

## Events in Poland Concern Small, Medium Businesses

Warsaw—Canadian businesspersons anxious to familiarize themselves with the legal, financial and practical aspects of setting up and operating joint ventures in Poland might find it worth their while to attend events scheduled to take place next month in that country.

The 19th International Small Business Congress (ISBC) being held in Warsaw October 11-14 is traditionally attended by small and medium-size firms, representatives of small business associations, academic leaders, bankers

and government officials.

This year's topic is "Small Business as a Factor Integrating Eastern and Western Economies" and will reflect on the political and other changes that have resulted in a shift to a market economy and privatization.

During the Congress, participants will have an opportunity to visit small and medium-size Polish companies and to meet representatives of the Polish government, financial and business circles.

In conjunction with the Congress, and for the first time, the ISBC is

encouraging businesspersons from around the world to attend the 1st International Small Business Fair (Kooperacja), being held October 13-16 in Poznan.

This event will allow participants to demonstrate the scope and diversity of small business products and services—and the role played by small business as the chief subcontractor and supplier of big business. As well, the latest generation of machinery and equipment for small business will be on display.

Also scheduled for Warsaw (October 26-28) is the Third Investors Forum, specifically designed to inform foreign businesses of the legal, financial and practical aspects of creating and operating joint ventures in Poland.

The Forum will also facilitate direct contact between foreign businesspersons and Polish entrepreneurs and enterprises. Some 150 Polish projects for joint ventures or other forms of cooperation will be identified, screened and documented prior to the Forum.

At the Forum, individual meetings will be arranged between foreign and Polish businesses during which the specific projects can be discussed.

In addition to discussing foreign investments, incentives and guarantees, the Forum will focus on such sectors as machine tools, machinery for food processing and packaging, construction machinery and equipment, environmental protection equipment, chemicals, pharmaceuticals, brewing and engineering.

For further information, contact Waldemar Markiewicz, Trade Commissioner's Office of the Republic of Poland in Canada, 3501 Avenue du Musée, Montreal H3G 2C8. Tel.: (514) 282-1732. Fax: (514) 282-1784.

### *One of a Kind*

## Munich Hosts Most Important Information Technology Fair

Munich — Canadian companies have an opportunity to participate (October 20-23, 1992) in what is described as "the most important international trade fair for information technology and the manufacturing industry."

SYSTEC'92, held at the Munich Trade Fair Centre in conjunction with a congress of conferences and seminars, offers communications right across the board — from purchasing, development, logistics, production and quality assurance, through to marketing.

Focusing on the production industry — and how to make it profitable — SYSTEC exhibits include software and design hardware; networks and their components; industrial communications technologies; mobile communications and data bases; just-in-time solutions; industrial production aids; quality assurance tools and methods of testing.

At the last SYSTEC, held in 1990, there were more than 750

exhibitors from 17 countries who presented their solutions for integrating information technology into management strategies. The event attracted 40,000 specialist visitors from 53 countries.

This year's fair is expected to be even more comprehensive, giving all fields of manufacturing industry a chance to show themselves at their best — and to make contacts that pay off.

For further information on SYSTEC'92, contact Lorraine Reardon, Western Europe Trade, Investment and Technology Division — Trade Fairs and Missions (RWTF), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Fax: (613) 995-6319.

Interested participants may also contact the show's Canadian organizers, Derek Complin, UNILINK International, 50 Weybright Court, Unit 41, Agincourt, Ontario M1S 5A8. Tel.: (416) 291-6359. Fax: (416) 291-0025.