

TRADE FAIRS AROUND THE WORLD

Telecommunications on Tap at Two U.S. Trade Shows

ORLANDO/PHILADELPHIA — Canadian vendors should find it well worth their while to participate in two upcoming telecommunications trade shows being held in the United States.

The **Southeast Telecommunications Association (SETA 96)** trade show, being held August 11-13 in Orlando, Florida,

typically attracts the large end-user, usually the telecommunications manager of a large Southeast U.S. company. About 800 attendees are expected.

Contact Ms. Joyce C. Summers, Exposition Manager, Trade Associates Inc., 11820 Parklawn Drive, Suite 250, Rockville, MD 20852-2529, Tel.: (301) 468-3210; Fax:

(301) 468-3662.

The second show is the **National Association of State Telecom Directors (NASTD)** being held September 24-25 in Philadelphia, Pennsylvania.

This organization's purchasing power in telecommunications products is greater than that of the U.S. federal government.

Contact Ms. Karen Britton, Program Coordinator, National Association of State Telecommunication Directors, P.O. Box 11910, Lexington, KY 40578, Tel.: (606) 244-8187; Fax: (606) 244-8001; url: <http://www.csg.org/nastd.html>

For advice on a company's suitability for either event, contact Steve A. Flamm, Canadian Consulate General, Atlanta, Tel.: (404) 577-6810; Fax: (404) 524-5046; url: <http://www.sesoft.org/directry/members/canadian.html>

Books Bound for Australia Fair

SYDNEY, AUSTRALIA — Recognized as Australasia's premiere book fair and one that has established itself as an essential promotional vehicle in international publishing circles, the **Australian Book Fair** will be held here July 4-7, 1996.

Canada will be represented at the event with a national stand, co-ordinated by the Canadian Consulate General in Sydney.

Last year's fair attracted 5,900 trade visitors and 60,000 public visitors; more than 200 publishing houses exhibited.

For more information on the 1996 **Australian Book Fair**, contact Elizabeth Treweeke, Canadian Consulate General, Sydney, Australia, Tel.: (61 2) 364-3011; Fax: (61 2) 364-3098.

Africa Forum Explores Oil, Gas, Mining Fields

ABIDJAN, CÔTE D'IVOIRE — A forum on the opportunities — and there are many for Canadian suppliers — in Côte d'Ivoire's mining, oil and gas sectors will be held here June 4-6, 1996.

With the recent discovery of oil (potential deposits expected to exceed six billion barrels) and gas fields, Côte d'Ivoire, with a population of 13 million people, is moving from a traditionally-based agricultural economy to a more industrialized one.

With the transformation comes a growing demand in the mining, oil and gas sectors for goods and services. And the government, through privatization

and other means, is encouraging and facilitating foreign investment in these fields.

Among the incentives the government has implemented are: exemption of value-added tax for oil and gas operators; the limiting to 48 hours the customs control of capital goods imports for oil and gas operations; and the setting aside of appropriate finances for offshore operations.

New industrial projects being launched no later than 1997 and that are particularly attractive to foreign investors/partners include: a gas bottle-manufacturing plant; a used gas refining plant; an industrial natural gas

distribution system; a liquified petroleum gas distribution system.

In the mining sector, potential opportunities revolve around the expansion of existing mines, prospecting and explorations projects. The adoption of a more attractive mining code is likely to encourage further exploration and the need to provide geological and mining services.

Contact the Ministry of Mining, Oil and Gas Resources, Tel.: (011-225) 21-50-03; Fax: (011-225) 21-53-20; or the Commercial Division, Canadian Embassy, Abidjan, Tel.: (011-225) 21-20-09; Fax: (011-225) 22-05-30.