jersey, Pennsylvania and Delaware) to meet — for the purpose of making purchasing decisions — with health care products/services suppliers.

Contact — by March 1, 1992 — Donald H. Garretson Jr., Commercial Section, Canadian Consulate General, New York City. Tel.: (212) 768-2400. Fax: (212) 768-2440.