

Canadian Contingent Rigged Out for Oil Show in Singapore

Singapore — Companies interested in tapping into South East Asia's booming oil and natural gas market are invited to participate in **Offshore South East Asia 1992 (OSEA 92)**, being held December 1-4 at Singapore's World Trade Centre.

OSEA is a broad-based event for suppliers of offshore and onshore oil and gas equipment — primarily in the fields of exploration, production and transportation.

For companies selling to the oil and gas industry in the Asia-Pacific, the OSEA conference and exhibition has become the major biennial sales platform since the event began in 1976.

This year, External Affairs and International Trade Canada and the Government of Alberta have joined forces to make the 1992 show the biggest ever for Canadian exhibitors, giving companies the opportunity to display their promotional materials at the Government of Canada Information Booth.

Companies interested in **displaying their promotional materials** or wishing more information should contact Michelle McCormack, Third Secretary (Commercial), Canadian High Commission, Robinson Road, P.O. Box 845, Singapore 9016. Tel.: (011-65) 225-6363. Fax: (011-65) 226-1541.

Companies interested in **exhibiting** at OSEA 92 — being complemented this year by a sistershow, **Refining, LNG & Petrochem-Asia 92** — should contact Derek Complin, UNILINK, 50 Weybright Court, Unit 41, Agincourt, Ontario M1S 5A8. Tel.: (416) 291-6359. Fax: (416) 291-0025.

U.S. Foreign Buyer Missions Invite Canadian Participants

Las Vegas/Chicago/Anaheim — Through the U.S. Department of Commerce, officials of the U.S. Embassy's Foreign Commercial Service in Ottawa are promoting three events at which Canadian participants could benefit through exposure to the U.S. as a potential import/export market.

United States trade representatives currently are organizing delegations of Canadian executives to these events as part of the U.S. Embassy's Foreign Buyer Mission (FBM) program. They expect to have the largest contingent of Canadian buyers ever.

The events, which include on-site briefings and networking opportunities, are:

• **Automotive Aftermarket Industry Week'92** — November 3-6, Las Vegas — the most complete presentation of automotive parts and services in one place for the first time in the history of the U.S. aftermarket.

• **Pack Expo'92** — November 8-12, Chicago — the largest packaging technology event in the Western hemisphere.

• **Wescon'92** — November 17-19, Anaheim — a premier high technology event with the newest and most advanced electronics products and services.

To register for participation, contact the Commercial Office of the U.S. Embassy in Ottawa. Tel.: (613) 238-5335 ext. 217.

U.S. Environmental Market Can Open Through Prime Contractors

Washington — A special briefing on U.S. environmental markets — including an opportunity for private appointments with key contacts in U.S. government and industry — is being organized by the Canadian Embassy in Washington.

The December 1, 1992 briefing, coinciding with the Superfund '92 Exposition, will inform interested participants about the innovative technology and services — for the removal and treatment of hazardous waste — that American prime contractors and government project

managers are seeking.

Eight American prime contractors in environmental markets, as well as officials from the Departments of Defence and Energy, are scheduled to present information on upcoming opportunities. Canadian firms that register in advance and whose products or services match the interests of American firms may request appointments with these speakers.

To register, contact Peter Drabble, First Secretary (Commercial), Canadian Embassy, Washington, D.C. Fax: (202) 682-7619.

Cuba Fair — *Continued from page 4*

plies directly on the basis of confirmed letters of credit.

Companies wishing to have their own stand at the **Havana International Fair** should book early as attendance is expected to be higher

than last year when 300 companies from 24 countries participated. (Minimum size stand is 9 square metres at US\$130/square metre).

Companies unable to attend

Continued on page 6 — Cuba