

# The Hannover Fair

**HANNOVER, GERMANY** — April 23 – 28, 2001 — The annual Hannover Fair, held in Hannover's Trade Fair Centre, brings together six of the leading specialty trade fairs under one roof: **Factory Automation, Materials Handling and Logistics (CeMAT), Surface Treatment, SubCon Technology, Energy, Research and Technology.** The event draws top decision makers in technology from around the globe. Last year's show attracted 7,250 exhibitors from 65 countries and 270,000 professional visitors.

Today, with the trend to merge information technology (IT) with mechanical, electronics and electrical engineering, the borders defining the various branches of technology have become blurred. System solutions are increasingly replacing single products. The Hannover Fair is the only international fair to clearly demonstrate this trend.

## CZECH ENVIRONMENT

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### Government incentives

The Czech government uses a range of incentives to encourage foreign investors, such as national incentives, which are offered to substantial investments of more than US\$10 million. Other benefits are available for smaller projects in certain parts of the country. Some special incentives are used to promote the production and sale of products that reduce energy consumption and lower pollution levels.

For more information, contact: Jitka Vrbova, Commercial Officer, Canadian Embassy, Prague, tel.: (011-420-2) 7210 1863, fax: (011-420-2) 7210 1894, e-mail: [jitka.vrbova@dfait-maeci.gc.ca](mailto:jitka.vrbova@dfait-maeci.gc.ca) \*

The Hannover Fair also provides exhibitors with a chance to participate in an event known as the **Global Business Forum**, with the theme "Where New Economy Meets Global Industry". Here, exhibitors and companies offering services, concepts and platforms for global trade can present their products to an international audience and perhaps establish new contacts. The Forum is being organized by Local Global, Germany's leading Internet organization for exporters. Activities will include panel discussions, seminars, multi-media presentations and service stands.

A wide range of organizations are eligible to participate in the **Global Business Forum**. These include government bodies; organizations associated with special economic or free trade zones, chambers of industry and

commerce, organizations associated with business databases and B2B; trade and business promotion agencies, multinational institutions; banks; financial service providers; consultants; trading companies; publishing companies; and industry associations.

For more information on the **Global Business Forum**, contact Ricarda Binder, tel.: (011-49-0) 711-225588-20, fax: (011-49-0) 711-225588-1, e-mail: [blinder@local-global.de](mailto:blinder@local-global.de)

For more information on the Hannover Fair, contact Jennifer Cooke, Deutsche Messe AG, tel.: 1-800-727-4183, fax: (416) 364-6557, e-mail: [comar@hfcanada.com](mailto:comar@hfcanada.com) Web site: [www.hfcanada.com](http://www.hfcanada.com) or [www.hannovermesse.de](http://www.hannovermesse.de)

For further information on the industrial machinery market in Germany, contact John Schofield, Consul and Senior Trade Commissioner, Canadian Consulate, Düsseldorf, tel.: (011-49-211) 1 72 17 17, fax: (011-49-211) 35 91 65, e-mail: [john.schofield@dfait-maeci.gc.ca](mailto:john.schofield@dfait-maeci.gc.ca) Web site: [www.canada.de](http://www.canada.de) \*

## Chicago

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- 193,551 business establishments, ranking it third in the U.S.;
- America's fourth largest technology region, ahead of Boston, according to Forbes
- Venture capital investment increased 850% in 2000 over 1999;
- More computer programmers than any other American metropolitan area — 235% more than in Silicon Valley;
- Home to 7 of the 30 leading e-consultancies; and
- The world's only interconnection point for international advanced networks: more data flows through Chicago's Internet infrastructure than anywhere else in the world.

For more information, contact Pat Fera, U.S. Business Development Division, DFAIT, tel.: (613) 944-9475, fax: (613) 944-9119, e-mail: [pat.fera@dfait-maeci.gc.ca](mailto:pat.fera@dfait-maeci.gc.ca) \*


## Divelink

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Team Canada mission to Beijing, Shanghai and Hong Kong last month. Tchao may well again return home with orders for more than seafood.

For more information, contact Claude Tchao, CEO, Divelink, tel.: (604) 273-1419, fax: (604) 273-9217, e-mail: [mgmt@teammgroup.bc.ca](mailto:mgmt@teammgroup.bc.ca) Web site: [www.divelink.net](http://www.divelink.net) \*

(For the unabridged version, see [www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport) and click on "Team Canada Success Story".)



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