manufacturing under licensing agreements, which is an option that Canadian exporters may consider as a means to lower product price.

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PROMOTIONAL ACTIVITIES I VERTICE DE LE SERIE DE LE CREMENTE DE LE CREMENTE

This sector has not been targeted as a priority for this mission, but the following trade shows could be useful:

•INTERNOVEL-FENAVEM-MAQMAD '94. Sao Paulo, August 1994. This is the principal furniture and fixtures show in Brazil. •MOVESUL '94. Porto Alegre, March 1994. This is a biannual furniture-making machinery show.

•FIMMA '94. Bento Goncalves, March 1994. This is a furniture-making mcahinery show.

Post's Overall opinion: There are not many good opportunities for Canadain exporters of office furniture due to high transport and import tariffs/taxes and strong domestic competition UNLESS Canadian firms pursue joint ventures. However, there may be options for <u>specialty</u> items (e.g., brass fixtures, drawer mechanisms, etc).

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