

SIG '91 (National Stand)

Grenoble, France – March 3-6, 1991

Winter Sports Equipment

Of the 800 exhibitors at this winter sports fair, 300 are foreigners representing 23 countries. This fair is similar to the sporting goods fair in Germany (ISPO), but allows Canadian firms to make contact with buyers from France, Italy, Spain, Switzerland and Germany.

Approximately 15 000 visitors are expected to view winter sports products, including furs. In 1989, six Canadian companies reported on-site sales of \$500 000 with estimated sales of \$1 million. Twelve Canadian companies are expected to participate in 1991.

International Hardware Fair (National Stand)

Cologne, F.R.G. – March 3-6, 1991

Tools, Locks, Fittings, Building and DIY Supplies

This major annual international trade fair features tools, locks, fittings, building and DIY supplies. Attracting 60 000 visitors in 1989, this fair has become an important vehicle for Canadian exporters of building supplies. Twelve Canadian companies are expected to participate in 1991.