

Domotechnica '90

Cologne, F.R.G. — February 13-16, 1990

Home Appliances, Household Technology, Kitchens and Kitchenware

This annual international fair for home appliances, household technology, kitchens and kitchenware is the leading fair of its kind in the world. During the four days of the 1988 fair, there were 48 000 official visitors from 88 countries. Canada has participated at this show for several years and commands a prime location for its stand within the inner core. In 1988, ten Canadian companies participated and reported on-site sales of \$4.7 million with 12-month projected sales estimated at \$17.2 million.

ISPO (Spring) '90

Munich, F.R.G. — February 22-25, 1990

Sporting Goods and Equipment

ISPO is the largest show of its type in the world that in turn reaches out to the world at large. Both the spring and fall versions of ISPO are an absolute must for the numerous small- to medium-size firms that make up the Canadian industry. The fall fair features sporting goods and equipment for the following summer season and the spring fair, goods for the following winter season. This is a huge yet still growing market. On-site sales generally exceed \$3 million at each of the shows with follow-up sales worth