

Northwest Home Furnishings Show Recruiting

PORTLAND, OREGON — February 11-14, 2000 — The new Northwest Home Furnishings Show at the Oregon Convention Center offers a remarkable opportunity for Canadian manufacturers and wholesale representatives as well as buyers searching for new and unique lines.

Targeting furniture retailers, home

furnishings and lifestyle stores and designers, this event features a full range of upholstery, bedroom and dining room furniture, occasional tables, lamps, mirrors, wall decor, home accents, garden furniture and a wide array of decorative accessories.

The show includes a comprehensive marketing campaign directed at top retailers and designers throughout the northwest U.S. and western Canada.

The Canadian Consulate General

in Seattle is encouraging Canadian home furnishing companies to participate in the Canada Pavilion.

For exhibitor and buyer information and application forms, contact Joan Stockton, Western Exhibitors, San Francisco, tel.: (415) 447-3233, fax: (415) 346-4965, e-mail: joan@weshows.com

For general information, contact Helen Raiswell, Business Development Officer, Canadian Consulate General, Seattle, tel.: (206) 770-4076.

U.S. Connection

NEW BRUNSWICK

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Although Glacier Software has been to the U.S. market before, the L.A. mission was its first opportunity to be part of a trade mission. "It was a definite advantage to be part of the larger group. Many visitors were looking for a number of products, and our pavilion was a one-stop shop."

Would any of these firms join such a mission again? "Absolutely," says Terry Wood. "I've already told the organizers that we'll be going to the same show in Denver next year."

For information, contact Victor Landry, Senior Officer, Information Technology Sector, Industry Canada, International Trade Centre, Moncton, tel.: (506) 851-6421, fax: (506) 851-6429, e-mail: landry.victor@ic.gc.ca or Stephen Kelly, Project Executive (Trade), New Brunswick Economic Development, Tourism and Culture, tel.: (506) 444-5265, fax: (506) 453-3783, e-mail: steve.kelly@gov.nb.ca

International Builder's Show / Mission

DALLAS, TEXAS — January 14-17, 2000 — The 2000 International Builder's Show is a great marketing, research and educational experience for Canadian companies interested in exporting their products to the U.S. and beyond.

The show attracts more than 70,000 home and multi-family builders, building products distributors, architects, manufacturers' reps and other buyers from 48 countries. An added feature is the International Commercial Construction Exposition (ICCON) held simultaneously.

For the 18th year, there will be a 20-booth Canadian Pavilion in a high-profile section of the show. For details on purchasing space, contact Durban Morrow, Trade Commissioner, U.S. Business Development Division, DFAIT, tel.: (613) 944-7486, fax: (613) 944-9119.

A separate Market Orientation Mission will be sponsored by the Canada Mortgage and Housing Corporation, January 13-17, 2000. This includes a full-day seminar and tour of a home design centre, new home developments, a building products distributor and a retailer.

The Canadian Info Stand can be used by mission participants as a base of operations while at the show to display brochures or hold brief meetings with buyers and show visitors.

For registration information, contact Carol Kerley, tel.: (416) 218-3345 or Brent Court, tel.: (416) 973-5187. For general information, contact the Canadian Consulate General in Dallas, tel.: (214) 922-9806, fax: (214) 922-9815.

Looking to Do Business with the U.S. Federal Government?

Opportunities are just a key stroke away at the Internet site (www.gsa.gov) of the General Services Administration (GSA), which facilitates purchases by the U.S. government — "the world's largest consumer" — and the Electronic Posting System site at www.eps.gov. More GSA opportunities are listed on the site of the Canadian Embassy in Washington, D.C. (www.canadianembassy.org) and periodically in *CanadExport*.