

Offshore — from page 6

trade show in Canada.

Space still is available for those interested in virtually all aspects of the marine industry.

Last year's event attracted over 1,000 industry representatives from across Canada and around the world, including international media and government officials.

Parties wanting more information or interested in acquiring booth space may contact Joy MacPherson, The Canadian Maritime Industries Association, Ottawa. Tel.: (613) 232-7127. Fax: (613) 232-2490.

PUBLICATIONS

A Directory of Canadian Export Capability in the Environmental Sector has been completed by Foreign Affairs and International Trade (DFAIT).

This directory is comprised of a listing of Canadian companies; general indices such as air pollution control, hazardous waste, monitoring, noise pollution control, oil spill, recycling, resource management, site reclamation, solid waste, water and wastewater; and a list of individual products/services and the companies which supply them.

This directory can be useful to find companies which produce a product, to do a mailing to a firm in a specific sector and to get a list of firms which are based in various provinces.

A selected distribution of two diskettes (code number T15A) can be made through InfoEx (see box at bottom of page 8).

Philippine Informatics

A market study recently completed for the Canadian Embassy Trade Section in Manila indicates there are promising opportunities in the Philippines for Canadian

Here's What's on the Menu ...

... In Brussels ...

Brussels — European Seafood Exposition, being held here April 19-21, 1994, is a "must attend" for Canadian seafood companies.

Last year, a total of 235 companies representing more than 30 countries, took stands. Twelve national and three regional stands attracted 5,492 industry professionals from more than 85 countries. They were there to locate sources of supply and to meet with their colleagues. This year's event holds as much promise — and Canada will be part of it.

In fact, Department of Foreign Affairs and International Trade (DFAIT) has reserved a National Stand for Canadian participants.

For information, contact Lorraine Reardon, Trade Fairs and Missions - Europe, Trade Development Division, DFAIT, Ottawa. Tel.: (613) 996-2147. Fax: (613) 944-1008.

exporters in the field of informatics. From 1987 to 1990, Philippine hardware imports increased by 115 per cent to US\$50 million.

In 1992, the Philippines Board of Investments designated software development, computer data bases and other computer-related services as priority areas for investment — both by government and private-sector concerns. Good potential exists also for joint ventures involving software development and data encoding.

Canadian companies interested in getting a share of this lucrative market or simply interested in picking up some tips on doing business in this rapidly developing part of the ASEAN can obtain a copy of *Informatics Sector Market Study - Philippines* either from the International Trade Centre in their province, InfoEx (see box page 8) or the trade office in

And ... In Seoul

Seoul — An international exhibition — Seoul Food'94 — featuring food, beverages, additives, processing equipment, packaging materials and machinery/equipment for restaurants and hotels, will be held here April 26-30, 1994.

Last year's show had 271 exhibitors with more than 100 from abroad. In addition, attendance exceeded 41,000 and is expected to be even higher this year. More and more Korean people are adopting Western dietary practices and food-related imports continue to rise significantly.

For assistance in securing space at **Seoul Food '94**, contact the Korea Trade Centre in Toronto. Tel.: (416) 368-3399. Fax: (416) 368-2893.

Manila (Fax: 011-63-2-810-1699).

Export Gazette

Export Gazette is a monthly trade promotion journal whose circulation covers the five continents. Each issue offers a special "Doing Business with Canada" section. What's more, the publishers say that Canadian subscribers can take free advantage of the "Products in the News" section. For further information, contact Ovid Da Silva, *Export Gazette's* North American representative in Montreal. Tel.: (514) 974-0819. Fax: (514) 974-3280.

• Numbers to Note •

The main telephone number for the Consulate General in New York now is: (212) 596-1600. The fax number is: (212) 596-1790.