

# TRADE FAIRS AROUND THE WORLD

**Bilbao, Spain** — Canadian companies interested in cooperating with European business partners have an excellent opportunity to do so — through the **Europarteneriat Matchmaking Event**, being held here November 21-22, 1994.

The intent is to introduce primarily small and medium-size companies in the Basque Region to business partners beyond their immediate borders.

These companies often lack the expertise or resources to journey abroad, so interested parties are invited to come to them, often with as many as 9,000 meetings that have been pre-arranged. Last year, about 2,000 companies, mostly from Europe, visited.

The Canadian Embassy in Madrid is organizing a complementary program (November 23-25), that will assist Canadian "matchmaking" companies by arranging visits and meetings with firms in the Basque Region or in such cities as Madrid, Barcelona and Valencia.

For further information, contact Mr. Isidro Garcia, Commercial Division, Canadian Embassy, Nunez de Balboa, 35, Apartado 117, 28080 Madrid, Spain. Tel.: 34-1-431-4300. Fax: 34-1-431-2367.

**Lyon** — Scheduled for October 18-21, 1994, the **10th International Environmental Industries, Technologies and Serv-**

**ices Show (POLLUTEC 94)** is one of Europe's largest exhibitions.

It brings together players from the four major environmental sectors: water, air, noise, and waste.

This year, the recycling, energy and industrial and landscape cleaning sectors will also be included.

The annual exhibition, which alternates between Paris and Lyon, attracts more than 40,000 professional visitors from the industry and from local communities. This year, some 1,400 exhibitors from 22 countries will present

the latest innovations in environmental material, equipment and services.

Canada will have an information booth at **POLLUTEC 94** where technical brochures and documents can be displayed for the international and European community. Individual booths for Canadian companies may be located around Canada's information booth.

For further information, contact Gayle McCallum, Department of Foreign Affairs and International Trade, Ottawa. Tel.: (613) 996-1530. Fax: (613) 995-6319.

## BUSINESS AGENDA

**Toronto** — October 12, 1994 — The status of direct foreign investment funds, estimated at more than US\$7 billion in 1993, and the confidence it displays in the Commonwealth of Independent States, are among the topics to be discussed at a conference entitled **Western Investment Funds in Russia and Ukraine: A New Mechanism in a Challenging Market**. Contact the sponsors, the Canada-Russia Business Council, Canada-Ukraine Business Council, Toronto. Tel.: (416) 862-2821. Fax: (416) 862-2820.

**Ottawa** — October 19, 1994 — International offset will be one of the topics at the **Fall Meeting of the Industrial Benefits Association of Canada**, at which Industry

Canada Minister John Manley is the invited guest speaker. Contact Bob Brown, Ottawa. Tel/Fax: (613) 733-0704.

**Toronto** — October 20, 1994 — Canadian and international manufacturers interested or involved in exporting are likely to find value in **World Trade'94 (Agents/Distributors Locator and Recruiter Show)**. Last year there were 170 exhibitors representing 51 countries, states and provinces. Participants can prospect for agents/distributors at this event, which is also an ideal venue to source new product lines. Contact the organizers, Canadian International Trade Association, Toronto. Tel.: (416) 351-9728. Fax: (416) 351-9911.

### InfoCentre

The InfoCentre of the Department of Foreign Affairs and International Trade provides counseling, publications and referral services to Canadian exporters. Companies interested in obtaining trade-related information are invited to contact the InfoCentre at 1-800-944-4000 or by fax at (613) 996-9709. Trade information is also available (by fax machine) at (613) 944-4500, the Department's round-the-clock f

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