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COMPENDIUM

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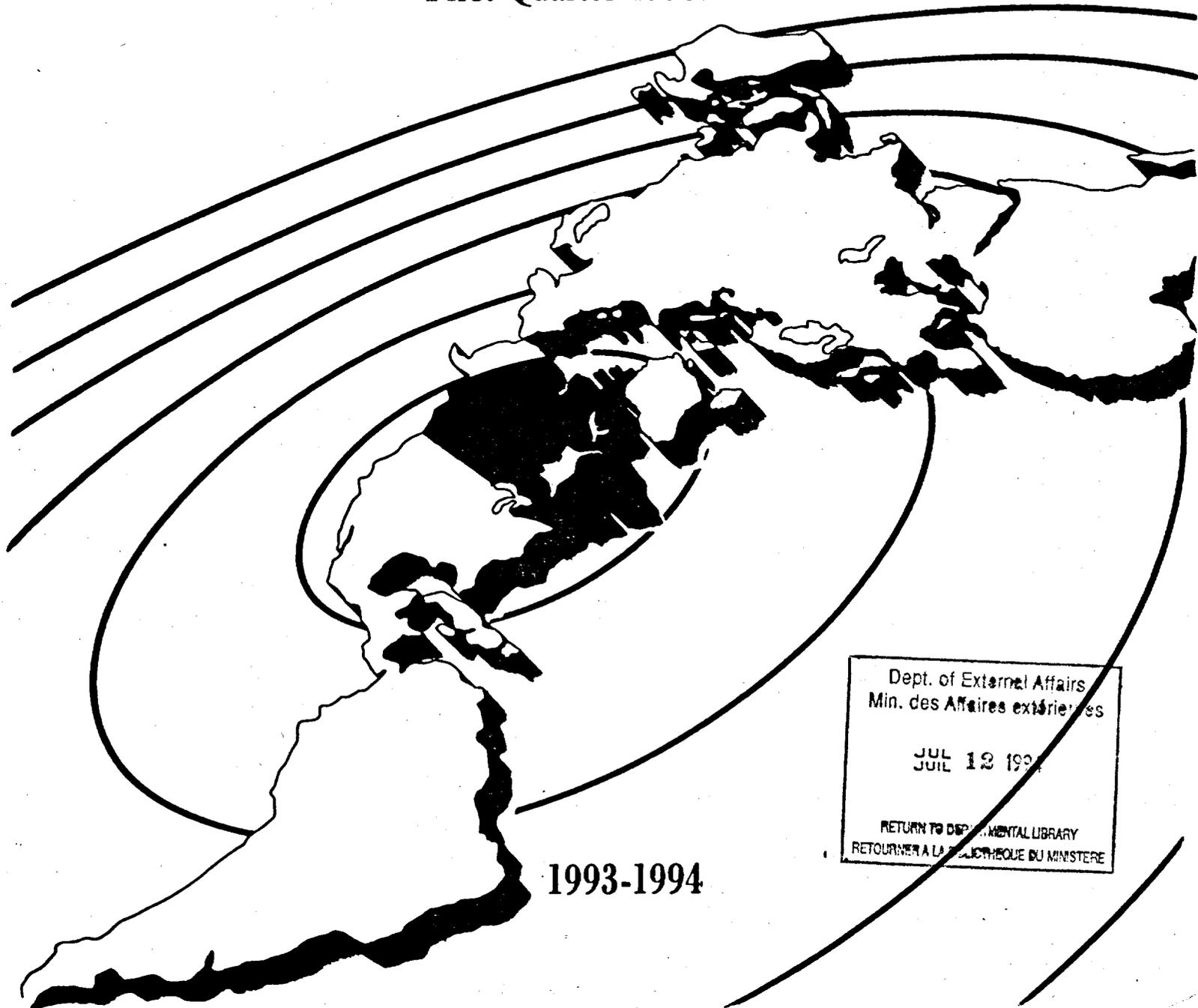
INTERNATIONAL

TRADE

BUSINESS PLAN

NON - CIRCULATING /
CONSULTER SUR PLACE

First Quarter 1993/94



1993-1994

Dept. of External Affairs
Min. des Affaires extérieures

JUL 12 1994

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(record #: 1)

SECTOR: Aeronautics
AREA: United States
DATE: May 1993
ACTIVITY: Materials and process engineering; national stand: SAMPE '93
LOCATION: Los Angeles
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

A small Canadian National Stand will accommodate a few Canadian companies specializing in this field.

(record #: 2)

SECTOR: Aeronautics
AREA: United States
DATE: Jun 1993
ACTIVITY: Boeing; mission from Seattle to
LOCATION: Eastern Canada
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Boeing procurement officers will visit qualified Canadian companies, looking for motivated and innovative suppliers who can produce to TQM standards at competitive prices. Eastern Canada in June 1993 and Alberta/B.C. in October 1993.

(record #: 4)

SECTOR: Aeronautics
AREA: United States
DATE: Sep 1993
ACTIVITY: Aerospace related products; national stand: National Business Aircraft Association
LOCATION: Atlanta
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

A Canadian national stand for participating commercial aircraft suppliers and those in repair and overhaul services at one of the largest commercial aircraft shows in the world.

(record #: 5)

SECTOR: **Aeronautics**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Boeing; mission from Seattle to**
LOCATION: **British Columbia, Alberta**
CONTACT: **Robert Webb** EAITC UTO_
TELEPHONE: **613-944-9481**

Boeing procurement officers will visit qualified Canadian companies, looking for motivated and innovative suppliers who can produce to TQM standards at competitive prices. Eastern Canada in June 1993 and Alberta/B.C. in October 1993.

(record #: 6)

SECTOR: **Aeronautics**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Aerospace firms; investment mission to**
LOCATION: **St-Louis**
CONTACT: EAITC UTI_
TELEPHONE: **613-993-7348**

ACTIVITY CANCELLED, APRIL 1993

(record #:1006)

SECTOR: **Aeronautics**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Speciality air service/geomatics; mission to**
LOCATION: **Seattle**
CONTACT: **D. Conrad** EAITC UTO_
TELEPHONE: **613-944-9440**

(record #: 7)

SECTOR: **Aeronautics**
AREA: **United States**
DATE: **Nov 1993**
ACTIVITY: **Simulation training devices; information booth: Simulation and Training Devices Fair**
LOCATION: **Orlando**
CONTACT: **Robert Webb** EAITC UTO_
TELEPHONE: **613-944-9481**

Canadian government participation in this trade event will be in the form of an information booth where Canadian company literature will be exposed to prime contractors and the Military.

(record #: 3)

SECTOR: **Aeronautics**
AREA: **United States**
DATE: **Jan 1994**
ACTIVITY: **Repair and overhawl; mission to**
LOCATION: **Southern U.S.A.**
CONTACT: **Robert Webb** EAITC UTO_
TELEPHONE: **613-944-9481**

DESCRIPTION: Selected, qualified Canadian contractors in the repair and overhaul service sector to visit US aerospace companies in the southern USA.

Contact: USA Trade and Tourism Development
Division (UTO), Ottawa, Canada.
Tel: (613) 944-9481; Fax: (613) 944-9119.

(record #: 996)

SECTOR: **Aeronautics**
AREA: **United States**
DATE: **Jan 1994**
ACTIVITY: **Aerospace companies; mission to**
LOCATION: **St. Louis**
CONTACT: **Robert Webb** EAITC UTO_
TELEPHONE: **613-944-9481**

Selected, qualified Canadian aerospace industry sub-contractors on an outgoing "Technology Licencing" mission for licensing opportunities.

Contact: Canadian Consulate General, Chicago, IL,
Tel: (312) 616-1860; Fax: (312) 616-1877.

(record #: 8)

SECTOR: **Aeronautics**
AREA: **United States**
DATE: **Feb 1994**
ACTIVITY: **Helicopter and helicopter technology; information booth:**
Helicopter America International
LOCATION: **Las Vegas**
CONTACT: **Robert Webb** EAITC UTO_
TELEPHONE: **613-944-9481**

This will be the first participation of Canada in the Helicopter America Show. With the wider use of these vehicle by many US agencies, information on sub-systems developed by Canadian companies will be displayed at the Canadian information booth.

(record #: 9)

SECTOR: **Aeronautics**
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Airport equipment and services; mission to
LOCATION: Norway
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-4730

Information on mission content to follow.

(record #: 10)

SECTOR: **Aeronautics**
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Defence and aerospace; mission to
LOCATION: Bonn
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-3774

Details of seller's mission to Bonn, to follow.

(record #: 11)

SECTOR: **Aeronautics**
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Airplanes and aerospace technology; national stand: Paris Air
Show '93
LOCATION: Paris
CONTACT: Louise Cameron EAITC RWT_
TELEPHONE: 613-996-3607

Held every 2 years at Le Bourget, France, just outside Paris, it is the largest and most prestigious of all aerospace trade shows. This 11-day event brings together companies from around the world to present state of the art equipment, systems, avionics and technology.

(record #: 12)

SECTOR: **Aeronautics**
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Defence electronics, land, sea and air, police, security and
civil aviation; information booth: International Defence
Industry and Civil Aviation Fair
LOCATION: Ankara
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-5263

EAITC will fund an Info Booth at IDEF 93, Ankara, September 14-19, 1993, which features defence electronics and equipment for all branches of the Turkish Armed Forces, civil aviation equipment and caters to the largest military force in NATO after the USA.

(record #: 13)

SECTOR: **Aeronautics**
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Helicopter technology; information booth: Helitech
LOCATION: Surrey
CONTACT: Terry Jack EAITC RWT_
TELEPHONE: 613-995-6565

An Information Booth displaying 16 company brochures. Covering the Aeronautics Sector.

(record #: 14)

SECTOR: **Aeronautics**
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: AirCrafts parts; mission to
LOCATION: Italy
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-9766

Ten Canadian companies will participate in a sellers mission concerning transport equipment and services and will focus on subcontracting opportunities for Canadian companies vis a vis EH101 helicopter project.

(record #: 15)

SECTOR: **Aeronautics**
AREA: Japan
DATE: Oct 1993
ACTIVITY: Aerospace Industry Association of Canada; mission to
LOCATION: Korea, Tokyo
CONTACT: John R. Schofield EAITC PNJ_
TELEPHONE: 613-995-8596

An outgoing mission of 4 leading aerospace industrialists to Japan for company visits and talks with Japan's aerospace community in order to increase Japan's awareness of Canada's aerospace capabilities, to increase exports, and to establish cooperative agreements.

(record #: 16)

SECTOR: **Aeronautics**
AREA: Japan
DATE: TBD 1993
ACTIVITY: Aeronautics; mission from Japan to
LOCATION: Canada
CONTACT: John R. Schofield EAITC PNJ_
TELEPHONE: 613-995-8596

An incoming mission of Japan's leading aerospace industrialists to Airshow Canada '93 in order to increase Japan's awareness of Canada's aerospace capabilities and to establish cooperative agreements.

(record #: 17)

SECTOR: **Aeronautics**
AREA: East Asia
DATE: Aug 1993
ACTIVITY: Transport system and services; information booth: Taipei
Aerospace Technology Exhibition
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will operate an information booth at this exhibition, for the purpose of displaying literature and answering enquiries about Canadian Aerospace producers. This fair attracts thousands of visitors, which includes those interested in purchasing Canadian products or who are interested in working as agents for Canadian firms.

(record #: 18)

SECTOR: **Aeronautics**
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Aerospace; mission to
LOCATION: Korea, Tokyo
CONTACT: Bonar, John
TELEPHONE: 613-995-8596

EAITC

PNC_

An outgoing mission of Canadian companies involved in the Aerospace industry will visit Korean and Japanese major aerospace operators in the Seoul and Tokyo areas.

(record #: 19)

SECTOR: **Aeronautics**
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Aeronautic industry products; information booth and seminar:
China Aviation
LOCATION: Peking
CONTACT: LeBlond, Robert
TELEPHONE: 613-996-6987

EAITC

PNC_

The Canadian Trade Office in Beijing will operate an Information Booth at this show for displaying and distributing literature from Canadian companies producing Aeronautic products. In addition their will be information and education seminars at the China Aviation trade show.

(record #: 20)

SECTOR: **Aeronautics**
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Airport development; mission from India to
LOCATION: Canada
CONTACT: Michael Wondergem
TELEPHONE: 613-992-0952

EAITC

PST_

To invite 6 Indian public and private sector representatives to inspect Canadian airport facilities; to meet with firms involved in airport design and development, and related equipment.

(record #: 21)

SECTOR: **Aeronautics**
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Aerospace and defence; information booth: Asian Aerospace '94
LOCATION: Singapore
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

EAITC is sponsoring an info booth at this biennial aerospace & defence show. The booth is part of a larger pavillion sponsored by the Aerospace Industries Association of Canada. Companies not participating at the show can have product literature distributed from the info booth.

(record #: 22)

SECTOR: **Aeronautics**
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: Aerospace equipment and service; national stand: Fidae '93
LOCATION: Santiago
CONTACT: Paul Schutte EAITC LGT_
TELEPHONE: 613-996-5358

Latin America's only show for the aerospace industry. Canada has participated since inception. This is a biennial show. Thirteen companies participated in 1992

(record #: 24)

SECTOR: **Agriculture, Food and Beverages**
AREA: United States
DATE: Apr 1993
ACTIVITY: Hotel, restaurant, supermarket and institutional equipment and services; national stand: Northeast Foodservice and logging Expo
LOCATION: Boston
CONTACT: P Egyed EAITC UTI_
TELEPHONE: 613-944-9483

25-27 April 1993
PRODUCTS: Food and beverage products, equipment, services, amenities, contract furnishings for the restaurant, insitutional foodservice and hotel/motel trade.
SCOPE: Regional show held annually, with more than 800 exhibit.
ATTENDANCE: 25,000 trade visitors only
CONTACT: BOSTN, Jack McManus, (617) 262-3760

(record #: 25)

SECTOR: **Agriculture, Food and Beverages**
AREA: **United States**
DATE: **Apr 1993**
ACTIVITY: **Food products and beverages; national stand: 21st Food and Trade Exposition**
LOCATION: **Puerto Rico**
CONTACT: **M. Nepinak** EAITC UTO_
TELEPHONE: **613-944-6134**

EVENT: **Variety of Trade Shows in San Juan, Puerto Rico**
PRODUCTS: **To participate in six separate trade shows in following industries: Agri-food, Healthcare, Environment, Telecommunications, Consumer Goods and Hardware & Furniture.**
SCOPE: **Info Booths.**
ATTENDANCE: **N/A**

(record #: 26)

SECTOR: **Agriculture, Food and Beverages**
AREA: **United States**
DATE: **May 1993**
ACTIVITY: **Hotel, restaurant, supermarket and institutional equipment and services; national stand: National Restaurant Association Show**
LOCATION: **Chicago**
CONTACT: **Peter Egyed** EAITC UTI_
TELEPHONE: **613-944-9483**

22-26 May 1993,
PRODUCTS: **Food products, equipment and services, contract furnishings for the institutional foodservice and hospitality.**
SCOPE: **Held annually; 2,000 exhibits .**
ATTENDANCE: **100,000 visitors, including the entire range of buyers for the institutional foodservice and hospitality trade (Owner/operators, distributors, brokers, agents, chefs).**
CONTACT: **CHCGO, Karen Willhite (312) 616-1860**

(record #: 27)

SECTOR: **Agriculture, Food and Beverages**
AREA: **United States**
DATE: **Jun 1993**
ACTIVITY: **Semi-processed and processed food and beverage; national stand: Summer Fancy Food Show**
LOCATION: **New York City**
CONTACT: **P Egyed** EAITC UTI_
TELEPHONE: **613-944-9483**

20-23 June 1993
PRODUCTS: **Volume buying of gourmet and specialty foods, confections, beverages, wines, liquors, gourmet cookware, and accessories.**
ATTENDANCE: **1,000 exhibits, 15,000 visitors - dealers, distributors, retailers, wholesalers and agents for the**

specialty food trade.

CONTACT: HQOTT, Peter Egyed (613) 944-9483

(record #: 28)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Jul 1993
ACTIVITY: Specialty Foods Initiative (NEXUS)
LOCATION: U.S.
CONTACT: N. Bacchus ISTC
TELEPHONE: 416-973-5184

To help the Specialty Foods Association develop an integrated action plan for the US; to develop strategic information, strong networks and strengthen international competitiveness

(record #: 29)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Aug 1993
ACTIVITY: Agricultural equipment and services; national stand: Empire Farm Days
LOCATION: Seneca Falls (N.Y.)
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

10-12 August 1993
Livestock and rowcrop farming equipment and services
SCOPE: Regional show for upstate New York, held annually
ATTENDANCE: 30,000 visitors, including dairy and corn farmers, manufacturers reps, dealers and distributors

(record #: 30)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Aug 1993
ACTIVITY: Semi-processed and processed food and beverage; national stand: National Food Distributors Show
LOCATION: San Diego
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

SCOPE: Summer version of national convention and exhibiting showcase for suppliers of food and beverage products
ATTENDANCE: 1,000 highly targetted audience of food distributors from across North America seeking both national and regional distribution opportunities with qualified suppliers - primarily for the retail food trade
CONTACT: LNGLS, Carl Light (213) 687-7432

(record #: 31)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Aug 1993
ACTIVITY: Hotel, restaurant, supermarket and institutional equipment and services; national stand: Florida Restaurant Association Show
LOCATION: Orlando
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

27-29 August 1993,
PRODUCTS: Showcase for goods and services specifically designed for and customarily used by the foodservice segment of the hospitality industry.
SCOPE: Regional show held annually; 1,200 exhibit booths.
ATTENDANCE: 18,000 trade visitors.
CONTACT: ATNTA, Ray Munoz (404) 577-6810

(record #: 32)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Sep 1993
ACTIVITY: Agricultural equipment and services; national stand: Husker Harvest Days
LOCATION: Grand Island Nebr.
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

12-14 September 1993
Dryland farming equipment and services
SCOPE: Regional show for the Upper Midwest states, held annually
ATTENDANCE: 200,000 visitors, including grain farmers, farm equipment distributors and manufacturers reps

(record #: 33)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Sep 1993
ACTIVITY: Semi-processed and processed food and beverage; national stand: Natural Food Products Expo East
LOCATION: Baltimore
CONTACT: P. Egyed EAITC UTI_
TELEPHONE: 613-944-9483

9-12 September 1993,
PRODUCTS: Natural organic foods, personal care and cosmetic products, vitamins and supplements, herbal and environmentally sound products.
SCOPE: National show held twice annually on Eastern and

Western coasts of the United States, approximately 650 exhibits
ATTENDANCE: Retailers and distributors
CONTACT: WSHDC, Cynthia Stevenson (202) 682-1740

(record #: 34)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Sep 1993
ACTIVITY: Packaging equipment; national stand: Westpack '93
LOCATION: Anaheim
CONTACT: M. Nepinak EAITC UTO_
TELEPHONE: 613-944-6134

September 21-23, 1993
PRODUCTS: Packaging Machinery, equipment and supplies.
SCOPE: National Stand within this major international event.
ATTENDANCE: 22,734 qualified packaging decision makers and as well 520 exhibitors.

(record #: 35)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Oct 1993
ACTIVITY: Semi-processed and processed food and beverage; national stand: National Prepared Frozen Food Festival
LOCATION: East Rutherford
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

22 September 1993
PRODUCTS: Food products only - refrigerated and frozen - for the institutional foodservice trade. Annual trade show; 130 exhibits.
ATTENDANCE: 4,100 qualified buyers from the Tri-state area foodservice trade- owner/operators of restaurants, diners, hotels, food brokers and distributors, chefs.
CONTACT: CNGNY, Richard Campanale (212) 768-2400

(record #: 36)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Oct 1993
ACTIVITY: Semi-processed and processed food and beverage; national stand:
Ohio Grocers' Association Show
LOCATION: Columbus
CONTACT: EAITC UTI_
TELEPHONE: 613-944-9483

ACTIVITY CANCELLED, APRIL 1993

(record #: 37)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Nov 1993
ACTIVITY: Semi-processed and processed food and beverage; national stand:
Private Label Show
LOCATION: Chicago
CONTACT: P. Egyed EAITC UTI_
TELEPHONE: 613-944-9483

16 November 1993

PRODUCTS: More than 15,000 products for supermarkets, drug chains, and mass merchandisers - food, snacks, beverages, household and kitchen products, OTC, H&BA, etc.
SCOPE: Annual show - only PLMA members may exhibit;
ATTENDANCE: 850 exhibit booths, 4000 retail and wholesale executives and buyers from leading international companies.
CONTACT: CHCGO, Karen Willhite (312) 616-1860

(record #: 38)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Nov 1993
ACTIVITY: Semi-processed and processed food and beverage; national stand:
Prepay Summer Fancy Food Show '94
LOCATION: New York City
CONTACT: EAITC UTI_
TELEPHONE: 613-944-9483

ACTIVITY CANCELLED, APRIL 1993

(record #: 39)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Nov 1993
ACTIVITY: Semi-processed and processed food and beverage; matchmaking
forum
LOCATION: Des Moines
CONTACT: EAITC UTI_
TELEPHONE: 613-944-9483

ACTIVITY CANCELLED, APRIL 1993

(record #: 41)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Dec 1993
ACTIVITY: Semi-processed and processed food and beverage; national stand:
National Food Brokers' Association Show
LOCATION: Chicago
CONTACT: P Egyed EAITC UTI_
TELEPHONE: 613-944-9483

SCOPE: Annual show, 250 exhibit booths
ATTENDANCE: 15,000 attendees including NFBA members from
across North America
CONTACT: CHCGO, Karen Willhite (312) 616-1860

(record #: 42)

SECTOR: Agriculture, Food and Beverages
AREA: United States
DATE: Feb 1994
ACTIVITY: Agricultural equipment and services; buyers from U.S. to:
Canadian International Farm Equipment Show
LOCATION: Toronto
CONTACT: P. Egyed EAITC UTI_
TELEPHONE: 613-944-9483

8-11 February 1994
Agricultural products and services
SCOPE: Largest Canadian national indoor show, held annually
and featuring more than 380,00 square feet of space for more
than 700 exhibitors
ATTENDANCE: 50,000 visitors primarily from Central and Eastern
Canada, Upstate New York and the Great Lakes region

(record #: 43)

SECTOR: **Agriculture, Food and Beverages**
AREA: United States
DATE: Feb 1994
ACTIVITY: Agricultural equipment and services; national stand: National Farm Machinery Show
LOCATION: Louiseville (Kent.)
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

16-19 February 1994

Cross-section of the farm product industry including tractors, combines, implements, storage bins, chemicals, seed hybrids, fencing and related services; featuring more than 700 exhibit booths.

SCOPE: Largest indoor show in North America, held annually

ATTENDANCE: 225,000 visitors from all over North America and the world.

(record #: 44)

SECTOR: **Agriculture, Food and Beverages**
AREA: United States
DATE: Mar 1994
ACTIVITY: Semi-processed and processed food and beverage; national stand: Winter Fancy Food Show
LOCATION: San Francisco
CONTACT: P Egyed EAITC UTI_
TELEPHONE: 613-944-9483

4-7 March 1994

Volume buying of gourmet and specialty foods, confections, beverages, wines, liquors, gourmet cookware, and accessories.

ATTENDANCE: 1,000 exhibits, 15,000 visitors - dealers, distributors, retailers, wholesalers and agents for the specialty food trade.

(record #: 45)

SECTOR: **Agriculture, Food and Beverages**
AREA: United States
DATE: Mar 1994
ACTIVITY: Semi-processed and processed food and beverage; national stand: Natural Food Products Expo West
LOCATION: Anaheim
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

23-25 March 1993

PRODUCTS: Organic and health foods, lifestyle products for specialty retail outlets. Annual trade show; 1,500 exhibits.

ATTENDANCE: 12,000 qualified visitors - specialty food distributors, owner/operators of health food stores, food

brokers, retail grocery buyers.
CONTACT: LNGLS, Carl Light (213) 687-7432

(record #: 47)

SECTOR: **Agriculture, Food and Beverages**
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Slaughter Technologies (Red Meat)
LOCATION: Europe
CONTACT: N. Bacchus ISTC
TELEPHONE: 416-973-5184

To follow up on European Technology Mission to transfer and develop an R&D plan and demonstration project re: an automatic evisceration system for the Canadian pork industry.

(record #: 46)

SECTOR: **Agriculture, Food and Beverages**
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Food products and beverages; information booth: International Food and Drink Exhibition
LOCATION: London
CONTACT: Terry Jack EAITC RWT_
TELEPHONE: 613-995-6438

Booth: displaying brochures for 18-20 Canadian companies to be handed out to 3,000 visitors. The information relates to the Consumer Products and Services Sector.

(record #: 48)

SECTOR: **Agriculture, Food and Beverages**
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Technology Mission (White Meat Sector)
LOCATION: Europe
CONTACT: N. Bacchus ISTC
TELEPHONE: 416-973-5184

To enhance the technology level of Canadian plants critical to improving sanitation and hygiene in poultry plants

(record #: 49)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Jul 1993**
ACTIVITY: **Seed potatoes; buyers from Italy to**
LOCATION: **New Brunswick, Prince Edward Island**
CONTACT: **Hélène Guillot** EAITC RWT_
TELEPHONE: **613-995-9766**

An incoming mission composed of technicians and agricultural institutional representatives to visit Canadian industries, potato cultures and laboratories. Event is organized under the auspices of Agriculture Canada and P.E.I. Agriculture and a number of potato organizations.

(record #: 53)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Oct 1993**
ACTIVITY: **Technology Adaptation Mission for the Canadian Pork Industry**
LOCATION: **Netherlands, Cologne**
CONTACT: **J. Crutchlow** ISTC -
TELEPHONE: **613-954-2922**

Second phase of ongoing initiative with the Canadian Meat Council's Technology Centre. Goal is to negotiate joint development of automatic hog processing line with TNO (Dutch group).

(record #: 51)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Oct 1993**
ACTIVITY: **Food products and beverages; national stand: Anuga '93**
LOCATION: **Cologne**
CONTACT: **Lorraine Reardon** EAITC RWT_
TELEPHONE: **613-943-0893**

Anuga is the most important trade fair for foods and beverages worldwide and the crossroads and hub of the international food trade. Anuga is a unique event; it spurs on, motivates companies and associations and brings the trade to the public's attention. It is the leading event in its field, and is an international leader as a global marketing instrument.

(record #: 52)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Oct 1993**
ACTIVITY: **Food basic ingredients; information booth: Food Ingredients Europe**
LOCATION: **Paris**
CONTACT: **Gaston Thompson** EAITC RWT_
TELEPHONE: **613-992-7001**

Le "fie" est la manifestation la plus importante pour l'industrie des ingrédients alimentaires. Le fie attire plus de 500 exposants et plus de 20 000 visiteurs professionnels de 60 pays. Le fie est dans sa 7e année et ne cesse pas de s'accroître de prendre de l'importance et de l'ampleur. La participation canadienne à ce salon permet de mettre en évidence les produits canadiens représentant plus de 20 millions dollars d'exportations sur la France et qui ont un vrai potentiel d'accroissement.

(record #: 50)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Oct 1993**
ACTIVITY: **Agri-food; Investment seminar: Tecnoconserve Food Processing Fair**
LOCATION: **Parma**
CONTACT: **InvCan** -
TELEPHONE: **613-996-7865**

Roundtable and one-on-one meetings with food processing machinery firms.

(record #: 56)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Nov 1993**
ACTIVITY: **Italie Food Expo**
LOCATION: **Milan**
CONTACT: **A. Gauthier** ISTC -
TELEPHONE: **613-954-2927**

To gather market and product intelligence and pursue trade opportunities under the Strategic Initiative Fund

(record #: 54)

SECTOR: Agriculture, Food and Beverages
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Semen; buyers from Denmark to
LOCATION: Ontario, Saskatchewan, Alberta
CONTACT: Helene Guillot
TELEPHONE: 613-995-4730

EAITC

RWT_

Six buyers from Denmark will visit Ontario, Saskatchewan, Alberta in November 1993 to consolidate and penetrate Danish market for breeding stock. Two buyer/Association officials from each of three breeds (hereford, angus, holstein-fresian) will visit Canada to see unproven bulls.

(record #: 55)

SECTOR: Agriculture, Food and Beverages
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Food products; information booth: Igeho Food Show
LOCATION: Basel
CONTACT: Lorraine Reardon
TELEPHONE: 613-996-2147

EAITC

RWT_

Post has participated at Igeho in 1989 and 1991. It is the most important food show in Switzerland and Canadian participation has included outgoing missions as well as provincial participation at our information stand. In addition, every six years, Igeho is significantly larger because of the concurrent Salon culinaire mondial (SCM). The SCM will occur at Igeho 1993 and a delegation of Canadian chefs is expected.

(record #: 62)

SECTOR: Agriculture, Food and Beverages
AREA: Western Europe and European Community (EC)
DATE: ONG 1993
ACTIVITY: Canadian food; solo in-store promotion
LOCATION: U.K.
CONTACT: Gayle McCallum
TELEPHONE: 613-995-6565

EAITC

RWT_

It is proposed to have a "Canada Food Promotion Program", a multifaceted on-going promotion comprised of 8-10 individual promotional events in the food drink and fish products sector at multiple locations in the U.K.

(record #: 61)

SECTOR: **Agriculture, Food and Beverages**
AREA: Western Europe and European Community (EC)
DATE: TBD 1993
ACTIVITY: Food equipment industry; investment roundtable
LOCATION: London, Paris, Milan
CONTACT: InvCan
TELEPHONE: 613-995-7941

(record #: 57)

SECTOR: **Agriculture, Food and Beverages**
AREA: Western Europe and European Community (EC)
DATE: Feb 1994
ACTIVITY: Agricultural equipment; information booth: Agrotica
LOCATION: Thessaloniki
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-992-7001

Agrotica is an annual show for agricultural products in Greek market. Main products to be promoted include seed potatoes and soybeans, livestock semen and herd improvements services, also forest products.

(record #: 58)

SECTOR: **Agriculture, Food and Beverages**
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Food products and beverages; information booth: Food and Drink Expo '94
LOCATION: Birmingham
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

EAITC will have an Info Booth at Food and Drink Expo 94, March 1994. This is a new food show organized by the Blendheim group to fill in International Food and Drink Exhibition (IFE) in off years. Participation in this show will provide continuity to marketing efforts in the U.K.

(record #: 59)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Mar 1994**
ACTIVITY: **Food products and beverages; information booth: Alimentaria
International Food Fair**
LOCATION: **Barcelona**
CONTACT: **Hélène Guillot** EAITC RWT_
TELEPHONE: **613-996-6359**

Biannual Food Fair. Canada's third participation. The objective is to deepen perception in Spain of Canada as an alternative supplier of fresh, canned fish and seafood, package food products, grain and food products generally. Information booth with information on 20 companies.

(record #: 60)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Western Europe and European Community (EC)**
DATE: **Oct 1994**
ACTIVITY: **Food products and beverages; national stand: SIAL '94**
LOCATION: **Paris**
CONTACT: **See memo** EAITC RWT_
TELEPHONE: **613-996-2363**

SIAL is an international food products exhibition, held every two years at Paris-Nord, Villepinte and features displays of any kind of food products and of any origin. The next show will be held October 1994.

(record #: 63)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Japan**
DATE: **Apr 1993**
ACTIVITY: **Food products and beverages; information booth: Utage '93
Gourmet Fair**
LOCATION: **Osaka**
CONTACT: **Greg Bates** EAITC PNJ_
TELEPHONE: **613-995-8619**

The Canadian Consulate General in Osaka will have an information booth at Utage '93 displaying Canadian products available in Japan. A Canadian chef will prepare and serve dishes from the products on display. Utage is a consumer food and beverage show which takes place every 4 years. The show is held for 10 days and attracts 500,000 visitors.

(record #: 65)

SECTOR: Agriculture, Food and Beverages
AREA: Japan
DATE: May 1993
ACTIVITY: Food gift items; solo show
LOCATION: Tokyo
CONTACT: Greg Bates
TELEPHONE: 613-995-8619

EAITC

PNJ_

The Canadian Embassy in Tokyo will host a solo show at the Embassy of retail food and beverage products suitable for the Japanese gift market. The products displayed will be limited to products available in Japan. Invitations will be extended to department store buyers, the wedding banquet trade, and the gift catalogue business.

(record #: 66)

SECTOR: Agriculture, Food and Beverages
AREA: Japan
DATE: Sep 1993
ACTIVITY: Lobster and white wine; solo show
LOCATION: Osaka
CONTACT: Greg Bates
TELEPHONE: 613-995-1677

EAITC

PNJ_

A Canadian lobster and wine festival will be organized in a famous hotel in Osaka for a 2 or 3 week period in September 1993.

(record #: 64)

SECTOR: Agriculture, Food and Beverages
AREA: Japan
DATE: Oct 1993
ACTIVITY: Pork Promotional
LOCATION: Japan
CONTACT:
TELEPHONE: 613-236-9239

CPI

(record #: 72)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Japan**
DATE: **ONG 1993**
ACTIVITY: **Beef Promotions**
LOCATION: **Japan**
CONTACT: **Ted Haney**
TELEPHONE: **403-274-0005**

CBEF

A series of promotions targeting the Hotel/Restaurant/
Institutions trade in Japan with an emphasis on regional
markets.

(record #: 69)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Japan**
DATE: **TBD 1993**
ACTIVITY: **Canadian and Japanese company product demos; solo show**
LOCATION: **Tokyo**
CONTACT: **Greg Bates**
TELEPHONE: **613-995-8619**

EAITC

PNJ_

The Canadian Embassy in Tokyo will organize a series of
product launches, menu presentations, seminars, press
conferences, workshops, and introductions of new clients.
These events will take place at the Embassy and in key
regional markets in Japan. These events will be aimed at
assisting new Canadian exporters as well as Japanese
distributors of Canadian food products.

(record #: 71)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Japan**
DATE: **TBD 1993**
ACTIVITY: **Agriculture, food and beverages; three missions from Japan to**
LOCATION: **Canada**
CONTACT: **Greg Bates**
TELEPHONE: **613-995-8619**

EAITC

PNJ_

The Canadian Embassy in Tokyo and the Canadian Consulate
General in Osaka will organize four missions of Japanese food
buyers to visit selected cities in Canada. In some cases the
missions will be timed to coincide with trade shows or other
trade events in Canada. The objective of the missions will be
to introduce the Japanese buyers to export ready companies.

(record #: 70)

SECTOR: Agriculture, Food and Beverages
AREA: Japan
DATE: TBD 1993
ACTIVITY: Incoming Beef Study Tour
LOCATION: Japan
CONTACT: Ted Haney CBEF
TELEPHONE: 403-274-0005

A familiarization visit for Japanese buyers highlighting Canadian product quality, production, and supply capabilities.

(record #: 67)

SECTOR: Agriculture, Food and Beverages
AREA: Japan
DATE: Mar 1994
ACTIVITY: Food products and beverages; information booth: Foodex '94
LOCATION: Makuhari
CONTACT: Greg Bates EAITC PNJ_
TELEPHONE: 613-995-8619

The Canadian Embassy in Tokyo will have an information booth at Foodex '94. Canadian companies from across Canada will be recruited to participate in the show. Foodex is a trade show of retail food and beverage products. The show will involve some 1,200 exhibitors from 40 countries. Approximately 90,000 food industry executives and buyers are expected to attend the show.

(record #: 68)

SECTOR: Agriculture, Food and Beverages
AREA: Japan
DATE: Mar 1994
ACTIVITY: Canadian food; solo show
LOCATION: Osaka
CONTACT: Greg Bates EAITC PNJ_
TELEPHONE: 613-995-8619

The Canadian Consulate General in Osaka will host a solo food show following Foodex '94. Companies will be recruited for this show in conjunction with recruitment for Foodex. The objective of the show is to provide a venue for food exporters which have not yet approached Japan's largest regional market, the Kansai, a market of approximately 22 million consumers.

(record #: 73)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Apr 1993
ACTIVITY: Dairy farm management; seminar
LOCATION: Taiwan
CONTACT: CLEA EAITC
TELEPHONE: 519-754-4924 613-996-7582.

(record #: 74)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: May 1993
ACTIVITY: Food products; information booth: Hofex '93
LOCATION: Hong Kong
CONTACT: Mrkich, Dan EAITC PNC_
TELEPHONE: 613-995-6962

The Commission for Canada in Hong Kong will operate an Information Booth at Hofex '93, a food and food industry show.

(record #: 75)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Food products and food equipment; information booth: International Fine Food and Food Equipment Show
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will operate an Information Booth at the International Fine Food and Food Equipment Show in Taipei. They will display literature and answer enquiries about the Canadian food products and food equipment industry.

(record #: 76)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Food products; information booth: Taichung International Food Show
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will operate an Information Booth at the Taichung International Food Show.

They will be displaying literature and answering enquiries about the Canadian food products industry.

(record #: 77)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Farm equipment; buyers from China to
LOCATION: Saskatchewan, Manitoba
CONTACT: LeBlond, Robert EAITC
TELEPHONE: 613-996-6987

PNC_

Buyers of farm equipment from China will visit Canadian suppliers at their places of business, in the provinces of Saskatchewan and Manitoba.

(record #: 78)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Agri-food; strategic alliances investment mission to
LOCATION: Korea, Taiwan, Japan
CONTACT: InvCan
TELEPHONE: 613-992-5204

(record #: 79)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Aug 1993
ACTIVITY: Food; in store promotion
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC
TELEPHONE: 613-996-7582

PNC_

The Canadian Trade Office in Taipei will organize an In-store promotion of Canadian food products. The objective of the event is to increase awareness of Canadian food products to the Taiwan consumer.

(record #: 86)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Food; in store promotion
LOCATION: Hong Kong
CONTACT: Mrkich, Dan
TELEPHONE: 613-995-6962

EAITC

PNC_

The Commission for Canada in Hong Kong organizes and manages a series of monthly In-store food promotion campaigns in key supermarket stores throughout Hong Kong.

(record #: 87)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Seoul Food Participation and Workshops
LOCATION: Korea
CONTACT: Ted Haney
TELEPHONE: 403-274-0005

CBEF

(record #: 90)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Canola Promotions, Seminars and Workshops
LOCATION: Korea
CONTACT: Francois Cattelier
TELEPHONE: 204-944-9494

CCC

(record #: 88)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Seminars and workshops for commercial, procurement and end-user groups
LOCATION: Korea
CONTACT: Gary Benoit
TELEPHONE: 403-425-5990

CDA

(record #: 89)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Implement a field service program
LOCATION: Korea
CONTACT: Gary Benoit CDA
TELEPHONE: 403-425-5990

(record #: 91)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Swine genetics, Mission with seminars and workshops
LOCATION: Korea
CONTACT: PSBA
TELEPHONE: 613-731-5531

(record #: 83)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: TBD 1993
ACTIVITY: Exploratory Mission
LOCATION: Korea
CONTACT: Ted Haney CBEF
TELEPHONE: 403-274-0005

Exploratory mission and promotions to niche AA and AAA Canadian beef into Korean hotel and tourist market; participation in Canada Week and beef seminar.

(record #: 82)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: TBD 1993
ACTIVITY: Dehydrated Alfalfa Products - Feeding trial and seminar
LOCATION: Taiwan
CONTACT: Gary Benoit - Exec. Director CDA
TELEPHONE: 403-425-5990

Conduct feeding trials with co-operating commercial groups to demonstrate the value and economic benefits of feeding alfalfa pellets, cubes and mini-cubes to replace long-hay imports from the U.S.A. and other forage products from other sources.

(record #: 84)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: TBD 1993
ACTIVITY: Incoming mission of Korean industry and government officials
LOCATION: Korea
CONTACT: Gary Benoit CDA
TELEPHONE: 403-425-5990

(record #: 85)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: TBD 1993
ACTIVITY: Mission to promote Canadian wild blueberries
LOCATION: Korea
CONTACT: WBANA
TELEPHONE: 506-472-2517

(record #: 80)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Mar 1994
ACTIVITY: Food products; solo show
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

A select number of Canadian companies will be exhibiting their products for view and sampling by Korean buyers for their respective markets. The purpose of the project is to further Canada's marketing strategy to position Cdn processed food products in the Korean marketplace.

(record #: 81)

SECTOR: Agriculture, Food and Beverages
AREA: East Asia
DATE: Apr 1994
ACTIVITY: Food processing, conservation and agriculture machinery and equipment; information booth: Agro China '94
LOCATION: China
CONTACT: LeBlond, Robert EAITC PNC_
TELEPHONE: 613-996-6987 613-992-7882

The post in Beijing will operate an Information Booth at Agro China '94. This show will display and distribute literature, as well as answer enquiries regarding Canadian companies manufacturing conservation and agriculture machinery and equipment. The show is the principal agriculture event in

China.

(record #: 92)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Apr 1993
ACTIVITY: Processed food; mission from Malaysia to
LOCATION: Canada
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

A small group of companies from Malaysia will be visiting Canada to see what is available in processed food that would be of interest to Malaysian food outlets. The High Commission is compiling the itinerary.

(record #: 93)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Apr 1993
ACTIVITY: Processed food; promotion: Canada Food Week
LOCATION: Singapore
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

The High Commission in Singapore has planned a Canada Food Week in grocery stores and hotels in Singapore. Companies already represented in Singapore, as well as those interested in selling to this market, will have their products featured throughout the country.

(record #: 94)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Apr 1993
ACTIVITY: Bakers and flour; mission from New Zealand to
LOCATION: Canada
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-996-7662

An inward mission of NZ, Tongan, Western Samoan, and Fijian bakers to BC to evaluate Cdn flour & baking techniques can be expected to increase flour sales from Cdn 1 M to Cdn 1.5 M throughout the South Pacific Islands and NZ. This will build upon the impressive growth for Canadian flour already being experienced in Tonga and New Zealand.

(record #: 95)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Asia Pacific South**
DATE: **May 1993**
ACTIVITY: **Dairy cattle; buyers from Thailand to**
LOCATION: **Canada**
CONTACT: **Eileen Durand** EAITC PST_
TELEPHONE: **613-992-0959**

An incoming mission of about 6 buyers (all from private sector) will be visiting Canada to familiarize them with the quality of our dairy genetics. Mission also plans to participate in the World Animal Production Congress to be held in Edmonton.

(record #: 96)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Asia Pacific South**
DATE: **Jun 1993**
ACTIVITY: **Processed food; buyers from Indonesia to**
LOCATION: **Canada**
CONTACT: **Amir Guindi** EAITC PST_
TELEPHONE: **613-995-7659**

The Commercial Division of the Canadian Embassy in Jakarta will bring a select number of key buyers in the processed food sector to Canada to meet with Canadian firms interested in supplying this growing market. Date not finalized.

(record #: 97)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Asia Pacific South**
DATE: **Jun 1993**
ACTIVITY: **Agricultural resources; information booth: National Agricultural Field Days**
LOCATION: **New Zealand**
CONTACT: **Patrice Veilleux** EAITC PST_
TELEPHONE: **613-996-7662**

This annual agricultural show is the largest in the southern hemisphere & attracts coys from the world over. Cda's presence last year was as a national stand & attracted enquiries from all over the country in most agric sectors. Info booth this year will permit us to maintain our presence & will encourage & assist Canadian companies in their efforts in this market.

(record #: 98)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Jun 1993
ACTIVITY: Processed food; buyers from Thailand to
LOCATION: Canada
CONTACT: Eileen Durand EAITC PST_
TELEPHONE: 613-992-0959

An incoming mission of 5-6 participants in the food importing, processing, distribution, or retailing sectors to visit major Canadian food manufacturers, wholesalers, or consolidators in major Canadian cities.

(record #: 99)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Aug 1993
ACTIVITY: Oilseeds and grains; buyers from Bangladesh to
LOCATION: Canada
CONTACT: George Jung EAITC PST_
TELEPHONE: 613-996-7256

To invite 1 Bangladeshi grains and oilseeds buyer to Canada to meet with Canadian suppliers of oilseeds.

(record #: 100)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Aug 1993
ACTIVITY: Agricultural equipment; national stand: Agquip '93
LOCATION: Gunnedah (Australia)
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

The Consulate General intends to promote Canadian dry land farming equipment through the exhibit of Canadian equipment and seminar presentation on dry land farming techniques.

(record #: 101)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Processed food; mission from Philippines to
LOCATION: Canada
CONTACT: Amir Guindi EAITC PST_
TELEPHONE: 613-995-7659

Cdn Trade Office in Manila will sponsor a mission to Cda for a key group of processed food buyers from Manila. The focus in Canada will be on manufacturers, exporters, & consolidators. The mission is expected to visit Vancouver, Calgary, Toronto,

and Montreal, and it will be accompanied by the officer in Manila responsible for this sector.

(record #: 102)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: White bean; buyers from New Zealand to
LOCATION: Canada
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-996-7662

An inward mission of NZ bean buyers from Wattie Industries and Grower Foods (NZ's two largest canned baked bean producers) to the Ontario Bean Producers Marketing Board's annual seminar in Sept-Oct will consolidate and increase sales to NZ canners of white pea beans.

(record #: 103)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Food sector; solo show
LOCATION: Melbourne, Sydney
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-996-7662

The promotion of specialty food products from Canada in the offices of the Consulate General.

(record #: 104)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Canola oil; seminar
LOCATION: Pakistan
CONTACT: George Jung EAITC PST_
TELEPHONE: 613-996-7256

To invite 4 Canadian firms to Pakistan to promote Canadian capabilities in oilseed crushing technology and related equipment.

(record #: 105)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Agriculture equipment; information booth: Canterbury
Agricultural and Pastoral Show
LOCATION: Christchurch
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-996-7552

This is the largest agricultural show in the South Island and is in the heart of the livestock and grain growing areas. Considering that the show organizers want to feature Canada as a guest nation this year, an info booth will provide ample profile & support Cdn companies in their efforts to promote everything from genetics & technology to machinery & equipment.

(record #: 109)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: TBD 1993
ACTIVITY: Mission to identify and assess potential partners and to attend trade show
LOCATION: Singapore
CONTACT: Ted Haney CBEF -
TELEPHONE: 403-274-0005

- high quality hotel and retail promotions
- trade show Food and Hotel Asia '94

(record #: 108)

SECTOR: Agriculture, Food and Beverages
AREA: Asia Pacific South
DATE: TBD 1993
ACTIVITY: Mission to identify regulatory issues and prospective partners through Enterprise Malaisie
LOCATION: Malaysia
CONTACT: Ted Haney CBEF -
TELEPHONE: 403-274-0005

(record #: 106)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Asia Pacific South**
DATE: **Jan 1994**
ACTIVITY: **Baking; seminar: for Philippino bakers**
LOCATION: **Philippines**
CONTACT: **Amir Guindi** EAITC PST_
TELEPHONE: **613-995-7659**

Canadian Trade Office in the Philippines, in co-operation with the Canadian Grains Institute, will organize a series of baking seminars in the Philippines to help introduce the unique baking qualities of Canadian wheat.

(record #: 107)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Asia Pacific South**
DATE: **Apr 1994**
ACTIVITY: **Animal genetics; national stand: Royal Melbourne Show**
LOCATION: **Melbourne**
CONTACT: **Patrice Veilleux** EAITC PST_
TELEPHONE: **613-995-7662**

Canada will be the "guest" nation at the 1994 Royal Melbourne Show. Canadian participation will include seminars on Canadian animal genetics and presentations by principal exporters of livestock and farm equipment.

(record #: 110)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Africa and the Middle East**
DATE: **Oct 1993**
ACTIVITY: **Agri-food and agriculture equipment and services; information booth: Saudi Agriculture '93**
LOCATION: **Riyadh**
CONTACT: **David Marshall** EAITC GBT_
TELEPHONE: **613-944-5984 613-992-7882**

ACTIVITY CANCELLED (08/03/93)

(record #: 111)

SECTOR: Agriculture, Food and Beverages
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Dryland farming; information booth, seminar and mission to:
Saudi Agriculture '93
LOCATION: Saudi Arabia, Iran
CONTACT: Fred Matuk EAITC GBT_
TELEPHONE: 613-944-7029

As follow-up to 1992 dairy genetics seminars, this event would be Iran's introduction to agricultural equipment and services for dryland farming available from Canada. These seminars will be preceded by visit to SaudiAg'93 in Riyadh.

(record #: 112)

SECTOR: Agriculture, Food and Beverages
AREA: Africa and the Middle East
DATE: Nov 1993
ACTIVITY: Counselling, machinery, insemination, food, cattle; mission to
LOCATION: Morocco, Algeria
CONTACT: Loreta Giannetti EAITC GBT_
TELEPHONE: 613-944-0396

A mission to Morocco and Algeria to promote Canadian technology and services in the agri-food sector, specifically animal husbandry, artificial insemination, livestock and machinery.

(record #: 115)

SECTOR: Agriculture, Food and Beverages
AREA: Africa and the Middle East
DATE: TBD 1993
ACTIVITY: Workshops, seminars and trade show on Canadian Alfalfa
LOCATION: Middle East
CONTACT: Gary Benoit CDA
TELEPHONE: 403-425-5990

Several trade shows in the Middle East including Iran Agricultural Show, Tehran International Fair, Cairo Fair, Damascus Fair, U.A.E. Fair on products including alfalfa, seed potatoes, dairy cattle, dryland farming equipment

(record #: 114)

SECTOR: Agriculture, Food and Beverages
AREA: Africa and the Middle East
DATE: TBD 1993
ACTIVITY: Incoming mission on potato seed
LOCATION: Lebanon, Egypt, Syria
CONTACT: POCAN
TELEPHONE: 506-453-0788

(record #: 113)

SECTOR: Agriculture, Food and Beverages
AREA: Africa and the Middle East
DATE: Jan 1994
ACTIVITY: Agricultural and natural resources; information booth:
International Fair and Conference of Agricultural and Natural
Resources Development
LOCATION: Tehran
CONTACT: Fred Matuk EAITC GBT_
TELEPHONE: 613-944-7029

First time we have participated in this event. Intention is to assess value of this fair and also identify areas/sectors for promotion of Canadian goods and services. The fair focuses on development of agricultural and natural resources ie water, minerals, etc.

(record #: 116)

SECTOR: Agriculture, Food and Beverages
AREA: Latin America and the Caribbean
DATE: Apr 1993
ACTIVITY: Swine mission to Central America
LOCATION: Central America
CONTACT: Randy Nelson AgCan
TELEPHONE: 613-993-6671

(record #: 117)

SECTOR: Agriculture, Food and Beverages
AREA: Latin America and the Caribbean
DATE: May 1993
ACTIVITY: Livestock; information booth and seminar: Conferencia Ganadero '93
LOCATION: Acapulco
CONTACT: Marcel Lebleu EAITC LGT_
TELEPHONE: 613-995-8804

This event to be administered by the Post in Mexico City.
Mr. Dennis Gibson is the contact.

(record #: 119)

SECTOR: Agriculture, Food and Beverages
AREA: Latin America and the Caribbean
DATE: Jun 1993
ACTIVITY: Processed foods and beverages; mission to
LOCATION: Mexico City, Guadalajara
CONTACT: Don Hodgson WED
TELEPHONE: 204-983-0181

WED in conjunction with the western provinces is planning a mission to Mexico for processed food and beverage companies, especially those who participate at ANTAD '93 and wish to follow up opportunities identified at that time. This initiative builds on earlier mission/solo show supported by WED's IMI program at the time of ANTAD '92.

(record #: 120)

SECTOR: Agriculture, Food and Beverages
AREA: Latin America and the Caribbean
DATE: Jun 1993
ACTIVITY: Processed food group
LOCATION: Brazil
CONTACT: Randy Nelson AgCan
TELEPHONE: 613-993-6671

(record #: 121)

SECTOR: Agriculture, Food and Beverages
AREA: Latin America and the Caribbean
DATE: Jul 1993
ACTIVITY: Livestock and agro industry; national stand: Agro Expo '93
LOCATION: Bogota
CONTACT: Francois Laberge EAITC LGT_
TELEPHONE: 613-996-5548

Now an information booth, this event will be handled by the Embassy under Special Trade Funds. This will be the fourth time we have participated in AgroExpo Bogota. Livestock, feed, lentils and pulses, and agricultural equipment and services opportunities are promoted.

(record #:1013)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Jul 1993
ACTIVITY: Food and beverage; national stand: Salon de Alimentacion Food Show
LOCATION: Caracas
CONTACT: Carlos Munante EAITC LGT_
TELEPHONE: 613-996-2268

(record #: 122)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Aug 1993
ACTIVITY: Livestock genetic; information booth: Expointer '93
LOCATION: Puerto Alegre
CONTACT: Jon Dundon EAITC LGT_
TELEPHONE: 613-996-6921

Principal livestock show in Brazil. Canada has participated every year. Livestock associations and genetic material companies attend.

(record #: 123)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Aug 1993
ACTIVITY: CIGAL, National Dairy Congress seminars
LOCATION: Mexico
CONTACT: Daniel Vezina AgCan -
TELEPHONE: 613-993-6671

National Dairy Congress seminars and trade show - dairy livestock annual meeting and exposition.

(record #: 124)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Food processing; national stand: Expo Alimentos '93
LOCATION: Monterrey
CONTACT: Paul Schutte EAITC LGT_
TELEPHONE: 613-996-5358

This is now an Information Booth as we have done the ANTAD Show and the Solo Food Show in Mexico City for which we will be closely monitoring results. Food processing equipment companies should send promotional material to the Trade Office in Monterrey, Attention: Patricia Chapa.

(record #: 125)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Oct 1993
ACTIVITY: CONAPOR, National Swine Congress Seminars
LOCATION: Mexico
CONTACT: Daniel Vezina AgCan
TELEPHONE: 613-993-6671

Mexican swine industry annual congress.

(record #: 126)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Nov 1993
ACTIVITY: Swine, genetic materials and services; information booth:
National Swine Congress '93
LOCATION: Acapulco
CONTACT: Marcel Lebleu EAITC LGT_
TELEPHONE: 613-995-8804

This event to be administered by the Post in Mexico City.
Contact is Mr. Dennis Gibson.

(record #: 118)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: TBD 1993
ACTIVITY: MOU Ministerial Mission
LOCATION: Colombia
CONTACT: Juan Miranda AgCan
TELEPHONE: 613-993-6671

No mission is planned for May with regards to the MOU which is waiting to be signed in Colombia; it has been delayed due to a change in the Colombian minister and deputy minister of agriculture.

(record #: 129)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: TBD 1993
ACTIVITY: Agri-food; strategic partnering (investment)
LOCATION: Mexico
CONTACT: Audrey Turner InvCan
TELEPHONE: 613-995-0759

Up to 10 Canadian companies will participate in Forum to identify Mexican strategic alliances and investment partners. Follow-up to March 1993 Investment Conference and Partnering

Forum in Monterrey and Mexico.

(record #: 127)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: Food consumer products; national stand: Antad '94
LOCATION: Guadalajara
CONTACT: Paul Schutte EAITC LGT_
TELEPHONE: 613-996-5358

We have booked space for the '94 event. The nature of our participation in the 1994 event will depend upon the results of a survey now in process on the 1993 ANTAD Show. Sixty-nine Canadian firms participated in ANTAD '93. The 1994 event would be a follow-on to the Canada Expo '94 in Mexico City (takes place the week following Canada Expo).

(record #: 128)

SECTOR: **Agriculture, Food and Beverages**
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: Livestock genetic material; mission to
LOCATION: Panama, Costa Rica, El Salvador
CONTACT: Joseph Cogne 996-6129 EAITC LGT_
TELEPHONE: 613-995-0460

Follow-up mission to a mission and seminar led by Agriculture Canada to Central America in April, 1993. Swine Association and five to six Canadian firms are expected to participate.

(record #: 131)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Apr 1993
ACTIVITY: Exploratory Mission to assess market potential for seed potatoes
LOCATION: Russia, Belarus, Kazukhstan
CONTACT: POCAN
TELEPHONE: 506-453-0788

(record #: 130)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Apr 1993
ACTIVITY: Agricultural equipment; mission to: Agrotech Ukraine '93
LOCATION: Kiev
CONTACT: Belkis Possamai EAITC WED RBT_
TELEPHONE: 613-996-6652 306-975-5854

(record #: 132)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: May 1993
ACTIVITY: Agriculture and food processing; mission to
LOCATION: Budapest
CONTACT: Michael Vujnovich EAITC RBT_
TELEPHONE: 613-996-1530

(record #: 133)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: May 1993
ACTIVITY: Food processing equipment; solo show
LOCATION: Bucharest
CONTACT: Brett Naisby EAITC RBT_
TELEPHONE: 613-996-7107

Agricultural and food processing mission (132) should be merged with Agrifood and processing mission (138) to form Agrifood and packaging mission. Preferred timing is Mid October when Budapack will be held.

(record #: 134)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: May 1993
ACTIVITY: Agriculture and food consumer products; national stand: Novi Sad Fair
LOCATION: Belgrade
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-992-7001

(record #: 135)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Central/Eastern Europe and the Commonwealth of Independent States**
DATE: **Aug 1993**
ACTIVITY: **Agriculture; information booth: Agricultural Exhibition**
LOCATION: **Prague**
CONTACT: **Sandra Neidy** EAITC RWT_
TELEPHONE: **613-996-2147**

(record #: 136)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Central/Eastern Europe and the Commonwealth of Independent States**
DATE: **Sep 1993**
ACTIVITY: **Packaging machinery; mission to**
LOCATION: **Brno**
CONTACT: **Sandra Neidy** EAITC RBT_
TELEPHONE: **613-996-7107**

(record #: 137)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Central/Eastern Europe and the Commonwealth of Independent States**
DATE: **Sep 1993**
ACTIVITY: **Food and food processing; information booth: Polagra '93**
LOCATION: **Warsaw**
CONTACT: **Michael Vujovich** EAITC RBT_
TELEPHONE: **613-996-7107**

(record #: 138)

SECTOR: **Agriculture, Food and Beverages**
AREA: **Central/Eastern Europe and the Commonwealth of Independent States**
DATE: **Oct 1993**
ACTIVITY: **Packaging and food processing; mission to: Budatranspack**
LOCATION: **Budapest**
CONTACT: **Sandra Neidy** EAITC RBT_
TELEPHONE: **613-996-7107**

(record #: 139)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Nov 1993
ACTIVITY: Food processing equipment; national stand: Mjasomolprodemash '93
LOCATION: Kiev
CONTACT: Belkis Possamai EAITC RBT_
TELEPHONE: 613-996-6652

(record #: 141)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: ONG 1993
ACTIVITY: Incoming missions to trial sites to demonstrate benefits of higher class seed
LOCATION: Hungary
CONTACT: POCAN
TELEPHONE: 506-453-0788

(record #: 140)

SECTOR: **Agriculture, Food and Beverages**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: TBD 1993
ACTIVITY: Incoming mission of growers and buyers of seed potatoes
LOCATION: Hungary, Czech Republic, Slovak Republic
CONTACT: POCAN
TELEPHONE: 506-453-0788

(record #: 144)

SECTOR: **Agriculture, Food and Beverages**
AREA: Multiple Markets
DATE: TBD 1993
ACTIVITY: Getting Ready to Go Global Sector Campaign: Broad range of international activities to be undertaken in food and beverage products
LOCATION: Various
CONTACT: R. Cooper ISTC
TELEPHONE: 613-954-3087

In context of sector campaign "Getting ready to go Global" - industry led technology diffusion/technology transfer and market awareness initiatives will be undertaken commencing in 1993-94. Goal will be to help industry address its

competitive needs

(record #: 146)

SECTOR: Arts and Culture
AREA: United States
DATE: Apr 1993
ACTIVITY: Canadian Music CD distribution to U.S. radio stations; promotion
LOCATION: U.S.
CONTACT: D Shaw EAITC UTI_
TELEPHONE: 613-944-9474

Canadian Music CDs will be provided to selected radio stations in the U.S.

(record #: 148)

SECTOR: Arts and Culture
AREA: United States
DATE: May 1993
ACTIVITY: Musical equipment; mission from U.S. to: Music West '93
LOCATION: Canada
CONTACT: Barbara Newton-Vedan WED
TELEPHONE: 604-666-7543

Music West is an annual international music industry trade event held in Vancouver and involving both equipment manufacturers and the sound recording industry. The 1993 event is designed to sell music equipment, copyright based music products and related services. WED support will assist Western Canadian companies to participate in the event.

(record #: 147)

SECTOR: Arts and Culture
AREA: United States
DATE: May 1993
ACTIVITY: Books; national stand: American Booksellers Association
LOCATION: Anaheim
CONTACT: D. Shaw EAITC AECB UTI_
TELEPHONE: 613-944-9474 613-562-2324

PRODUCTS: Finished Books and Rights
SCOPE: Largest book show in North America.
International show with over 1600 exhibits.
ATTENDANCE: 35,911 - Trade Only -Retail Booksellers, Agents
Distributors and Publishers.

(record #: 150)

SECTOR: Arts and Culture
AREA: United States
DATE: Jun 1993
ACTIVITY: Sound recording; national stand: New Music Festival
LOCATION: New York City
CONTACT: McRaven Enterprises Ltd. DOC
TELEPHONE: 416-588-4752

The New Music Seminar is North America's most important and busiest record industry fair. It is a center of intl. commerce which provides an array of panels, exhibitions and showcases for new talent. SRDP funds in part a Cdn delegation to this fair.

ATTENDANCE: 8000+ - Sound recording producers, distributors and critics. 324 Canadian artists, producers, manufacturers and distributors.

(record #: 149)

SECTOR: Arts and Culture
AREA: United States
DATE: Jun 1993
ACTIVITY: Film and video; information booth: Showbiz West Expo '93
LOCATION: Los Angeles
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

Canadian technology, services, and equipment and locations.
SCOPE: Film industry professionals - Largest fair of its kind
ATTENDANCE: 21,600 visitors and 443 exhibitors

(record #: 151)

SECTOR: Arts and Culture
AREA: United States
DATE: Sep 1993
ACTIVITY: Theatre Festival of the Americas; mission from California to
LOCATION: Montreal
CONTACT: D Shaw EAITC UTI_
TELEPHONE: 613-944-9474

PRODUCTS: Theatrical productions
SCOPE: Incoming buyers
ATTENDANCE: Mid-America Arts Alliance impresarios

(record #: 145)

SECTOR: Arts and Culture
AREA: United States
DATE: Oct 1993
ACTIVITY: TV and film location; mission from Los Angeles to
LOCATION: Prairie Provinces
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

(record #: 152)

SECTOR: Arts and Culture
AREA: United States
DATE: Oct 1993
ACTIVITY: Performing arts showcases; mission from Dallas to
LOCATION: Toronto
CONTACT: D Shaw EAITC UTI_
TELEPHONE: 613-944-9474

Theatrical and musical productions
SCOPE: Incoming buyers
ATTENDANCE: Mid-America Arts Alliance impresarios.

(record #: 153)

SECTOR: Arts and Culture
AREA: United States
DATE: Nov 1993
ACTIVITY: Periodicals; NEBS mission to: Folio
LOCATION: New York City
CONTACT: D Shaw EAITC UTI_
TELEPHONE: 613-944-9474

4-6 Canadian magazine publishers with potential to export to
the U.S

(record #: 154)

SECTOR: Arts and Culture
AREA: United States
DATE: Jan 1994
ACTIVITY: Film and television production and distribution; mission to:
NATPE
LOCATION: Los Angeles
CONTACT: EAITC BKA_
TELEPHONE: 613-996-3197

ACTIVITY CANCELLED, APRIL 1993

(record #: 155)

SECTOR: Arts and Culture
AREA: United States
DATE: Feb 1994
ACTIVITY: American film market; seminar
LOCATION: Los Angeles
CONTACT: DOC
TELEPHONE: 613-990-4245

May be cancelled (08/03/93)

(record #: 156)

SECTOR: Arts and Culture
AREA: United States
DATE: Mar 1994
ACTIVITY: Film and video; national stand: Location Expo
LOCATION: Santa Monica
CONTACT: D Shaw EAITC UTI_
TELEPHONE: 613-944-9474

Canadian locations for film and video production

SCOPE: U.S. film producers

ATTENDANCE: 171 film commissioners from 17 countries exhibit
3000 industry professionals attend.

(record #: 157)

SECTOR: Arts and Culture
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Books; national stand: Book Fair
LOCATION: Bologna
CONTACT: Lorraine Reardon EAITC AECB RWT_
TELEPHONE: 613-996-2147 613-562-2324

The Bologna Children's Book Fair is considered to be a large-scale book show with up to 30 - 40 publishers expected to participate this year. Publishers either purchase display shelves or a booth.

(record #: 158)

SECTOR: Arts and Culture
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Film and television production and distribution; symposium and mission to: MIPTV
LOCATION: Cannes
CONTACT: See Memo EAITC DOC BKA_
TELEPHONE: 613-996-3197 613-990-4859

This event not part of PEMD-GI program. Pls contact BKA/Natalie Bradbury for details.

(record #: 159)

SECTOR: Arts and Culture
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Film production and distribution; mission to: Cannes Film Festival
LOCATION: Cannes
CONTACT: Wendy McGrath DOC EAITC
TELEPHONE: 613-990-4252 613-996-3197

The purpose of this mission is to promote film co-production and distribution between the member countries of the English-Language Cinema Plan (ELCP) following the signing of an inter-agency agreement to co-operate in a development fund, and to support and facilitate the production and distribution of Cadn audio-visual products through a multilateral co-production arrangement.

(record #: 160)

SECTOR: Arts and Culture
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Film and television production and distribution; symposium and mission to: MIPCOM
LOCATION: Cannes
CONTACT: See memo EAITC BKA_
TELEPHONE: 613-996-3197

Contact BKA/Natalie Bradbury for info

(record #: 161)

SECTOR: Arts and Culture
AREA: Western Europe and European Community (EC)
DATE: Jan 1994
ACTIVITY: Music and record industry; mission to: MIDEM
LOCATION: Cannes
CONTACT: Brian Chater, Francine Dubois DOC CIRPA
TELEPHONE: 416-593-1665 514-842-5147

MIDEM is by far the most prestigious music trade fair in the world, enabling the sound recording industry to sign, negotiate or initiate its most lucrative business deals. SRDP funds in part two Canadian delegations to MIDEM.

(record #: 162)

SECTOR: Arts and Culture
AREA: Western Europe and European Community (EC)
DATE: Feb 1994
ACTIVITY: Film production and distribution; mission to: Berlin Film Festival
LOCATION: Berlin
CONTACT: See memo EAITC BKA
TELEPHONE: 613-996-3197

Contact BKA/Natalie Bradbury for details

(record #: 163)

SECTOR: Arts and Culture
AREA: East Asia
DATE: Aug 1993
ACTIVITY: Film and television production and distribution; mission to
LOCATION: Japan, Singapore, Korea, Taiwan
CONTACT: Wendy McGrath DOC
TELEPHONE: 613-990-4253

Following the signature of the Canada-Japan MOU on co-production, this mission of Canadian production and distribution executives will participate in trade related activities including co-production seminars, prestige screenings of Canadian films, and broadcast, cable and satellite distribution meetings.

(record #: 164)

SECTOR: Arts and Culture
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Music and record industry; mission to: Asia Beat
LOCATION: Hong Kong
CONTACT: Laurie Mercer DOC
TELEPHONE: 604-684-9338

Asia Beat is the major international music industry convention in the Pacific Rim region. It is a trade fair that is made up of meetings and fora that provide analysis of the pan-Asian music industry. Asia Beat is of particular importance since China's accession to the Berne Convention in October 1992.

(record #: 165)

SECTOR: Arts and Culture
AREA: Latin America and the Caribbean
DATE: Jul 1993
ACTIVITY: Cultural symposium; mission to
LOCATION: Mexico
CONTACT: Not LGT/LGTF EAITC BKA
TELEPHONE: 613-996-3197

(record #: 166)

SECTOR: Arts and Culture
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Film and television production and distribution; mission to
LOCATION: Mexico, Venezuela, Chile
CONTACT: Anne-Marie Turcotte DOC
TELEPHONE: 613-990-4231

The purpose of this mission of Canadian film and tv producers and distributors is to help them make contacts and assess the economic and legislative situation of the Mexican and other Latin-American audio-visual industries.

(record #: 167)

SECTOR: Arts and Culture
AREA: Latin America and the Caribbean
DATE: TBD 1993
ACTIVITY: Performing arts; mission to: Cervantino Festival
LOCATION: Mexico
CONTACT: Not LGT/LGTF EAITC BKA
TELEPHONE: 613-995-0668

(record #: 992)

SECTOR: Arts and Culture
AREA: Latin America and the Caribbean
DATE: TBD 1993
ACTIVITY: Film and television production and distribution; mission to
LOCATION: Mexico, Venezuela, Chile
CONTACT: Anne-Marie Turcotte DOC
TELEPHONE: 613-990-4231 -

To permit Canadian producers most interested in co-production to meet potential co-producers, learn about potential financing sources, assess the present economic and legislative situation of the Mexican Industry, and to permit distributors to evaluate Mexico's potential market for Canadian films and television programs. This mission might also include visits to other significant Latin American partners.

(record #: 168)

SECTOR: Arts and Culture
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: May 1993
ACTIVITY: Film production and distribution; festivals
LOCATION: Russia
CONTACT: Katka Selucky DOC
TELEPHONE: 613-990-4259 -

Canadian film weeks or film festivals and prestige screenings such as this serve to promote Canadian films abroad in order to enhance sales and facilitate co-production opportunities for Canadian producers. They are linked to - or take place in the context of - trade development missions.

(record #: 169)

SECTOR: Arts and Culture
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Film and television production and distribution; mission to
LOCATION: Russia, East European countries
CONTACT: Katka Selucky DOC
TELEPHONE: 613-990-4259 -

This trade development mission for the audio-visual industry will include screenings of Cdn films, co-production seminars, tv and cable meetings, etc. Its purpose is to arrange for Cdn producers to meet potential co-producers and learn about sources of financing in this region, and for Canadian distributors to assess Eastern Europe's potential market for Cdn films and tv programs.

(record #: 172)

SECTOR: Arts and Culture
AREA: Multiple Markets
DATE: Sep 1993
ACTIVITY: Music and record industry; mission to: In the City (ITC)
LOCATION: Manchester
CONTACT: McRaven Enterprises Ltd. DOC
TELEPHONE: 416-588-8962 McRaven Ent

The first annual "In the City" international music convention took place in September 1992. It is England's only major music industry conference. ITC is essentially an Artist & Repertoire (A&R) driven convention with a business and education bias to it. SRDP funds in part a Canadian delegation to In the City.

(record #: 175)

SECTOR: Arts and Culture
AREA: Multiple Markets
DATE: Oct 1993
ACTIVITY: Books; national stand: Book Fair
LOCATION: Frankfurt
CONTACT: Marie-Claude Girard DOC
TELEPHONE: 613-990-4150

This annual international event is the most prestigious and significant book industry fair in the world. Publishers, distributors and promoters and marketers from more than 60 countries participate display their recent publications and buy/sell rights. It is attended or closely followed by most Canadian book industry representatives.

(record #: 176)

SECTOR: Arts and Culture
AREA: Multiple Markets
DATE: Oct 1993
ACTIVITY: Music and record industry; mission to: Independence day (BID)
LOCATION: Germany
CONTACT: DOC
TELEPHONE: 416-588-8962 McRaven Ent

May be cancelled (08/03/93)

(record #: 179)

SECTOR: Arts and Culture
AREA: Multiple Markets
DATE: Mar 1994
ACTIVITY: Incoming film producer's to PAN Export Forum
LOCATION: St-John's
CONTACT: K. Warren ISTC
TELEPHONE: 709-772-5511

To bring potential European co-producers of film/videos to
1994 Export Forum to further possible co-production agreements

(record #: 182)

SECTOR: Automotive Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Alternate fuel; mission to: Alternate Fuel Show
LOCATION: Dallas
CONTACT: A. McBride EAITC UTI_
TELEPHONE: 613-944-5149

Automotive conversion kits, CNG-powered vehicles, propane
powered vehicles, industrial alternatively-fueled vehicles,
municipal fleet vehicles, OE equipment manufacturers.
SCOPE: National Show in which Canada would have an
Information Booth
ATTENDANCE: 2,500 expected

(record #: 997)

SECTOR: Automotive Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Rebuilt parts and accessories; mission to
LOCATION: Boston
CONTACT: A. McBride EAITC UTI_
TELEPHONE: 613-994-5149

The export of rebuilt automotive parts and accessories, for
the aftermarket segment of the automotive sector in this
region, with special focus on rebuilt electrical equipment.
SCOPE: Regional mission consisting of firms with the expertise
to provide services and products to this particular
marketplace.
ATTENDANCE: Would invite 6 - 7 Canadian firms to participate
in the mission.

(record #: 183)

SECTOR: Automotive Industries
AREA: United States
DATE: Nov 1993
ACTIVITY: Speciality equipment; national stand: Specialty Equipment Market Association
LOCATION: Las Vegas
CONTACT: A. McBride EAITC UTI_
TELEPHONE: 613-944-5149

Parts and accessories for specialty and high performance vehicles.

SCOPE: National show with over 2,000 exhibitors representing the entire automotive aftermarket.

ATTENDANCE: 50,000 expected

(record #: 184)

SECTOR: Automotive Industries
AREA: United States
DATE: Feb 1994
ACTIVITY: Automotive engineering; national stand: Society of Automotive Engineers Congress
LOCATION: Detroit
CONTACT: A McBride EAITC UTI_
TELEPHONE: 613-944-5149

Automotive original equipment sector

SCOPE: National, the only automotive trade show in the U.S. which deals exclusively with the OE market; 750 exhibitors.

ATTENDANCE: 40,000+ automotive specialists, design/development engineers, engineering and production managers, corporate officials.

(record #: 185)

SECTOR: Automotive Industries
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Auto technology; information booth: Autotechnica
LOCATION: Brussels
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-996-7544

This the first Canadian participation at Autotechnica exhibition for automotive parts and accessories. The Belgian market represents \$2 billion annually and this is an important open market to be explored by canadian companies.

(record #: 186)

SECTOR: **Automotive Industries**
AREA: Western Europe and European Community (EC)
DATE: Feb 1994
ACTIVITY: Spare parts; information booth: Aftermarket
LOCATION: London
CONTACT: Terry Jack EAITC RWT_
TELEPHONE: 613-995-6565

EAITC will have an Info Booth at Aftermarket, London, U.K., February 1994. Sector is transport systems/automotive. This event is the most promising automotive opportunity in the U.K.

(record #: 187)

SECTOR: **Automotive Industries**
AREA: Western Europe and European Community (EC)
DATE: May 1994
ACTIVITY: Canadian International Automotive Show; buyers from Finland, Sweden and Norway to
LOCATION: Toronto
CONTACT: See memo EAITC RWT_
TELEPHONE: 613-995-4730

CANCELLED.

(record #: 188)

SECTOR: **Automotive Industries**
AREA: Western Europe and European Community (EC)
DATE: Sep 1994
ACTIVITY: Auto mechanics and parts; national stand: Automekanica
LOCATION: Frankfurt
CONTACT: George Phillips EAITC RWT_
TELEPHONE: 613-996-3774

Automechanika will take place FY 1994/95 (September 13-18, 1994). This event is an international trade fair for motor car workshop and service station equipment, automobile spare parts and accessories.

(record #: 189)

SECTOR: Automotive Industries
AREA: Japan
DATE: Jun 1993
ACTIVITY: Auto services; information booth: 1993 Auto Services Show
LOCATION: Tokyo
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Embassy, Tokyo, will organize an information booth in this event, to promote automotive aftermarket and service equipment. A number of Canadian companies will attend or participate through agents. The embassy booth will distribute brochures and demonstrate some Canadian product(s).

(record #: 190)

SECTOR: Automotive Industries
AREA: Japan
DATE: Oct 1993
ACTIVITY: Auto parts; national stand and mission to: Tokyo Motor Show
LOCATION: Tokyo
CONTACT: Wayne House EAITC ISTC PNJ_
TELEPHONE: 613-995-1678 613-954-3445

EAITC will participate with a national stand at TMS. The event will coincide with an APMA mission to Japan. Both events will be organized with the cooperation of ISTC. CCG will be contracted to design/construct the Canadian booth at TMS.

(record #: 191)

SECTOR: Automotive Industries
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Aftermarket auto parts; information booth: Automotive Expo and Bodytech '93
LOCATION: Australia
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-996-7652

Info booth to distribute information and brochures on after market parts and service industry.

(record #: 193)

SECTOR: **Automotive Industries**
AREA: Latin America and the Caribbean
DATE: Aug 1993
ACTIVITY: Aftermarket auto parts; information booth: Expo Rujac '93
LOCATION: Guadalajara
CONTACT: Jon Dundon EAITC LGT_
TELEPHONE: 613-996-6921

This event to be handled by the Embassy in Mexico City. This will be an Information Booth.

(record #: 194)

SECTOR: **Automotive Industries**
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Truck parts and services; national stand: Transexpo '93
LOCATION: Monterrey
CONTACT: Paul Schutte EAITC LGT_
TELEPHONE: 613-996-5358

This is a truck parts and services show, and this represents our first participation in this event. We expect to recruit six to eight companies.

(record #: 195)

SECTOR: **Automotive Industries**
AREA: Latin America and the Caribbean
DATE: Feb 1994
ACTIVITY: Auto parts; mission to
LOCATION: Mexico
CONTACT: M. Angers ISTC
TELEPHONE: 613-954-3436

Following on the potential commitment of Canadian firms to expand their efforts and/or presence in Mexico a follow-up mission and a procurement seminar in Mexico city is contemplated for early 1994

(record #: 196)

SECTOR: **Automotive Industries**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Jun 1993
ACTIVITY: Automotive; mission to
LOCATION: Prague
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 197)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **Apr 1993**
ACTIVITY: **Biotechnology; information booth and seminar: Association of
Biotechnology Companies Exhibition**
LOCATION: **Raleigh (N.C.)**
CONTACT: **J.P. Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

April 12-15, 1993.

SCOPE: Canada will participate with a large information booth, and two breakfast seminars are also organized by Canada.

ATTENDANCE: Since 1987 the ABC has held annual meetings, it is an excellent forum for information exchange and networking. Last year, 1,500 company executives participated in the 6th Meeting of the ABC. Next year the meeting will take place in Toronto, Ontario.

(record #: 198)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **May 1993**
ACTIVITY: **Microbiology; national stand: American Society for Microbiology**
LOCATION: **Atlanta**
CONTACT: **Jean Pierre Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

May 12-15 1993.

PRODUCTS: The concurrent exhibition features new materials and instruments used in research and production of bio-materials, diagnostic equipment and research services. In 1992, five Canadian companies exhibited successfully in the National Stand adjacent to an information booth shared with Ontario.

ATTENDANCE: 14,000 participants and 800 exhibiting firms were registered in 1992.

(record #: 199)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **May 1993**
ACTIVITY: **Health care and biotechnology; strategic partnering forum**
LOCATION: **Houston**
CONTACT: EAITC UTI_
TELEPHONE: **613-944-6577**

ACTIVITY CANCELLED, APRIL 1993

(record #: 200)

SECTOR: Bio-Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Biotech products; seminar and mission from: Cripps and Salk
Institutes
LOCATION: Vancouver, Toronto, Montreal
CONTACT: J P Petit EAITC UTO_
TELEPHONE: 613-944-9482

SCOPE: Three information seminars where the top representatives of these two prominent US Biotechnology institutions will brief Canadian Biotech firms on prospects, latest industrial trends and partnering prospects in their territory.

ATTENDANCE: It is expected that 50 to 100 Canadian biotech firm representatives and Research centre representatives will be in attendance in each city.

(record #: 201)

SECTOR: Bio-Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Industrial co-operation in agrifood biotechnology; mission from
Chicago to
LOCATION: Toronto
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 202)

SECTOR: Bio-Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Biotechnology healthcare; mission from Detroit to
LOCATION: Toronto, Montreal
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 203)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Neurological sciences; information booth and mission to:
American Society for Neurological Sciences**
LOCATION: **Washington D.C.**
CONTACT: **J P Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

SCOPE: Canada will participate in this event with 15 Canadian firms. Possible niche market opportunities for Canadian expertise and products will be identified in using this event as a gateway to the US microbiology market.
PRODUCTS: Microbiology equipment, supplies and services.
ATTENDANCE: 12,000 people and around 1,000 exhibitors.

(record #: 204)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Biotechnology strategic partnering; mission to**
LOCATION: **San Francisco**
CONTACT: **J P Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

SCOPE: A mission composed of 10 to 15 participants which will have the opportunity to describe their biotech products and services to a pre-selected group of interested US biotech firms.
ATTENDANCE: It is expected that 30 US firms will be in attendance and that 10 to 15 Canadian firms will have the opportunity to develop strategic partnering with this pre-selected pool of US firms.

(record #: 205)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Plant Consortium Conference; mission from Chicago to**
LOCATION: **Saskatoon**
CONTACT: **J P Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

SCOPE: To allow leaders from the Midwest Plant Biotech Consortium to meet with their Canadian Biotech Plant counterparts in order to establish a permanent ongoing relationship, which will lead to strategic partnerships in that field where Canada has a lead.
PRODUCTS: Plants for biotech research.
ATTENDANCE: 11 universities and 40 biotech firms from the Midwest Plant Biotech Consortium.

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **Nov 1993**
ACTIVITY: **Biotechnology (agrobusiness); mission to**
LOCATION: **Missouri, Illinois**
CONTACT: **EAITC**
TELEPHONE: **613-944-6577**

(record #: 206)

UTI_

ACTIVITY CANCELLED, APRIL 1993

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **Dec 1993**
ACTIVITY: **Biotechnology and hightech; investment forum**
LOCATION: **San Jose**
CONTACT: **EAITC**
TELEPHONE: **613-944-6577**

(record #: 207)

UTI_

ACTIVITY CANCELLED, APRIL 1993

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **TBD 1993**
ACTIVITY: **Biotechnology, toxicology; breakfast, seminars**
LOCATION: **San Diego**
CONTACT: **J P Petit**
TELEPHONE: **613-944-9482**

(record #: 210)

UTO_

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 211)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **TBD 1993**
ACTIVITY: **Biotechnology; breakfast, seminars**
LOCATION: **Los Angeles**
CONTACT: **J P Petit**
TELEPHONE: **613-944-9482**

EAITC

UTO_

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 212)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **TBD 1993**
ACTIVITY: **Biotechnology; breakfast, seminars**
LOCATION: **New York City**
CONTACT: **J P Petit**
TELEPHONE: **613-944-9482**

EAITC

UTO_

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 213)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **TBD 1993**
ACTIVITY: **Biotechnology; breakfast, seminars**
LOCATION: **Princeton**
CONTACT: **J P Petit**
TELEPHONE: **613-944-9482**

EAITC

UTO_

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 214)

SECTOR: **Bio-Industries**
AREA: United States
DATE: TBD 1993
ACTIVITY: Biotechnology: cellular genetics, development genetics, protein engineering, microbial ecology; breakfast, seminars
LOCATION: Philadelphia
CONTACT: J P Petit EAITC UTO_
TELEPHONE: 613-944-9482

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 215)

SECTOR: **Bio-Industries**
AREA: United States
DATE: TBD 1993
ACTIVITY: Biotechnology: designer foods, biosensors and bioelectronics, gene-splicing, biotech breakthroughs breakfast; breakfast, seminars
LOCATION: Chicago
CONTACT: J P Petit EAITC UTO_
TELEPHONE: 613-944-9482

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 216)

SECTOR: **Bio-Industries**
AREA: United States
DATE: TBD 1993
ACTIVITY: Biotechnology; breakfast, seminars
LOCATION: Seattle
CONTACT: J P Petit EAITC UTO_
TELEPHONE: 613-944-9482

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 218)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **TBD 1993**
ACTIVITY: **Biotechnology: enzymes, health care, bio-research laboratories, Canadian technologies; breakfast, seminars**
LOCATION: **San Jose**
CONTACT: **J P Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

10 BIOTECHNOLOGY BREAKFAST SEMINARS.

SCOPE: To allow Canadian firms to describe to a selected group of US biotech firms their products and services.

ATTENDANCE: 5 Canadian firms will be invited per breakfast and 15 to 20 US firms will be in attendance at every breakfast.

(record #: 217)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **TBD 1993**
ACTIVITY: **Bio industries; research partnering**
LOCATION: **U.S.**
CONTACT: **Audrey Turner** InvCan -
TELEPHONE: **613-995-0759**

Between five to eight Canadian research institutes who are seeking strategic partners will be recruited for this Strategic Partnering event. The event will involve presentations by Canadian participants and individual meetings with U.S. research institutes and corporations.

(record #: 208)

SECTOR: **Bio-Industries**
AREA: **United States**
DATE: **Mar 1994**
ACTIVITY: **Health care and pharmaceuticals; strategic partnering**
LOCATION: **New York City**
CONTACT: EAITC UTI_
TELEPHONE: **613-944-6577**

ACTIVITY CANCELLED, APRIL 1993

(record #: 209)

SECTOR: **Bio-Industries**
AREA: United States
DATE: Mar 1994
ACTIVITY: Bio industries; strategic partnering (investment)
LOCATION: U.S.
CONTACT: Audrey Turner InvCan
TELEPHONE: 613-995-0759

Between five to eight Canadian firms and research institutes who are seeking investment/strategic partners will be recruited for this Strategic Partnering event. The event will involve presentations by Canadian participants and individual meetings with U.S. corporations.

(record #: 219)

SECTOR: **Bio-Industries**
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Environmental innovations; information booth: Tecnova
LOCATION: Madrid
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-996-6359

Canada's first participation to this Medical and Health Care products and services show. The objective is to introduce Canadian companies to the Spanish market and inform Spanish biotechnology firms of opportunities for technological transfer and strategic ventures. Information booth.

(record #: 220)

SECTOR: **Bio-Industries**
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Biotech products and processes; information booth and exhibition: Bioexpo '93
LOCATION: Paris
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-996-2363

This will be the third Canadian participation at Biotech. We anticipate 20 Canadian companies will exhibit biotechnology products. This Trade Event Main Products Groups/Sectors: Research activities - process and products - laboratory technology/production techniques - informatics - services and applications.

(record #: 221)

SECTOR: **Bio-Industries**
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Biotechnology; mission to
LOCATION: Austria
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-9766

Eight Canadian biotechnology companies will visit Austria to generate export sales and technology exchange.

(record #: 222)

SECTOR: **Bio-Industries**
AREA: Western Europe and European Community (EC)
DATE: TBD 1993
ACTIVITY: Biotechnology; investment roundtable
LOCATION: Western Europe
CONTACT: InvCan
TELEPHONE: 613-992-5339

(record #: 223)

SECTOR: **Bio-Industries**
AREA: Japan
DATE: May 1993
ACTIVITY: Biotechnology; investment mission to: Alliance Bio 93
LOCATION: Japan
CONTACT: Dinesh Kakadia InvCan
TELEPHONE: 613-995-2783

Alliance Bio '93 is a strategic partnering conference for leading Canadian and U.S. biopharmaceutical entrepreneurs to establish investment partnerships in Japan. Participating companies will be selected by leading biotech venture investors and bioscientists. Bio consultants and strategic alliance experts will work with these participating companies to identify appropriate partners in Japan and assist in structuring deals. Date: June 2-4, 1993.

(record #: 224)

SECTOR: **Bio-Industries**
AREA: East Asia
DATE: TBD 1993
ACTIVITY: Bio industries; strategic partnering (investment)
LOCATION: Seoul, Taipei, Hong Kong
CONTACT: InvCan
TELEPHONE: 613-995-6639

(record #: 225)

SECTOR: **Bio-Industries**
AREA: Asia Pacific South
DATE: TBD 1993
ACTIVITY: Biotechnology; strategic partnering (investment)
LOCATION: Indonesia, Singapore, Thailand, Malaysia
CONTACT: InvCan
TELEPHONE: 613-995-6634

(record #: 226)

SECTOR: **Bio-Industries**
AREA: Multiple Markets
DATE: Sep 1993
ACTIVITY: Agriculture biotechnology; strategic alliance mission to
LOCATION: Japan, Taiwan
CONTACT: Ken Gibson WED
TELEPHONE: 306-975-5880

A strategic marketing initiative for up to ten Western Canadian agricultural biotechnology firms to seek joint ventures with their counterparts in selected Pacific Rim nations.

(record #: 227)

SECTOR: **Chemicals, Petrochemicals and Pharmaceuticals**
AREA: United States
DATE: Jun 1993
ACTIVITY: Chemicals; investment seminar
LOCATION: Houston
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 228)

SECTOR: Chemicals, Petrochemicals and Pharmaceuticals
AREA: United States
DATE: Dec 1993
ACTIVITY: Chemical equipment; national stand: Chem Show
LOCATION: New York City
CONTACT: R McNally EAITC UTI_
TELEPHONE: 613-944-7486

Chemical processing equipment such as, pumps, valves, heat exchangers, and instrumentation.

SCOPE: Annual conference and exhibition with over 750 exhibitors.

ATTENDANCE: This show attracts over 15,000 high-calibre buyers covering all aspects of the Chemical Processing Industry.

(record #: 229)

SECTOR: Chemicals, Petrochemicals and Pharmaceuticals
AREA: United States
DATE: ONG 1993
ACTIVITY: Promotion of Strategic Alliances in Chemical Sector
LOCATION: U.S.
CONTACT: S. Kandelwal ISTC -
TELEPHONE: 613-954-3075

Facilitate small and medium sized firms to "think globally"; and help them become proactive in considering potential new markets and forging strategic alliances

(record #: 230)

SECTOR: Commercial Services
AREA: United States
DATE: Apr 1993
ACTIVITY: Industrial efficiency financial consultant; partnering mission to
LOCATION: Buffalo
CONTACT: D Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Financial and business services consultants

SCOPE: Representatives of large U.S. manufacturing firms

PARTICIPANTS: Ten Canadian companies

(record #: 231)

SECTOR: Commercial Services
AREA: United States
DATE: May 1993
ACTIVITY: Scientific instruments; mission to: federal government
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

EVENT: Schedule Contracting Mission to the General Services Administration.
PRODUCTS: Scientific instrumentation
SCOPE: Buyers representing the U.S. General Services Administration
PARTICIPANTS: Ten Canadian companies

(record #: 232)

SECTOR: Commercial Services
AREA: United States
DATE: May 1993
ACTIVITY: Hydro rehabilitation; mission to
LOCATION: Eastern seaboard
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Consulting engineering, maintenance software
SCOPE: State and municipal hydro officials
PARTICIPANTS: Ten Canadian companies

(record #: 233)

SECTOR: Commercial Services
AREA: United States
DATE: Jun 1993
ACTIVITY: Hydro rehabilitation; mission to
LOCATION: West coast
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Consulting engineering, maintenance software
SCOPE: State and municipal hydro officials
PARTICIPANTS: Six Canadian companies

(record #: 234)

SECTOR: **Commercial Services**
AREA: **United States**
DATE: **Jun 1993**
ACTIVITY: **Consulting engineers and architects export; conference**
LOCATION: **Minneapolis**
CONTACT: **D. Conrad** EAITC UTO_
TELEPHONE: **613-944-9440**

SERVICES: **Consulting engineering, architectural**
SCOPE: **U.S. engineers and architects**
PARTICIPANTS: **Ten Canadian companies**

(record #: 235)

SECTOR: **Commercial Services**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Architecture and interior designer; mission to**
LOCATION: **Washington D.C.**
CONTACT: **D. Conrad** EAITC UTO_
TELEPHONE: **613-944-9440**

SERVICES: **Architectural and interior design.**
SCOPE: **U.S. architects and industry associations.**
PARTICIPANTS: **Twelve Canadian companies.**

(record #: 236)

SECTOR: **Commercial Services**
AREA: **United States**
DATE: **Nov 1993**
ACTIVITY: **Engineering, health care and financial; mission to**
LOCATION: **Detroit, Indianapolis**
CONTACT: **D. Conrad** EAITC UTO_
TELEPHONE: **613-944-9440**

SERVICES: **Business support, training, management consulting, legal and accounting, health care and public transit.**
SCOPE: **The mission will include one-on-one meetings with potential clients and partners in these sub-sectors.**
PARTICIPANTS: **Eight Canadian companies**

(record #: 237)

SECTOR: Commercial Services
AREA: United States
DATE: Jan 1994
ACTIVITY: Architects; mission to: Lake Superior Design Conference
LOCATION: Minneapolis
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Architectural and design
SCOPE: Over 100 U.S. architects and specifiers
PARTICIPANTS: Twelve Canadian companies

(record #: 238)

SECTOR: Commercial Services
AREA: United States
DATE: Feb 1994
ACTIVITY: Health care insurance management; mission to
LOCATION: Minneapolis
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Consulting, specialized in the design of health
care programs.
SCOPE: State officials involved in recently-legislated state
health care programs.
PARTICIPANTS: Ten Canadian companies.

(record #: 239)

SECTOR: Commercial Services
AREA: United States
DATE: Mar 1994
ACTIVITY: Transport and environment services; mission to: Borderland Trade
Show
LOCATION: El Paso
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9440

ACTIVITY CANCELLED, APRIL 1993

(record #: 240)

SECTOR: Commercial Services
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Construction; information booth: EMEX
LOCATION: Stockholm
CONTACT: Gaston Thompson EAITC
TELEPHONE: 613-995-4730

RWT_

The Canadian Trade Office in Stockholm will operate an info. Booth at this event. Litterature from canadian companies will be displayed in order to promote the canadian construction industries.

(record #: 241)

SECTOR: Commercial Services
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Construction; mission to
LOCATION: Spain
CONTACT: Helene Guillot EAITC
TELEPHONE: 613-996-6359

RWT_

Information to follow

(record #: 242)

SECTOR: Commercial Services
AREA: Japan
DATE: Apr 1993
ACTIVITY: Resort development; seminar
LOCATION: Tokyo, Osaka, Nagoya
CONTACT: John R. Schofield EAITC
TELEPHONE: 613-995-8596

PNJ_

A delegation of 5 Canadian professional golf course architects & designers to give presentations at seminars in Tokyo & Osaka to investors, developers, golf course owners and managers, as well as prefectural planning officials & golf media, in order to introduce Cdn. golf resort designers to the Japanese market and to provide market opportunities for the sale of Canadian resort design and resort-related products and equipment.

(record #: 243)

SECTOR: Commercial Services
AREA: Japan
DATE: Jun 1993
ACTIVITY: R-2000 project; mission to
LOCATION: Japan
CONTACT: Darinka Tolot EMRC
TELEPHONE: 613-943-2259

A workshop/meeting and a corresponding mission by EMRC to Japan are planned to explore opportunities for collaborative research, technology transfer and joint commercialization opportunities between Japan and Canada in energy-efficient housing. (In connection with the Innovative Housing'93 World Conference, in Vancouver)

(record #: 244)

SECTOR: Commercial Services
AREA: Africa and the Middle East
DATE: May 1993
ACTIVITY: Construction services and products; mission to
LOCATION: Beirut
CONTACT: Michael Wooff EAITC GBT_
TELEPHONE: 613-944-6983

With the end of the Lebanese civil war and an improving economy, there are opportunities in the areas of engineering, equipment and construction materials for rebuilding throughout the country. A six member mission is proposed to investigate this market.

(record #: 245)

SECTOR: Commercial Services
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Education and training services; mission to: Education and Training Conference
LOCATION: Kuwait and other Gulf States
CONTACT: Ron Bollman EAITC GBT_
TELEPHONE: 613-944-6847

Canadian companies have been quite successful in the Gulf region in the education and training sectors. This mission would coincide with a conference on education and training being organized by the Kuwait Public Authority for Applied Education and Training. The mission will also visit the Emirates.

(record #: 246)

SECTOR: Commercial Services
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Construction products and services; information booth and mission to: CIHAC '93
LOCATION: Mexico City
CONTACT: Carlos Munante EAITC LGT_
TELEPHONE: 613-996-2268

This will be our first participation in the CIHAC event which will feature construction materials and technology.

(record #: 247)

SECTOR: Commercial Services
AREA: Latin America and the Caribbean
DATE: Nov 1993
ACTIVITY: Trading House; mission to
LOCATION: Caribbean
CONTACT: Tom Bearss EAITC LGT_
TELEPHONE: 613-943-8807

Trading House Missions constitute excellent means of accessing small Caribbean markets. Emphasis has been on builders materials, hardware products, food products for the HRI trade, and automotive parts. We expect six to eight companies to participate.

(record #: 248)

SECTOR: Commercial Services
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Sub-contracting; mission to
LOCATION: Baltic States
CONTACT: Belkis Possamai EAITC RBT_
TELEPHONE: 613-996-6652

(record #: 249)

SECTOR: Commercial Services
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Oct 1993
ACTIVITY: Energy resources management; mission to
LOCATION: Russia
CONTACT: Peter Easton EMRC
TELEPHONE: 613-996-1185

A recent mission to Russia identified a number of projects in the area of resource management which would be of assistance

to Russians. Included are the good oilfield management and comparative fiscal systems projects which would involve the participation of the private sector. These projects are being assessed for funding and should take place over the next 12-18 months.

(record #: 250)

SECTOR: Commercial Services
AREA: Multiple Markets
DATE: May 1993
ACTIVITY: Let's Talk Risk; workshop on export finance
LOCATION: Saskatoon
CONTACT: P. Lafleur ISTC
TELEPHONE: 306-975-5318

One-day workshop to discuss export finance

(record #: 252)

SECTOR: Consumer Products
AREA: United States
DATE: Apr 1993
ACTIVITY: Footware All-Industry Marketing Conference (AIM)
LOCATION: Tucson
CONTACT: A. Labarge ISTC
TELEPHONE: 613-954-2921

Sponsored by the Footware Industries of America - event provides insights into ways of conducting business in the footware market globally. Provides opportunity to update knowledge of US footware market and establish contacts with major international/US buyers

(record #: 253)

SECTOR: Consumer Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Montréal Residential Show; mission from U.S. to
LOCATION: Montreal
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

June 13-16, 1993

PRODUCTS: Contemporary residential furniture, accessories, and bedding.

SCOPE: Regional show, 400 exhibitors.

ATTENDANCE: Furniture retailers, wholesalers, manufacturers representatives.

(record #: 254)

SECTOR: Consumer Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Giftware; national stand: Crafts and Gift Show
LOCATION: Washington D.C.
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

June 19-22, 1993, National show, 500 exhibitors
ATTENDANCE: Trade attendees (approximately 10,000) include specialty, chain, department and independents retail stores, imports/export firms, boutiques, gift and card shops, mail order/catalogue houses, craft shops and distributors.

(record #: 255)

SECTOR: Consumer Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Giftware; national stand: Crafts and Gift Show
LOCATION: Charlotte
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

June 26-29, 1993
Gift, Craft, Jewellery, Houseware, Stationary, Gourmet food
SCOPE: National show, 600 exhibitors
ATTENDANCE: 7,000 retailers, wholesalers, reps.

(record #: 256)

SECTOR: Consumer Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Giftware, arts and crafts, jewellery; solo show: Giftware Rep Locator
LOCATION: Minneapolis
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

June 14-16, 1993
16 exhibitors
ATTENDANCE: 125 independant sales agent (reps) and some buyers

(record #: 257)

SECTOR: Consumer Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Arts and Crafts; national stand: Inuit Art Exhibit
LOCATION: Columbus
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9479

ACTIVITY CANCELLED, APRIL 1993

(record #: 258)

SECTOR: Consumer Products
AREA: United States
DATE: Jul 1993
ACTIVITY: Contract furniture; national stand: Designfest '93
LOCATION: Orlando
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

July 23-24, 1993

PRODUCTS: Office/contract furniture and seating.

SCOPE: National show, 400 exhibitors .

ATTENDANCE: 4,000 U.S. designers, architects, specifiers and
manufacturers reps.

(record #: 259)

SECTOR: Consumer Products
AREA: United States
DATE: Jul 1993
ACTIVITY: Giftware; information booth: Gift Show
LOCATION: Atlanta
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9479

ACTIVITY CANCELLED, APRIL 1993

(record #: 260)

SECTOR: Consumer Products
AREA: United States
DATE: Jul 1993
ACTIVITY: Giftware; national stand: Summer Gift Show
LOCATION: Rochester
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

July 18-21, 1993

PRODUCTS: Giftware and Craft

SCOPE: Regional show, 350 exhibitors

ATTENDANCE: 2,800 retailers, wholesalers and reps.

(record #: 261)

SECTOR: Consumer Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Apparel; national stand: Eurostyle
LOCATION: New York City
CONTACT: N. Peacock
TELEPHONE: 613-944-9476

EAITC

UTI_

Men's Clothing and Accessories
SCOPE: 175 exhibitors (25 Canadian)
ATTENDANCE: Approx. 1000 men's wear specialty and boutique buyers.

(record #: 262)

SECTOR: Consumer Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Apparel; national stand: Mid West Men's Wear Collective
LOCATION: Chicago
CONTACT: N. Peacock
TELEPHONE: 613-944-9476

EAITC

UTI_

Men's Clothing and Accessories
SCOPE: Approx. 250 exhibitors (15 Canadian)
ATTENDANCE: Approx. 3000-4000 Mid-West buyers

(record #: 263)

SECTOR: Consumer Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Sporting goods and apparel; national stand: National Sporting Goods Association World Sports Expo '93
LOCATION: Chicago
CONTACT: M. Nepinak
TELEPHONE: 613-944-6134

EAITC

UTO_

August 1-3, 1993
PRODUCTS: Athletic Footwear, Equipment, Apparel and Licensed Products.
SCOPE: National Stand within a world international show.
ATTENDANCE: 86,168 sporting goods industry retailers, manufacturers, distributors, sales agents.

(record #: 264)

SECTOR: Consumer Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Sporting goods and apparel; national stand: Outdoor Retailer
Expo West
LOCATION: Reno
CONTACT: M. Nepinak EAITC UTO_
TELEPHONE: 613-944-6134

ACTIVITY CANCELLED, APRIL 1993

(record #: 265)

SECTOR: Consumer Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Apparel; national stand: Canada Mode
LOCATION: New York City
CONTACT: N. Peacock EAITC UTI_
TELEPHONE: 613-944-9476

Women's Bridge/Designer Fashions
SCOPE: 36-50 exhibitors
ATTENDANCE: Targeted at specific buyer group
Approx. 350-400 expected

(record #: 266)

SECTOR: Consumer Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Boat and boat products; national stand: IMTEC
LOCATION: Chicago
CONTACT: J.P. Petit EAITC UTO_
TELEPHONE: 613-944-9482

September 9-12, 1993.
PRODUCTS: Recreational boats and marine accessories.
SCOPE: Largest marine trade show in the world in terms of
exhibits space and number of visitors.
PARTICIPANTS: 20-25 manufacturers, primarily new exporters or
firms unfamiliar with IMTEC or marketing boats and marine
accessories in the USA, regrouped in a national stand.

(record #: 994)

SECTOR: Consumer Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Contract furniture; solo show
LOCATION: Cincinnati
CONTACT: M. Samson
TELEPHONE: 613-944-9479

EAITC

UTO_

Office/contract furniture and seating, 100 buyers, specifiers and architects.

(record #: 267)

SECTOR: Consumer Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Contract furniture; solo show
LOCATION: Philadelphia
CONTACT:
TELEPHONE: 613-944-9479

EAITC

UTO_

ACTIVITY CANCELLED, APRIL 1993

(record #: 268)

SECTOR: Consumer Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Contract furniture; solo show
LOCATION: Detroit
CONTACT: M. Samson
TELEPHONE: 613-944-9479

EAITC

UTO_

October 18, 1993
PRODUCTS: Office/contract furniture and seating
SCOPE: Solo show, 10-15 exhibitors
ATTENDANCE: 100 qualified buyers and office furniture specifiers

(record #: 269)

SECTOR: Consumer Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Furniture; solo show
LOCATION: Cincinnati
CONTACT: M. Samson
TELEPHONE: 613-944-9479

EAITC

UTO_

October 18, 1993

PRODUCTS: Office/contract furniture and seating

SCOPE: Solo show, 10-15 exhibitors.

ATTENDANCE: 100 qualified buyers and office furniture
specifiers.

(record #: 270)

SECTOR: Consumer Products
AREA: United States
DATE: Oct 1993
ACTIVITY: BC Indian Crafts; solo show
LOCATION: Washington D.C.
CONTACT: M. Samson
TELEPHONE: 613-944-9479

EAITC

UTO_

October 29, 1993

PRODUCTS: Native arts

SCOPE: Solo exhibit with five galleries/companies

ATTENDANCE: U.S. buyers, wholesalers

(record #: 271)

SECTOR: Consumer Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Mission NEEF Folio (New York)
LOCATION: New York City
CONTACT: H. Parker
TELEPHONE: 613-954-3105

ISTC

To assist the Canadian magazine publishing industry to
consider the US market. Mission will coincide with the Folio
show which offers a wide variety of seminars of interest to
participants.

(record #:1003)

SECTOR: Consumer Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Recreational boats and accessories; national stand: The
Fort-Lauderdale International Boat Show
LOCATION: Fort Lauderdale
CONTACT: Jean-Pierre Petit EAITC UTO_
TELEPHONE: 613-944-9482

Recreational boats and marine accessories.
SCOPE: Largest "In-water" boat show in the world.
ATTENDANCE: 800 exhibitors and 85,000 trade visitors,
including distributors, dealers, retailers, wholesalers and
agents.
PARTICIPANTS: 10-15 Canadian manufacturers of recreational
boats and marine accessories, regrouped in a national stand.

(record #: 272)

SECTOR: Consumer Products
AREA: United States
DATE: Nov 1993
ACTIVITY: International Interior Design Exposition; mission from U.S. to
LOCATION: Toronto
CONTACT: M. Samson EAITC ISTC UTO_
TELEPHONE: 613-944-9479 613-954-3094

November 19-21, 1993
PRODUCTS: Office/contract furniture and accessories.
SCOPE: National show, 450 exhibitors.
ATTENDANCE: Architects, specifiers, agents, interior
designers.

(record #: 273)

SECTOR: Consumer Products
AREA: United States
DATE: Nov 1993
ACTIVITY: National Spa and Swimming Pool Institute International
Exhibition
LOCATION: Anaheim
CONTACT: J.W. Van Zant, M. Nepinak ISTC EAITC _
TELEPHONE: 613-954-3109 613-944-6134

In cooperation with EAITC, to identify Canadian companies and
coordinate a national stand at the major swimming pool show in
North America. Anticipate increased exports and opportunities
for licencing. November 3-5, 1993.
PRODUCTS: Equipment, accessories, construction and other
services related to pools, whirlpools, suanas and patios.
ATTENDANCE: 12,000 from over 61 countries, with over 450
Exhibitors.

(record #:1000)

SECTOR: Consumer Products
AREA: United States
DATE: Dec 1993
ACTIVITY: Arts and crafts; buyers from U.S.A. to: Salon des Métiers d'art
LOCATION: Montreal
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-994-9479

(record #: 274)

SECTOR: Consumer Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Apparel; mission to
LOCATION: Minneapolis
CONTACT: N. Peacock EAITC UTI_
TELEPHONE: 613-944-9476

Men's/Women's/Children's Apparel
SCOPE: up to 15 Canadian firms

(record #: 275)

SECTOR: Consumer Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Contract furniture; mission from U.S. to
LOCATION: Toronto
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

January 9-11, 1994
PRODUCTS: Full range of residential furniture, accessories,
and bedding.
SCOPE: Regional show, 400 exhibitors.
ATTENDANCE: North American furniture retailers, wholesalers,
manufacturers representatives 8.

(record #: 276)

SECTOR: Consumer Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Giftware; national stand: Crafts and Gift Show
LOCATION: Chicago
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

Jan. 23-27, 1994
PRODUCTS: Giftware, crafts and jewellery, stationary,
SCOPE: National show, 1000 exhibitors
ATTENDANCE: 20,000 buyers from specialty and department
stores, importers, distributors, agents, chain stores, gift
shops and boutiques.

(record #: 277)

SECTOR: Consumer Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Safety equipment and clothing; mission to: General Services
Administration
LOCATION: Fort Worth
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Consumer products.
SCOPE: Federal government purchasers will offer briefings on
selling to the government.
PARTICIPANTS: Eight Canadian companies.

(record #: 278)

SECTOR: Consumer Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Audio products; information booth: CES
LOCATION: Las Vegas
CONTACT: EAITC TAC_
TELEPHONE: 613-996-1435

ACTIVITY CANCELLED, APRIL 1993

(record #:1001)

SECTOR: Consumer Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Gift, craft, jewellery, houseware; national stand: Charlotte
Gift Show
LOCATION: Charlotte, N.C.
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

National shows, 600 exhibitors, 7000 retailers, wholesalers
and reps.

(record #: 279)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Apparel; national stand: Canada Mode
LOCATION: New York City
CONTACT: N. Peacock EAITC UTI_
TELEPHONE: 613-944-9476

Women's Bridge/Designer Fashions
SCOPE: 36-50 exhibitors
ATTENDANCE: Targeted at specific buyer group
approx. 350-400 expected

(record #: 280)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Apparel; national stand: Eurostyle
LOCATION: New York City
CONTACT: N. Peacock EAITC UTI_
TELEPHONE: 613-944-9476

Men's Clothing and Accessories
SCOPE: 175 exhibitors (25 Canadian)
ATTENDANCE: approx. 1000 men's wear specialty and
boutique buyers.

(record #: 281)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Apparel; national stand: Mid West Men's Wear Collective
LOCATION: Chicago
CONTACT: N. Peacock EAITC UTI_
TELEPHONE: 613-944-9476

Men's Clothing and Accessories
SCOPE: Approx. 250 exhibitors (15 Canadian)
ATTENDANCE: Approx. 3000-4000 Mid-West buyers

(record #: 282)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Apparel; national stand: Western Shoe Associates Show
LOCATION: Las Vegas
CONTACT: N. Peacock EAITC UTI_
TELEPHONE: 613-944-9476

Winter Boots / Shoes Men & Wos.
SCOPE: 975 exhibitors
ATTENDANCE: Approx. 20,000 buyers

(record #: 283)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Apparel; mission to
LOCATION: Buffalo
CONTACT: N. Peacock EAITC UTI_
TELEPHONE: 613-944-9476

Men's/Women's/Children's Apparel
SCOPE: up to 15 Canadian firms
ATTENDANCE: N/A

(record #: 284)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Giftware; national stand: Winter Gift Show
LOCATION: Rochester
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9476

Feb. 6-9, 1994
PRODUCTS: Giftware and Crafts
SCOPE: Regional show, 350 exhibitors
ATTENDANCE: 2800 retailers, wholesalers, reps.

(record #: 285)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Atlantic Crafts Show; mission from U.S. to
LOCATION: Halifax
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9476

Feb. 6-8, 1994
PRODUCTS: Arts, crafts, apparel, giftware
SCOPE: Regional show, 200 exhibitors
ATTENDANCE: U.S. buyers and commercial officers U.S. posts

(record #: 286)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Boat and boat products; national stand: International Miami Boat Show
LOCATION: Miami
CONTACT: J P Petit EAITC UTO_
TELEPHONE: 613-944-9482

PRODUCTS: Recreational boats and marine accessories.
SCOPE: The 1993 show attracted 1,200 exhibitors and 100,000 visitors. It caters to U.S., Latin American, European and Middle East markets. Open to trade and to the public.
PARTICIPANTS: Some 20 Canadian manufacturers of recreational boats and marine accessories will participate in our national stand.

(record #:1002)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Giftware, crafts, jewellery; buyers from U.S.A. to: Toronto
Spring Gift Show
LOCATION: Toronto
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

PRODUCTS: Giftware, crafts, jewellery
SCOPE: National show, 2000 booths
ATTENDANCE: U.S. buyers and commercial officers U.S. posts

(record #:1008)

SECTOR: Consumer Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Sporting goods equipment, apparel, and licensed products;
information booth: Sporting Goods Manufacturing Association
(SGMA) Super Show
LOCATION: Atlanta
CONTACT: M. Nepinak EAITC UTO_
TELEPHONE: 613-944-6134

Sporting goods equipment, apparel (which includes activewear
and footwear) and licensed products.
SCOPE: Information Booth along with samples and directions or
locator to Canadian exhibitors at this world premier event.
ATTENDANCE: Over 100,000 with approximately 3,550 exhibitors

(record #: 287)

SECTOR: Consumer Products
AREA: United States
DATE: Mar 1994
ACTIVITY: Furniture; forum: Health Care Design
LOCATION: Minneapolis
CONTACT: M. Samson EAITC UTO_
TELEPHONE: 613-944-9479

March 24-25, 1994
PRODUCTS: Healthcare, institutional furniture.
SCOPE: Solo show, 15 exhibitors.
ATTENDANCE: 500 designers, architects, purchasing officials,
facilities administrators, and products engineers.

SECTOR: Consumer Products
AREA: United States
DATE: Mar 1994
ACTIVITY: Contract furniture; solo show
LOCATION: Cleveland, Columbus
CONTACT:
TELEPHONE: 613-944-9479

EAITC

UTO_

(record #: 288)

ACTIVITY CANCELLED, APRIL 1993

SECTOR: Consumer Products
AREA: United States
DATE: Sep 1994
ACTIVITY: Sporting goods; information booth: Interbike
LOCATION: Las Vegas
CONTACT: M. Nepinak
TELEPHONE: 613-944-6134

EAITC

UTO_

(record #: 289)

September 17-20, 1993

PRODUCTS: All bicycle types, equipment and related accessories and apparel.

SCOPE: National Stand within the biggest bicycle business event in the world.

ATTENDANCE: 30,000 and 685 Exhibitors.

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Children's books; information booth: Bologna Children's Book Fair
LOCATION: Italy
CONTACT: Lorraine Reardon
TELEPHONE: 613-995-9766

EAITC

RWT_

(record #: 290)

The Bologna Children's Book Fair is considered to be a large-scale book show with up to 30-40 publishers expented this year. Publishers either purchase display shelves or a booth.

(record #: 291)

SECTOR: **Consumer Products**
AREA: **Western Europe and European Community (EC)**
DATE: **Apr 1993**
ACTIVITY: **Fur; mission to**
LOCATION: **Spain**
CONTACT: **Hélène Guillot**
TELEPHONE: **613-996-6359**

EAITC

RWT_

An outgoing mission with 6 to 10 Cdn participants. To promote Canadian fur design in Spain. Spain is a potential market for fur garments. The seminar will give Spanish furriers the opportunity to see the quality of Canadian garments and will increase the business relationship between the Canadian and the Spanish sector.

(record #: 292)

SECTOR: **Consumer Products**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Fur Fair; buyers from Switzerland, Belgium to**
LOCATION: **Montreal**
CONTACT: **See memo**
TELEPHONE: **613-996-7544**

EAITC

RWT_

At present it is not planned to invite buyers from Switzerland and Belgium to the International Fur Fashion Show, Montreal, May 1993.

(record #: 293)

SECTOR: **Consumer Products**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Upholstery machinery; information booth: Interzum '93**
LOCATION: **Cologne**
CONTACT: **Terry Jack**
TELEPHONE: **613-996-3774**

EAITC

RWT_

An Information Booth displaying company brochures. Interzum is an international trade fair for furniture production, interior finishes and furnishings, upholstery machinery.

(record #: 294)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Aug 1993
ACTIVITY: Women's wear; information booth: Premier Women's Wear
LOCATION: Birmingham
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-6565

Canada will have an Information Booth at the largest fashion show in the U.K. with a sister show in spring each year. The premier event is rapidly developing into a major trade promotional venue that attracts both U.K. and international buyers groups.

(record #: 297)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Apparel Manufacturers Mission to IMB Show
LOCATION: Cologne
CONTACT: M. Zalman ISTC
TELEPHONE: 613-954-2888

To organize a group of apparel manufacturers to visit the IMB show in Cologne, Germany - the largest apparel technology show in the world. Also visit select apparel plants

(record #: 295)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Sporting goods; information booth: MIAS International Sport Articles Exhibition
LOCATION: Milan
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-995-4766

10 to 15 Cdn participants. One of the most important international sports article and sportswear exhibitions and the most important in Italy. Information booth, with brochures on 10 to 15 companies.

(record #: 296)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Sporting goods; information booth: ISPO '93
LOCATION: Munich
CONTACT: LORRAINE REARDON EAITC RWT_
TELEPHONE: 613-996-3774

The Canadian Government will undertake to purchase the total floorspace usually occupied at both ISPO '93 and ISPO '94 (a total of 750 SQ.M.).

(record #: 298)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Wood engineering curriculum development - Exchanges with:
LOCATION: Ontario, Manitoba
CONTACT: G. Kress ISTC
TELEPHONE: 204-983-2840

To demonstrate the utility of this approach, this project is to examine the feasibility of transferring curriculum from a German Fachhochschule to a Cdn university setting.

(record #: 299)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Technology Mission to Shoe and Allied Trades Research Association and selected UK Footware Firms
LOCATION: Kettering (U.K.)
CONTACT: J. Heppell ISTC
TELEPHONE: 613-954-2853

Activity is intended to increase awareness of technological products and services available through SATRA to prospective Canadian footwear producers considering industry group membership.

(record #: 305)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: TBD 1993
ACTIVITY: Audio products; solo show
LOCATION: Frankfurt
CONTACT: Lewis Ford
TELEPHONE: 613-996-1435

EAITC

TAC_

At this time Audio products solo show is not on PEMD GI program for FY 1993/94.

(record #: 300)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Feb 1994
ACTIVITY: Hardware products; information booth: Domotechnica '94
LOCATION: Cologne
CONTACT: Gayle McCallum
TELEPHONE: 613-995-9766

EAITC

RWT_

EAITC will provide funding for an Info Booth at this international trade fair for home appliances, household technology, kitchens and kitchenware.

(record #: 301)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Feb 1994
ACTIVITY: Fashion apparel; seminar
LOCATION: Brussels, London, Dusseldorf
CONTACT: InvCan
TELEPHONE: 613-995-7231

InvCan

CANCELLED.

(record #: 302)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Sporting goods; information booth: Swisspo '94
LOCATION: Zurich
CONTACT: Hélène Guillot
TELEPHONE: 613-996-7544

EAITC

RWT_

An Information Booth to a biannual event in Zurich attracting over 7000 trade visitors. This is a sporting goods exhibition.

(record #: 303)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Sporting goods; information booth: ISPO '94
LOCATION: Munich
CONTACT: LORRAINE REARDON EAITC RWT_
TELEPHONE: 613-996-3774

The Canadian Government will undertake to purchase the total floorspace usually occupied at both ISPO '93 and ISPO '94 (a total of 750 SQ.M.). Stand construction and company recruitment will be handled by UNILINK - Derek Complin - of Toronto.

(record #: 304)

SECTOR: Consumer Products
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Hardware; national stand: International Hardware Fair
LOCATION: Cologne
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-3774

EAITC will provide funding for a National Stand at International Hardware Fair 94, Cologne, Germany, March 1994. This show features the world centre for tools, security systems, locks and fittings with the builders and DIY Supplies. Canada will have two stands (Tools Centre and DIY Centre).

(record #: 306)

SECTOR: Consumer Products
AREA: Japan
DATE: Apr 1993
ACTIVITY: Consumer Products; information booth: Tokyo International Trade Fair
LOCATION: Tokyo
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE: 613-995-1677

Canadian information booth at the most important trade fair in Japan for consumer products.

(record #: 307)

SECTOR: Consumer Products
AREA: Japan
DATE: Aug 1993
ACTIVITY: Solo Giftware and Jewellery Show
LOCATION: Tokyo, Osaka
CONTACT: C. McClymont ISTC
TELEPHONE: 613-954-3104

Event is intended to restore Canada's exports of jewellery/
giftware to Japan. Primary focus is trade promotion.

(record #: 310)

SECTOR: Consumer Products
AREA: Japan
DATE: TBD 1993
ACTIVITY: Consumer Products; mission from Japan to
LOCATION: Canada
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE: 613-995-1677

PROJECT CANCELLED.

(record #: 308)

SECTOR: Consumer Products
AREA: Japan
DATE: Feb 1994
ACTIVITY: Fur and apparel; information booth: Fur and Fashion Tokyo Show
LOCATION: Tokyo
CONTACT: Patricia Cronin EAITC PNJ_
TELEPHONE: 613-996-2460

The Canadian Embassy will operate an information booth during
the show to display literature and respond to inquiries about
the Canadian fur industry. Japan is a growing market for fur
products. Canadian exports represent only about 10% of the
import market; aggressive marketing of quality Canadian
products could substantially increase sales to this area.

(record #: 309)

SECTOR: Consumer Products
AREA: Japan
DATE: Apr 1994
ACTIVITY: Canadian residential furniture; solo show
LOCATION: Osaka
CONTACT: G. DANIEL CARON
TELEPHONE: 613-995-1677

EAITC

PNJ_

In conjunction with the Tokyo Furnitue Show, the Canadian Consulate General will host a Canadian solo show in OSAKA.

(record #: 311)

SECTOR: Consumer Products
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Fashion; buyers from Hong Kong to
LOCATION: Toronto, Montreal
CONTACT: Mrkich, Dan
TELEPHONE: 613-995-6962

EAITC

PNC_

A number of buyers in the high fashion industry from Hong Kong will Canadian suppliers in Vancouver, Toronto and Montreal.

(record #: 312)

SECTOR: Consumer Products
AREA: East Asia
DATE: Mar 1994
ACTIVITY: Audio products; show
LOCATION: Hong Kong, Taiwan
CONTACT: Ford, Lewis
TELEPHONE: 613-996-1435

EAITC

TAC_

A national stand accommodating a number of participating Canadian companies that produce audio products, which attracts hundreds of exhibitors and thousands of visitors, including retailers, wholesalers, distributors and agents. Although held in Hong Kong this is a major event for all of S.E. Asia. A Solo Show in Taiwan featuring only Canadian exhibitors would proceed this event.

(record #: 313)

SECTOR: Consumer Products
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Canadian Hardware Show; mission from New Zealand to
LOCATION: Toronto
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

Inward missions of NZ importers and retail chain buyers at the time of the Canadian Hardware Show have been progressively introduced over the last few years to promote Canadian capabilities. New agency agreements and contracts are signed each year resulting in a steady increase in exports of hardware and consumer products.

(record #: 314)

SECTOR: Consumer Products
AREA: Africa and the Middle East
DATE: Mar 1994
ACTIVITY: Trading House; mission to
LOCATION: Iran
CONTACT: Fred Matuk EAITC GBT_
TELEPHONE: 613-944-7029

This will be our first consumer products trading house mission to Iran. Mission will focus on auto parts and garage equipment, chemicals, non-luxury consumer goods, food products, medical equipment and supplies.

(record #: 315)

SECTOR: Consumer Products
AREA: Latin America and the Caribbean
DATE: Apr 1993
ACTIVITY: Hardware; information booth: Hardware Merchants Association of Jamaica Show '93
LOCATION: Kingston
CONTACT: Cancelled Event EAITC LGT_
TELEPHONE: 613-996-6921

ACTIVITY CANCELLED, APRIL 1993

(record #: 316)

SECTOR: Consumer Products
AREA: Latin America and the Caribbean
DATE: Oct 1993
ACTIVITY: Consumer products and industrial machinery; mission to
LOCATION: Santiago
CONTACT: Cancelled event EAITC LGT_
TELEPHONE: 613-996-4199

ACTIVITY CANCELLED, APRIL 1993

(record #: 317)

SECTOR: Consumer Products
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: General sales; mission to
LOCATION: Jamaica, Dominican Republic
CONTACT: Tom Bearss 943-8807 EAITC LGT_
TELEPHONE: 613-996-3877

The Dominican Republic portion will be follow-up to
a multi-sectoral mission organized and led by LGT in March,
1993. This will also be an opportunity to restimulate
interest in Jamaica. Eight to ten firms would participate.

(record #: 318)

SECTOR: Consumer Products
AREA: Central/Eastern Europe and the Commonwealth of Independent
States
DATE: May 1993
ACTIVITY: Consumer products; information booth: TIBCO '93
LOCATION: Bucharest
CONTACT: Brett Naisby EAITC RBT_
TELEPHONE: 613-996-7107

Consumer products info booth. May 31-June 5 1993. Horizontal
trade fair with international participation; exhibits range
from textiles, leatherwear and furniture to literature and
souvenirs and sports. Canada participates for the second time
with 54 sq m. info booth two meeting rooms.

(record #: 319)

SECTOR: Consumer Products
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: TBD 1993
ACTIVITY: Household and consumer goods; buyers from Yugoslavia, Bulgaria to
LOCATION: Canada
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 320)

SECTOR: Consumer Products
AREA: Multiple Markets
DATE: May 1993
ACTIVITY: European Furniture Design and Technology
LOCATION: Paris, Milan
CONTACT: D. Hoye ISTC
TELEPHONE: 613-954-5258

Exploration of European management of design and technology.

(record #: 321)

SECTOR: Consumer Products
AREA: Multiple Markets
DATE: Aug 1993
ACTIVITY: National Hardware Show; National Stand
LOCATION: Chicago
CONTACT: M. Leonard ISTC
TELEPHONE: 613-941-5267

To participate in Canadian group exhibit, comprising mostly of first-time participants to establish market contacts and organize a distribution network. Evaluate Canadian industry competitiveness and identify other market and/or joint venture opportunities.

(record #: 322)

SECTOR: Consumer Products
AREA: Multiple Markets
DATE: Feb 1994
ACTIVITY: The 9th International Office Environment and Management Show
LOCATION: Tokyo
CONTACT: B. McDonough ISTC
TELEPHONE: 613-954-3094

To confirm openings for office and contract furniture in Japan and other market in the Pacific Rim.

(record #: 323)

SECTOR: Defence Products
AREA: United States
DATE: Apr 1993
ACTIVITY: Aerospace, land and marine electronics; information booth:
Sea-Air-Space/Navy League
LOCATION: Washington D.C.
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

This defence trade show is organized by the US Navy League. Canadian participation in the show is being coordinated by the Canadian Maritime Industries Association and supported by External Affairs and International Trade Canada. Membership in US Navy League is a requirement to exhibit.

(record #: 327)

SECTOR: Defence Products
AREA: United States
DATE: May 1993
ACTIVITY: Defence electronics, aerospace, land and marine system;
symposium, information booth: TABES '93
LOCATION: Huntsville (Alabama)
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Canadian government participation in this major trade event in Huntsville will be in the form of an information booth. Canadian company literature will be exposed to prime contractors and commercial businesses in the defence-aerospace and space sectors.

(record #: 328)

SECTOR: Defence Products
AREA: United States
DATE: May 1993
ACTIVITY: Security equipment; national stand: COPEX '93
LOCATION: Baltimore
CONTACT: P A Rolland EAITC UTO_
TELEPHONE: 613-944-9475

May 25-26/93

PRODUCTS: Security and surveillance equipment for covert police and paramilitary operations, including surveillance, property and personal protection, anti-drug and anti-terrorist activities, internal security, counter insurgency and special operations.

ATTENDANCE: 250 exhibitors, 2,500 attendees, from Armed Forces, special agencies, public and private law enforcement organizations.

(record #: 329)

SECTOR: Defence Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Communication and electronic equipment; national stand: Armed Forces Communication and Electronics Association
LOCATION: Washington D.C.
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

The Canadian Embassy in Washington will support those Canadian companies exhibiting or attending this show by providing a meeting place for selected US officials and US prime contractors to meet the Canadian companies off the show premises.

(record #: 330)

SECTOR: Defence Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Aviation Supply office; mission from Philadelphia to
LOCATION: Toronto, Winnipeg, Montreal
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

US Navy Officials to visit selected Canadian defence contractors for aviation components, systems etc.

(record #: 331)

SECTOR: Defence Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Defence electronics; solo show: Canada Day at Fort Monmouth
LOCATION: Princeton
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Participation will be by Canadian electronics and communications defence companies in a 'solo' show. Discussions with US military staff of USCECOM R&D and Procurement facilities will take place.

(record #: 332)

SECTOR: Defence Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Technical Innovation show; Presentation at Embassy
LOCATION: Washington D.C.
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

The Canadian Embassy will stage two shows in the Embassy to highlight technically innovative companies and products to appropriate US military officials from the Pentagon, Military services headquarters, and leading Washington area prime contractors or representatives.
CONTACT: Canadian Embassy, Washington,
TEL: (202) 682-1740; Fax: (202) 682-7726.

(record #: 333)

SECTOR: Defence Products
AREA: United States
DATE: Jun 1993
ACTIVITY: USAF Wright Laboratory; mission from Dayton to
LOCATION: Canada
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Selected Canadian defence companies with required R&D capabilities will participate in an incoming mission from Wright Patterson Air Force Base to discuss USAF requirements.

(record #: 326)

SECTOR: Defence Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Tribal update modernization project; mission to: COMDEF '93
LOCATION: Norfolk
CONTACT: DND EAITC -
TELEPHONE: 613-992-3868 613-944-9481

The Canadian Embassy in Washington will support those Canadian companies involved in systems used on HMCS Algonquin with a visitor tour of the ship and an information booth at the COMDEF show covering defence and aerospace sectors.

(record #: 334)

SECTOR: Defence Products
AREA: United States
DATE: Jul 1993
ACTIVITY: Philips Laboratory Kirtland Airforce Base; mission to
LOCATION: New Mexico
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

DESCRIPTION: Selected Canadian companies will be invited to participate in this mission to discuss USAF requirements for appropriate defence laboratories.

CONTACT: Canadian Consulate General, Dallas,
Tel: (214) 922-9806; Fax: (214) 922-9815.

(record #: 335)

SECTOR: Defence Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Subcontractor at; national stand: Air Show Canada
LOCATION: Abbotsford
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

The sixth event of this series will have Canadian aerospace and high technology subcontractors presenting their products and services to US defence prime contractors and Canadian prime contractors in a solo Canadian trade event.

(record #: 336)

SECTOR: Defence Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Land and marine systems; information booth: Marine Corp Show
LOCATION: Washington D.C.
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

The Canadian Embassy in Washington through the CDPA will support those Canadian companies exhibiting or attending this show by providing an information booth and meeting place for selected US officials and US prime contractors to meet the Canadian companies.

(record #: 337)

SECTOR: Defence Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Security equipment; national stand: ISC East '93
LOCATION: New York City
CONTACT: P A Rolland EAITC UTO_
TELEPHONE: 613-944-9475

PRODUCTS: Security equipment for the protection of persons and property in residences, protected premises, and public areas.
SCOPE: Regional show serving Northeastern States; 325 exhibitors.
ATTENDANCE: 8,000 visitors, comprising security equipment, retailers, contractors, architects, engineers, building, hospital, airport managers.

(record #: 338)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Defense General Supply; mission from Virginia to
LOCATION: British Columbia, Ontario, Manitoba
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Officials of the DGSC will visit selected Canadian defence contractors in the systems and electronics sector in B.C., Manitoba and Ontario.

(record #: 339)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Philips Laboratory; mission from Dallas to
LOCATION: Eastern Canada
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Selected Canadian companies will be invited to participate in this mission to discuss USAF requirements with respect to this defence laboratory.

(record #: 340)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Vendors to prime contractor; mission to
LOCATION: Utah, Colorado
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9481

ACTIVITY CANCELLED, APRIL 1993

(record #: 341)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Security equipment; national stand: ASIS
LOCATION: Washington D.C.
CONTACT: P A Rolland EAITC UTO_
TELEPHONE: 613-944-9475

Aug 23 - 25/93

PRODUCTS: Security equipment for the protection of personnel, premises and capital equipment in plants, head offices and other industry locations.

SCOPE: Major national show; 350 exhibitors.

ATTENDANCE: 9,500 visitors, predominantly security managers from private companies.

(record #: 342)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Land vehicle; mission to: Land Vehicle Base
LOCATION: Warrens (Michigan)
CONTACT: Robert Webb
TELEPHONE: 613-944-9481

EAITC UTO_

Qualified Canadian companies in the defence electronics, simulation, robotics and vehicle systems will visit this R&D procurement agency. Companies will be briefed on TACOM interests and have the opportunity to exhibit and demonstrate their innovative products and technologies.

(record #: 343)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: McDonnell Douglas; mission from Denver to
LOCATION: Montreal, Toronto, Calgary, Vancouver
CONTACT: Robert Webb
TELEPHONE: 613-944-9481

EAITC UTO_

Qualified Canadian aerospace and electronics companies to meet with McDonnell Douglas during their visit to major Canadian centres.

(record #: 344)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Robotics; mission to
LOCATION: Huntsville (Alabama)
CONTACT: Robert Webb
TELEPHONE: 613-944-9481

EAITC UTO_

Selected and qualified Canadian companies in the Robotics field will visit US Primes and Military Officials in the Huntsville area as a follow-up to the incoming mission to Ottawa in March 1993.

(record #: 345)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Aviation Training Command (ATCOM); mission from U.S.A to
LOCATION: Montreal, Toronto, Vancouver
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

US Army staff will visit various Canadian cities giving seminars on procurement and R&D ventures to the Canadian defence and aerospace industry.

(record #: 998)

SECTOR: Defence Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Defence simulation; mission to
LOCATION: Boston
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

This outgoing mission to US military officials and prime contractors in the Boston territory will consist of Canadian companies with proven capabilities in products and technologies inoperational, training, and logistical simulation devices and systems.
Contact: Canadian Consulate General, Boston,
Tel: (617) 262-3760; Fax: (617) 262-3415.

(record #: 346)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Clean up of military bases in Pacific; mission to
LOCATION: Philadelphia
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Outgoing mission to US Navy, Defence Logistics Agencies, and US primes in the Philadelphia and Washington area to highlight Canadian capabilities and ascertain buying processes.

(record #: 347)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Defence electronics; mission to: Rome Labs/Griffiths
LOCATION: Rome (N.Y.)
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

This mission is for selected Canadian companies in the Defence electronics and Communications sectors.

CONTACT: The Canadian Consulate, Buffalo, NY
TEL: (716) 852-1247 Fax: (716) 852-4340

(record #: 348)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Research and development; mission from Wright Laboratory Dayton to
LOCATION: Eastern Canada
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

This incoming mission will consist of visits by R&D and procurement staff from Wright Laboratories to companies in eastern Canada with capabilities to meet USAF Military Specifications, in the Defence electronics sector. The companies will meet with the R&D and procurement officials to discuss their products and technology.

(record #: 349)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Armament, munition and chemical; mission from St. Louis to
LOCATION: Canada
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

US Army officials will visit various Canadian defence companies across Canada in the armaments/munitions sector.

(record #: 350)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Electronics and chemical equipment; mission to: Electronics and Chemicals Centre
LOCATION: St-Louis
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Mission of US Army Officials from the Armament Munitions and Chemical Command.

DESCRIPTION: US Army officials will visit various Canadian defence companies across Canada in the armaments/munitions sector.

Contact: Canadian Consulate General, Chicago, IL,
Tel: (312) 616-1860; Fax: (312) 616-1877.

(record #: 351)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Vendors to prime contractor; mission to
LOCATION: Dallas, Fort Worth
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9481

ACTIVITY CANCELLED, APRIL 1993

(record #: 324)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: CANEXP II, vendors to prime contractor; mission to
LOCATION: Philadelphia
CONTACT: Robert Webb CMIA UTO_
TELEPHONE: 613-944-9481

DESCRIPTION: Outgoing mission to US Navy, Defence Logistics Agencies, and US primes in the Philadelphia and Washington area to highlight Canadian capabilities and ascertain buying processes.

Contact: Canadian Trade Office, Philadelphia, PA
Tel: (215) 667-8210; Fax: (215) 667-8148.

(record #: 352)

SECTOR: Defence Products
AREA: United States
DATE: Oct 1993
ACTIVITY: AUSA
LOCATION: Washington D.C.
CONTACT: H. Zankl
TELEPHONE: 613-954-3789

ISTC

Largest US land defence equipment exposition and Army conference with exhibitors from around the world

(record #: 353)

SECTOR: Defence Products
AREA: United States
DATE: Nov 1993
ACTIVITY: Aviation Training Command; mission to
LOCATION: St Louis
CONTACT: Robert Webb
TELEPHONE: 613-944-9481

EAITC

UTO_

"Open House" presentation by ATCOM to Canadian suppliers on how to do business with the Command, and the Command's needs in support of the US Army.

Contact: Canadian Consulate General, Chicago, IL,
Tel: (312) 616-1860; Fax: (312) 616-1877.

(record #: 354)

SECTOR: Defence Products
AREA: United States
DATE: Nov 1993
ACTIVITY: Land and marine systems; mission to: U.S. supply Naval Base
LOCATION: Seattle
CONTACT: Robert Webb
TELEPHONE: 613-944-9481

EAITC

UTO_

Mission of BC and Alberta companies to the Bremerton Naval Base, near Seattle.

Qualified companies from Alberta and British Columbia in the Defence Electronics and Aerospace sub-sectors will participate in an outgoing mission to the Bremerton Naval Base to meet US Navy officials.

(record #: 355)

SECTOR: Defence Products
AREA: United States
DATE: Nov 1993
ACTIVITY: Aerospace Industry Association of Canada; mission to: Defence
Logistics Agencies
LOCATION: Philadelphia
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

This mission is coordinated by the Aerospace Industries Association of Canada and supported by the Canadian Trade office in Philadelphia. The DISC is the procurement centre for many industrial type products for the Military.

(record #: 356)

SECTOR: Defence Products
AREA: United States
DATE: Dec 1993
ACTIVITY: Signal equipments; symposium: 21st Annual Fort Gordon Regiment
LOCATION: Augusta (Georgia)
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

This outgoing mission to US military officials and prime contractors in the Boston territory will consist of Canadian companies with proven capabilities in products and technologies in operational, training, and logistical simulation devices and systems.

(record #: 359)

SECTOR: Defence Products
AREA: United States
DATE: TBD 1993
ACTIVITY: Aerospace; mission to: Industry days at two military bases
LOCATION: Orlando
CONTACT: EAITC ISTC UTO_
TELEPHONE: 613-944-9481 613-954-3335

ACTIVITY CANCELLED, APRIL 1993

(record #: 357)

SECTOR: Defence Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Communications and electronics; Conference: Armed Forces
Communication and Electronics Association
LOCATION: San Diego
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9481

The Defence Programs Division of the Canadian Consulate General in Los Angeles will support Canadian companies attending this event with an information booth and meeting area.

(record #: 325)

SECTOR: Defence Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Defence electronics; mission to: Industry day at
Defence/Electronics supply centre
LOCATION: Columbus
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

DESCRIPTION: This outgoing mission will consist of Canadian companies in the Defence electronics sector with capabilities to meet USAF Military Specifications, or equivalent specifications as required. The companies will meet with the R&D and procurement officials to discuss products and technology.
Contact: Canadian Government Defence Trade Office,
Dayton, Tel: (513) 255-4382; Fax: (513) 255-1821.

(record #: 358)

SECTOR: Defence Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Helicopter and helicopter technology; national stand: Helicopter
America International
LOCATION: Las Vegas
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

This will be the first participation of Canada in the Helicopter America Show. With the wider use of these vehicle by many US agencies, information on sub-systems developed by Canadian companies will be displayed at the Canadian information booth.

(record #: 995)

SECTOR: **Defence Products**
AREA: **United States**
DATE: **Mar 1994**
ACTIVITY: **Unmanned vehicle systems development; mission from U.S.A. primes and military staff to**
LOCATION: **Ottawa**
CONTACT: **Robert Webb** EAITC UTO_
TELEPHONE: **613-944-9481**

The second incoming mission and conference for Research & Development staff of US Primes and Military personnel in the Unmanned Vehicle Systems development area.
CONTACT: Canadian Consulate General, Atlanta,
TEL: (404) 577-6810; Fax: (404) 524-5046.

(record #: 999)

SECTOR: **Defence Products**
AREA: **United States**
DATE: **Mar 1994**
ACTIVITY: **Canadian companies; mission to: Warner Robins Air Force Base**
LOCATION: **Atlanta**
CONTACT: **Robert Webb** EAITC UTO_
TELEPHONE: **613-944-9481**

The purpose is to identify and discuss potential opportunities as contractors to the USAF.
CONTACT: Canadian Consulate General, Atlanta, GA,
TEL: (404) 577-6810; Fax: (404) 524-5046.

(record #: 360)

SECTOR: **Defence Products**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Defence and aerospace; mission to**
LOCATION: **Bonn**
CONTACT: **Gayle McCallum** EAITC RWT_
TELEPHONE: **613-996-3774**

A sellers mission in the defence and aerospace sector scheduled for May 1993 is proposed. Further information to follow.

(record #: 361)

SECTOR: Defence Products
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Aviation; national stand: Paris Air Show
LOCATION: Paris
CONTACT: Louise Cameron
TELEPHONE: 613-996-3607

EAITC

RWT_

Held every 2 years at Le Bourget, France, just outside Paris, it is the largest and most prestigious of all aerospace trade shows. This 11-day event brings together companies from around the world to present state of the art equipment, systems, avionics and technology.

(record #: 362)

SECTOR: Defence Products
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Defence electronics, land, sea and air, police, security and civil aviation; information booth: International Defence Industry and Civil Aviation Fair
LOCATION: Ankara
CONTACT: Gayle McCallum
TELEPHONE: 613-996-5263 613-954-3789

EAITC

ISTC

RWT_

EAITC will have an info booth at IDEF 93, Ankara, September 14-19, 1993. This major defence industry show sponsored by Turkish ministry of Defence, caters to largest military force in NATO after the USA.

(record #: 363)

SECTOR: Defence Products
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Helicopter and helicopter technology; information booth: Helitech
LOCATION: Surrey
CONTACT: Terry Jack
TELEPHONE: 613-995-6565

EAITC

RWT_

EAITC will sponsor an Info Booth at Helitech (helicopter technology), September 28 - October 1, 1993.

(record #: 364)

SECTOR: Defence Products
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Covert and operational equipment and material; national stand:
COPEX UK (Covert and Operational Procurement)
LOCATION: Surrey
CONTACT: Terry Jack EAITC ISTC RWT_
TELEPHONE: 613-995-6565 613-954-3296

An Information Booth displaying 8-10 company brochures. Sector is Covert and Operational Equipment.

(record #: 365)

SECTOR: Defence Products
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Defence equipment; solo show
LOCATION: Melbourne, Sydney, Camberra
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

The promotion of Canadian defence equipment targetted to the Australian military procurement officers to be organized by the High Commission in Canberra.

(record #: 366)

SECTOR: Defence Products
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Aerospace equipment; information booth: Asian Aerospace
LOCATION: Singapore
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

EAITC is sponsoring an info booth at this biennial aerospace and defence show. The booth is part of a larger pavillion sponsored by the Aerospace Industries Association of Canada. Companies not participating at the show can have product literature distributed from the info booth.

(record #: 367)

SECTOR: Defence Products
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Marine and aerospace equipment; information booth: Langkawi
International Marine and Aerospace (LIMA) Exhibition
LOCATION: Singapore
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

The 2nd LIMA show will be held in northern Malaysia. It will feature products from the aviation, aerospace, naval defence, and maritime sectors. The Canadian High Commission in Malaysia will sponsor an info booth from which companies interested in this market can have their product literature distributed.

(record #: 368)

SECTOR: Defence Products
AREA: Latin America and the Caribbean
DATE: Nov 1993
ACTIVITY: Security equipment and services; mission to
LOCATION: Costa Rica, El Salvador, Guatemala
CONTACT: Carlos Munante EAITC LGT_
TELEPHONE: 613-996-2268

This will be the last portion of a three-prong effort to tap markets for security products in the LGT territory. The first two missions were in Mexico and South America. Ten companies will participate.

(record #: 369)

SECTOR: Environmental Industries
AREA: United States
DATE: Apr 1993
ACTIVITY: Environment technology; national stand: New England
Environmental Expo
LOCATION: Boston
CONTACT: D Marsan EAITC UTO_
TELEPHONE: 613-944-9478

April 13 - 15, 1993

SCOPE: National Show, 400 exhibitors
ATTENDANCE: Region's largest event in environment and is targeted at companies in both the products and service area. Over 8000 Presidents, CEO's, environmental managers, Federal. States and local officials are expected to participate.

(record #: 370)

SECTOR: Environmental Industries
AREA: United States
DATE: May 1993
ACTIVITY: Restoration opportunities; mission to: Idaho National
Engineering Laboratory
LOCATION: Idaho Falls
CONTACT: D Marsan EAITC UTO_
TELEPHONE: 613-944-9478

TARGET: The purpose of the mission is to identify opportunities for remediation test projects, research directions, liaison with local business community for possible partnering efforts.

PARTICIPANTS: Mission will consist of highly specialized Canadian companies that offer products or services applicable to nuclear site remediation.

(record #: 372)

SECTOR: Environmental Industries
AREA: United States
DATE: May 1993
ACTIVITY: Environmental technology; investment forum
LOCATION: Atlanta
CONTACT: EAITC InvCa UTI_
TELEPHONE: 613-944-6577 613-995-8956

ACTIVITY CANCELLED, APRIL 1993

(record #: 373)

SECTOR: Environmental Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Municipal water management and handling products; national stand: American Water Works Association
LOCATION: San Antonio
CONTACT: D Marsan EAITC UTO_
TELEPHONE: 613-944-9478

June 6 - 10, 1993

PRODUCTS: Water meters, pipes, valves and other components for the water works industry.

SCOPE: National show, 750 exhibitors

ATTENDANCE: 9,000. Municipal and state officials, engineers, contractors, environmental professionals.

(record #: 374)

SECTOR: Environmental Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Equipment for handling, treatment, storage and transportation of hazardous material; national stand: HazMat International
LOCATION: Atlantic City
CONTACT: D. Marsan EAITC InvCa UTO_
TELEPHONE: 613-944-9478 613-995-8956

June 9 - 11, 1993.

PRODUCTS: Equipment for the handling, treatment, storage and transportation of hazardous materials and waste.

SCOPE: National show, 650 exhibitors.

ATTENDANCE: 12,000. Plant engineers, environmental engineers, municipal waste management officials, chemists.

(record #: 375)

SECTOR: Environmental Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Air and waste management; national stand: Air and Waste Management Association
LOCATION: Denver
CONTACT: D. Marsan EAITC ISTC UTO_
TELEPHONE: 613-944-9478 613-954-6479

June 13 - 18, 1993.

PRODUCTS: Showcase of products and services for air pollution control and waste management such as instrumentation, control equipment, engineering and consultant services.

SCOPE: National show, 400 exhibitors.

ATTENDANCE: Engineers, waste management specialists, federal, state and municipal environmental control personnel.

(record #: 376)

SECTOR: Environmental Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Waste management and treatment; national stand: Waste Expo '93
LOCATION: Chicago
CONTACT: D. Marsan EAITC InvCa UTO_
TELEPHONE: 613-944-9478 613-995-8956

June 23 - 25, 1993

PRODUCTS: Solid and hazardous waste collection, transportation and disposal equipment, related support equipment, products and services.

SCOPE: International show, 350 exhibitors.

ATTENDANCE: 12,000 private and public-sector officials and businesses involved in solid waste treatment and disposal.

(record #: 377)

SECTOR: Environmental Industries
AREA: United States
DATE: Jun 1993
ACTIVITY: Partnering; seminar: North Coast Growth Capital Conference
LOCATION: Cleveland, Pittsburgh, Cincinnati
CONTACT: D. Marsan EAITC InvCa UTI_
TELEPHONE: 613-944-6577 613-995-8956

Industrial Waste Water

DESCRIPTION: To conduct in cooperation with the Canadian Trade Offices in Pittsburgh and Cincinnati workshops for Canadian companies active in this sub-sector, matched with selected US firms with similar interests for possible technology sharing, strategic alliances, sub-contracting arrangements etc.

(record #: 380)

SECTOR: Environmental Industries
AREA: United States
DATE: Aug 1993
ACTIVITY: Biomass industry; national stand: First Biomass Energy Conference of the Americas
LOCATION: Burlington
CONTACT: Ed Hogan EMRC
TELEPHONE: 613-996-6226

A conference to provide an international forum in support of the development of a viable biomass industry, focusing on commercial uses of biomass and wastes. Considerable attention will be given to technology development that could address industry problems. This conference is supported by government agencies in both Canada and the United States.

(record #: 378)

SECTOR: Environmental Industries
AREA: United States
DATE: Aug 1993
ACTIVITY: Solid waste management and treatment; national stand: Solid Waste Association of North America
LOCATION: San Jose
CONTACT: D. Marsan EAITC UTO_
TELEPHONE: 613-944-9478

August 2 - 5, 1993.

PRODUCTS: Manufacturers and distributors of solid waste handling equipment; trucks and bodies, land fill compactors, incinerators, consulting services.

SCOPE: National show, 250 exhibitors.

ATTENDANCE: Municipal engineers, waste haulers, city and street engineers.

(record #: 371)

SECTOR: Environmental Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Analytical laboratory certification; workshop
LOCATION: Washington D.C.
CONTACT: D. Marsan
TELEPHONE: 613-944-9478

EAITC

UTO_

DESCRIPTION: Objective is to organize a seminar in Canada or a Mission to Washington D.C. to learn about the requirements to subcontract analytical laboratory services to firms in the United States.

(record #: 379)

SECTOR: Environmental Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Canada-U.S. enviromental; forum
LOCATION: Raleigh
CONTACT: D. Marsan
TELEPHONE: 613-944-9478

EAITC

UTO_

DESCRIPTION: The CUE workshop will showcase technologies in five major areas of environmental concern - air, waste, water, management and engineering. Joining an exposition format with an open discussion forum, this unique one and a half day event is designed to promote teaming between U.S. organizations and their Canadian counterparts to form partnerships, collaborations, joint venture agreements, research contracts, and strategic alliances.

(record #: 381)

SECTOR: Environmental Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Waste water management and treatment; national stand:
International Publics Works Congress and Exposition
LOCATION: Phoenix
CONTACT: D. Marsan
TELEPHONE: 613-944-9478

EAITC

UTO_

September 18-23, 1993

PRODUCTS: Public Works equipment and supplies: road machinery, vehicles, solid waste collection systems, equipment services, water resource and buildings & ground maintenance.

SCOPE: International, 350 exhibitors.
ATTENDANCE: 10,000 Public Works professionals from local
county, states and federal governments.

(record #: 382)

SECTOR: Environmental Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Environment instrumentation; national stand: North American
Instrumentation Society Exposition
LOCATION: Chicago
CONTACT: D Marsan EAITC UTO_
TELEPHONE: 613-944-9478

September 19 - 24, 1993
PRODUCTS: Principal exhibits on display are instrumentation
and automatic control systems.
SCOPE: International, 600 booths.
ATTENDANCE: 30,000 professionals, Presidents, CEO's from all
industrial and services sectors, Federal, States and local
county officials are expected to visit.

(record #: 383)

SECTOR: Environmental Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Water and waste water equipment and services; mission to
LOCATION: Houston
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9478

ACTIVITY CANCELLED, APRIL 1993

(record #: 385)

SECTOR: Environmental Industries
AREA: United States
DATE: Sep 1993
ACTIVITY: Incoming Buyers Mission from United States to
LOCATION: Toronto
CONTACT: C. Bird ISTC
TELEPHONE: 613-954-3382

US high-tech firms shopping for technology and possible
Canadian partners

(record #: 384)

SECTOR: Environmental Industries
AREA: United States
DATE: Oct 1993
ACTIVITY: Environmental partnering; workshop
LOCATION: Seattle
CONTACT: D Marsan
TELEPHONE: 613-944-9478

EAITC

UTO_

EVENT: Environmental Partnering Workshops
DESCRIPTION: Provide a venue for introducing Canadian companies in the Environmental Products and Services field to selected local businesses with similar interest for possible technology sharing, strategic alliances, sub-contracting arrangements etc.

(record #: 386)

SECTOR: Environmental Industries
AREA: United States
DATE: Oct 1993
ACTIVITY: Waste water treatment; national stand: Water Environment Federation
LOCATION: Anaheim
CONTACT: D Marsan
TELEPHONE: 613-944-9478

EAITC

UTO_

October 3 - 7, 1993
PRODUCTS: Municipal and industrial wastewater treatment equipment, hazardous waste handling, treatment and disposal equipment.
SCOPE: National show, 300 exhibitors.
ATTENDANCE: Engineers, municipal and industrial waste treatment managers, municipal officials, consulting firms, contractors.

(record #: 387)

SECTOR: Environmental Industries
AREA: United States
DATE: Oct 1993
ACTIVITY: Equipment for handling, treatment, storage and transportation of hazardous material; national stand: Great Lake North-Am HazMat Show
LOCATION: Detroit
CONTACT: D Marsan
TELEPHONE: 613-944-9478

EAITC

UTO_

PRODUCTS: Products and services for hazardous materials management, hazardous waste disposal, polluting and abatement, and environmental remediation.
TARGET: 2,000 attendees are industrial executives, engineers, environmental managers and directors of environmental

engineering.

PARTICIPANTS: Mission will consist of 10 - 12 Canadian firms active in this environmental sub-sector.

(record #: 388)

SECTOR: Environmental Industries
AREA: United States
DATE: Oct 1993
ACTIVITY: Environment; investment mission to
LOCATION: Washington D.C.
CONTACT: EAITC InvCa UTI_
TELEPHONE: 613-944-6577 613-995-8956

ACTIVITY CANCELLED, APRIL 1993

(record #: 389)

SECTOR: Environmental Industries
AREA: United States
DATE: Nov 1993
ACTIVITY: Oil spill recovery and prevention products and services;
national stand: Oil Spill Recovery and Prevention Exposition
LOCATION: San Francisco
CONTACT: D Marsan EAITC UTO_
TELEPHONE: 613-944-9478

November 10 - 12, 1993

PRODUCTS: From companies and agencies concerned with spill prevention and response, to those providing transportation and clean-up, manufacturers of oil sorbents, protective clothings.

SCOPE: Regional show, 67 exhibitors.

ATTENDANCE: 500 professionals from environmental waste clean-up companies, maritime vessels owners/operators, oil cooperatives, machinery suppliers, oil companies, government regulators and Coast Guard.

(record #: 390)

SECTOR: Environmental Industries
AREA: United States
DATE: Nov 1993
ACTIVITY: Environmental strategic alliance; workshop
LOCATION: Boston
CONTACT: EAITC InvCa UTI_
TELEPHONE: 613-944-6577 613-995-8956

ACTIVITY CANCELLED, APRIL 1993

(record #: 391)

SECTOR: Environmental Industries
AREA: United States
DATE: Nov 1993
ACTIVITY: Environment; information booth: Great Lake Trade Show
LOCATION: Buffalo
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 392)

SECTOR: Environmental Industries
AREA: United States
DATE: Nov 1993
ACTIVITY: Hazardous waste; roundtable
LOCATION: Chicago, St-Louis, Milwaukee
CONTACT: EAITC InvCa UTI_
TELEPHONE: 613-944-6577 613-995-8956

ACTIVITY CANCELLED, APRIL 1993

(record #: 393)

SECTOR: Environmental Industries
AREA: United States
DATE: Dec 1993
ACTIVITY: Equipment for handling, treatment, storage and transportation of hazardous material; national stand and conference: Superfund '93
LOCATION: Washington D.C.
CONTACT: D Marsan EAITC InvCa UTO_
TELEPHONE: 613-944-9478 613-995-8956

November 30 - December 2, 1993.

PRODUCTS: Systems and services for the collection, containment, and disposal of toxic/hazardous materials.

SCOPE: National Show, 480 exhibitors

ATTENDANCE: Environmental consultants, plant engineers, state and local government procurement officials, technicians and chemists, as well as buyers from US federal government departments such as EPA, DOD and DOE.

(record #: 394)

SECTOR: Environmental Industries
AREA: United States
DATE: Jan 1994
ACTIVITY: Hazardous waste; workshop
LOCATION: Pittsburgh or Cincinnati
CONTACT: D. Marsan
TELEPHONE: 613-944-9478 613-995-8956

EAITC InvCa UTO_

To conduct workshops for Canadian companies involved in this environmental sub-sector, to be matched with appropriate selected US firms with similar interests for possible technology sharing, strategic alliances, sub-contracting arrangements etc.

(record #: 396)

SECTOR: Environmental Industries
AREA: United States
DATE: Jan 1994
ACTIVITY: Environmental partnering; workshop
LOCATION: Seattle
CONTACT: D. Marsan
TELEPHONE: 613-944-9478

EAITC UTO_

Provide a venue for introducing Canadian companies in the Environmental Products and Services field to selected local businesses with similar interest for possible technology sharing, strategic alliances, sub-contracting arrangements etc.

(record #: 395)

SECTOR: Environmental Industries
AREA: United States
DATE: Jan 1994
ACTIVITY: Industrial waste water management (solid and hazardous waste); roundtable
LOCATION: New York City
CONTACT: Brent MacGregor
TELEPHONE: 613-995-8956 613-944-6577

InvCan EAIT -

A roundtable/one-on-one exercise will be held with an audience of American firms in the solid and hazardous waste sectors who are interested in potential partnering arrangements with Canadian technology holders.

(record #: 397)

SECTOR: Environmental Industries
AREA: United States
DATE: Feb 1994
ACTIVITY: Environmental technology; forum
LOCATION: Raleigh
CONTACT: D. Marsan EAITC InvCa UTO_
TELEPHONE: 613-944-9478 613-995-8956

DESCRIPTION: The CUE workshop will showcase technologies in five major areas of environmental concern - air, waste, water, management and engineering. Joining an exposition format with an open discussion forum, this unique one and a half day event is designed to promote teaming between U.S. organizations and their Canadian counterparts to form partnerships, collaborations, joint venture agreements, research contracts, and strategic alliances.

LOCATION(S): Raleigh, NC
DATE(S): September 1993, February 1994.

(record #: 398)

SECTOR: Environmental Industries
AREA: United States
DATE: Mar 1994
ACTIVITY: Hanford tour and partnering opportunities; workshop
LOCATION: Seattle
CONTACT: D Marsan EAITC UTO_
TELEPHONE: 613-944-9478

DESCRIPTION: Mission to DOE site at Hanford for site inspection "opportunities" session with technical staff and purchasing departments, and partnering meeting with area businesses involved with environmental restoration projects.

(record #: 399)

SECTOR: Environmental Industries
AREA: United States
DATE: Mar 1994
ACTIVITY: Air quality; seminar
LOCATION: New Jersey
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 400)

SECTOR: Environmental Industries
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Environment products; information booth: Heleco '93
LOCATION: Athens
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-996-5263

Info Booth with Companies. This Fair is held every three years and this will be the fourth time that the Stockholm post will be a participant. This event is acclaimed as the largest show in this sector. It provides excellent opportunities for export promotion and market place for technology transfer.

(record #: 401)

SECTOR: Environmental Industries
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Environment technology; mission to
LOCATION: Finland, Estonia
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-4730

A trade mission is proposed with emphasis on water and wastewater treatment and other related environmental products and services. Ongoing efforts in the environmental sector are at a stage where a trade mission from Canada is of number one importance. A good basis has been laid for Canadian companies for successful entry onto the market.

(record #: 402)

SECTOR: Environmental Industries
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Environment industries; strategic alliance roundtable
LOCATION: Berlin
CONTACT: Brent MacGregor InvCan -
TELEPHONE: 613-995-0812

Under the aegis of the Europartnering project, Canadian firms will meet one-on-one with German companies to discuss the prospects for jointly pursuing business opportunities in the emerging markets of Central and Eastern Europe.

(record #: 403)

SECTOR: **Environmental Industries**
AREA: **Western Europe and European Community (EC)**
DATE: **Jun 1993**
ACTIVITY: **Strategic Alliances Trade Mission to Espagne**
LOCATION: **Madrid, Bilbao, Barcelona**
CONTACT: **C. Bird** **ISTC**
TELEPHONE: **613-954-3382**

Mission of Canadian firms to develop trade and partnerships with Spanish counterparts

(record #: 404)

SECTOR: **Environmental Industries**
AREA: **Western Europe and European Community (EC)**
DATE: **Sep 1993**
ACTIVITY: **Industrial waste water management (solid and hazardous waste); roundtable**
LOCATION: **Germany, U.K., Netherlands, Italy**
CONTACT: **Brent MacGregor** **InvCan**
TELEPHONE: **613-995-8956**

Roundtables and one-on-one meetings will be held in several locations between a Canadian technology expert, hired by Investment Canada, and local firms interested in a variety of partnering arrangements. Companies can participate directly in the process and would be assisted in developing a slate of meetings.

(record #: 405)

SECTOR: **Environmental Industries**
AREA: **Western Europe and European Community (EC)**
DATE: **Oct 1993**
ACTIVITY: **Industrial waste water management; information booth and meetings: Pollutech '93**
LOCATION: **Paris**
CONTACT: **Brent MacGregor** **InvCan**
TELEPHONE: **613-995-8956**

A Canadian booth will be located at the exhibit to highlight Canadian technological strengths. A sector expert will also be on hand to meet one-on-one with French firms who are interested in potential partnering arrangements with Canadian firms. Companies who wish to attend could be provided with meeting facilities to represent their own interests.

(record #: 406)

SECTOR: **Environmental Industries**
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: IFEST '93 International Trade Fair for Environmental and Safety Technologies
LOCATION: Antwerp
CONTACT: O. Corbu ISTC
TELEPHONE: 416-973-5056

To organize Canadian presence and follow up on the strategic alliances initiative between Canada and Belgium.

(record #: 407)

SECTOR: **Environmental Industries**
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Environment technology; information booth: Environmental Technology Fair
LOCATION: Turkey
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-996-5263

Incoming grain buyers mission for three reps of Turkish Grain Board to visit Canadian Wheat Board in Winnipeg. Canadian Wheat Board believes Turkey will be in market in coming year for significant wheat purchases. Visit would expand Canadian opportunities to supply wheat to Turkey.

(record #: 408)

SECTOR: **Environmental Industries**
AREA: Western Europe and European Community (EC)
DATE: Dec 1993
ACTIVITY: Environmental Control and Protection Technology Exhibition, Conference and information booth: ECOTECH '93
LOCATION: Utrecht
CONTACT: O. Corbu ISTC EAITC
TELEPHONE: 416-973-5056 613-995-6435

To organize Canadian presence and follow up on the strategic alliances initiative between Canada and the Netherlands.

(record #: 410)

SECTOR: Environmental Industries
AREA: Western Europe and European Community (EC)
DATE: ONG 1993
ACTIVITY: Environmental industry; mission to
LOCATION: Netherlands
CONTACT: F. Pierre ISTC
TELEPHONE: 613-954-3217

Initiative re: Environmental Industry cooperation for joint development.

(record #: 409)

SECTOR: Environmental Industries
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Environment technology; information booth: SEP '94
LOCATION: Italy
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-995-9766

Italy's major international environmental technologies show. The show represents the ideal point of entry for Canada's state-of-the-art- firms wishing to promote own products/technologies and joint-ventures on Italian market as well as giving Cdn companies an opportunity to view Italian technologies. Information booth.

(record #: 411)

SECTOR: Environmental Industries
AREA: Japan
DATE: Oct 1993
ACTIVITY: Strategic Partnering Mission to Japon
LOCATION: Japan
CONTACT: B. Holmes ISTC
TELEPHONE: 613-954-6479

Partnering and trade development mission to follow-up strategy development mission in April 93.

(record #: 412)

SECTOR: Environmental Industries
AREA: Japan
DATE: Dec 1993
ACTIVITY: Environmental equipment and service; information booth: New Earth '93
LOCATION: Osaka
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Consulate-General, Osaka, will organize an information booth in the "global environment technology show". This is the first time that this event has been held. An info booth will assist in gauging the suitability of the show for future participation by Canadian companies.

(record #: 413)

SECTOR: Environmental Industries
AREA: East Asia
DATE: Apr 1993
ACTIVITY: Environment technology; information booth: Korean Environmental Trade Fair '93
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

The post in Seoul will operate an Information Booth at the Korean Environmental Trade Fair '93. The show will display and distribute literature and answer enquiries from Cdn companies in the Environmental Products Industry. The show will focus on Cdn environmental products that can assist Korea in cleaning up its environment, specifically water and sewage treatments.

(record #: 414)

SECTOR: Environmental Industries
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Environmental industries; mission to
LOCATION: Korea
CONTACT: Bonar, John EAITC ISTC PNC_
TELEPHONE: 613-943-0897 613-954-6479

An outgoing mission of up to 10 Canadian companies involved in environmental treatment products and technologies for water/sewage/air to visit with Korean companies and Government agencies in the establishment of direct contracts or partnerships with the Korean companies. It is planned that companies participating in this event will also be involved in Inpoco'93.

(record #: 415)

SECTOR: Environmental Industries
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Contractors, Engineers and Suppliers Trade Mission to:
LOCATION: China
CONTACT: B. Holmes ISTC
TELEPHONE: 613-954-6479

Integrated mission of Canadian contractors, engineers and suppliers pursuing projects funded by the World Bank.

(record #: 416)

SECTOR: Environmental Industries
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Environment industry; strategic partnering
LOCATION: Hong Kong, Taipei, Seoul
CONTACT: InvCan
TELEPHONE: 613-995-6634

(record #: 417)

SECTOR: Environmental Industries
AREA: East Asia
DATE: Jan 1994
ACTIVITY: Recycling technology and equipment; mission to
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC
TELEPHONE: 613-943-0897

An outgoing mission of Canadian companies involved in recycling technology and equipment to visit with Korean companies also in the environmental industry sector.

(record #: 418)

SECTOR: Environmental Industries
AREA: Asia Pacific South
DATE: Jun 1993
ACTIVITY: Environment technology; information booth: Entech Asean Trade Show
LOCATION: Thailand
CONTACT: Eileen Durand EAITC PST
TELEPHONE: 613-992-0959

The Cdn Embassy in Bangkok will operate an info booth at this show, displaying & distributing literature for Cdn companies specializing in environment technologies & services. The show attracts over 100 exhibitors from 15 countries & a total of

about 10,000 visitors, including manufacturers, importers/exporters, retailers, professionals, and government representatives.

(record #: 419)

SECTOR: Environmental Industries
AREA: Asia Pacific South
DATE: Jun 1993
ACTIVITY: Environmental technologies; mission to
LOCATION: Melbourne, Sydney , Brisbane
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

Australia offers an excellent market for Canadian waste water management and other environmental products and services. The mission will take key Canadian exporters to introduce them to the market and establish effective business relationships with Australian counterparts.

(record #: 420)

SECTOR: Environmental Industries
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Environmental Services Business Mission to Southeast Asia
LOCATION: Indonesia, Malaysia, Philippines
CONTACT: J. Inman ISTC
TELEPHONE: 613-941-4214

To investigate opportunities for sales of services, technology transfer and training of local officials; to establish and/or strengthen contacts re: possible joint venture arrangements with local companies or establishment of a local presence.

(record #: 421)

SECTOR: Environmental Industries
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Environment technology; information booth: Pollution and Environmental Technology Trade Show
LOCATION: Indonesia
CONTACT: Amir Guindi EAITC PST_
TELEPHONE: 613-995-7659

The Commercial Division of the Canadian Embassy in Jakarta will operate an info booth at the Pollution & Environment Technology Exhibition for displaying and distributing literature from Canadian companies in this sector. The Fair attracts 3,000 visitors from business, government, and academia.

(record #: 422)

SECTOR: Environmental Industries
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Environmental; seminar
LOCATION: New Delhi, Pune, Bombay, Bangalore
CONTACT: Michael Wondergem EAITC PST_
TELEPHONE: 613-996-5903

A seminar will be held in India to promote Canadian capabilities in environmental technologies and equipment. 6 Canadian firms will be invited to participate as workshop panelists and to market their goods/services and to explore strategic alliances.

(record #: 423)

SECTOR: Environmental Industries
AREA: Africa and the Middle East
DATE: Mar 1994
ACTIVITY: Environmental; mission and participation from Egypt, Israel, Tunisia, Morocco to: Globe '93
LOCATION: Canada
CONTACT: Maurice Bernier EAITC GBT_
TELEPHONE: 613-944-0396

Participants from the Maghreb and the Middle East have been invited to Intercomm for the past few years. Visitors have had follow on programmes with manufacturers and suppliers across Canada which have resulted in sales and on-going interest in new technology and equipment.

(record #: 424)

SECTOR: Environmental Industries
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Environment technology goods and services; national stand: Control Ambiental Expo '93
LOCATION: Mexico
CONTACT: Paul Schutte EAITC LGT_
TELEPHONE: 613-996-5358

We will be organizing a large National Stand and expect 25 Canadian firms to participate. Products include environmental equipment, materials and services. The event name is Control Ambiental Expo '93.

(record #: 425)

SECTOR: **Environmental Industries**
AREA: Latin America and the Caribbean
DATE: Nov 1993
ACTIVITY: Environmental industries; strategic partnering
LOCATION: Mexico
CONTACT: Audrey Turner InvCan
TELEPHONE: 613-995-0759

Up to 10 Canadian companies will participate in a forum to identify Mexican strategic alliances and investment partners. Follow-up to March 1993 Investment Conference and Partnering Forum in Monterrey and Mexico City.

(record #: 426)

SECTOR: **Environmental Industries**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: May 1993
ACTIVITY: Environmental Technologies Mission
LOCATION: Helsinki
CONTACT: O. Corbu ISTC
TELEPHONE: 416-973-5056

Partnering mission and workshop to follow up on strategic alliances initiative between Canada and Finland.

(record #: 427)

SECTOR: **Environmental Industries**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Environmental; mission from Prague to
LOCATION: Quebec, Ontario, British Columbia
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 428)

SECTOR: **Environmental Industries**
AREA: **Central/Eastern Europe and the Commonwealth of Independent States**
DATE: **Oct 1993**
ACTIVITY: **Environmental; information booth: EnviBrno**
LOCATION: **Brno**
CONTACT: **Sandra Neidy** EAITC RBT_
TELEPHONE: **613-996-7107**

(record #: 429)

SECTOR: **Environmental Industries**
AREA: **Multiple Markets**
DATE: **May 1993**
ACTIVITY: **NAFTA Conference on Environmental Development**
LOCATION: **Monterrey (Mexico)**
CONTACT: **M. Permut** ISTC -
TELEPHONE: **613-954-3225**

To work with Mexico and US to develop the NAFTA Environmental Conference theme. President of Mexico will speak at the conference

(record #: 430)

SECTOR: **Environmental Industries**
AREA: **Multiple Markets**
DATE: **Sep 1993**
ACTIVITY: **Environmental products and services; mission to: HazMat '93**
LOCATION: **Los Angeles**
CONTACT: **Brenda Thibault** WED -
TELEPHONE: **403-495-6952**

Solo show sponsoring western canadian firms.
Event in development stage.
Anticipate up to 15 companies.
Details to folow.

(record #: 433)

SECTOR: **Environmental Industries**
AREA: **Multiple Markets**
DATE: **ONG 1993**
ACTIVITY: **IFAT '93**
LOCATION: **Munich, Germany**
CONTACT: **D. Yue** ISTC -
TELEPHONE: **416-973-5159**

World's biggest trade fair for wastewater and waste disposal.
Organize a mission of Canadian companies to visit and exhibit at IFAT '93

(record #: 435)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Fish and fish products; national stand: Summer Fancy Food Show
LOCATION: New York City
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

20-23 June 1993
PRODUCTS: Volume buying of gourmet and specialty foods, confections, beverages, wines, liquors, gourmet cookware, and accessories.
ATTENDANCE: 1,000 exhibits, 15,000 visitors - dealers, distributors, retailers, wholesalers and agents for the specialty.

(record #: 436)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Fish and fish products; national stand: National Food Distributors Show
LOCATION: San Diego
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

SCOPE: Summer version of national convention and exhibiting showcase for suppliers of food and beverage products
ATTENDANCE: 1,000 highly targetted audience of food distributors from across North America seeking both national and regional distribution opportunities with qualified suppliers - primarily for the retail food trade

(record #: 993)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Value-added fish products; seminar
LOCATION: Boston
CONTACT: Peter Egyed EAITC UTO_
TELEPHONE: 613-944-9483

PRODUCTS: Fish and seafood products
SCOPE: One-day seminar (with presentations, product display and chef de cuisine demonstration) focussing on availability and marketability of Canadian value-added fish products.
ATTENDANCE: Canadian speakers/suppliers and potential US buyers from the New England wholesale and foodservice trade.

CONTACT: BOSTN, Mike Rooney (612) 262-3760

(record #: 437)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Sep 1993
ACTIVITY: Fish and fish products; national stand: Natural Food Products
Expo East
LOCATION: Baltimore
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

9-12 September 1993,
PRODUCTS: Natural organic foods, personal care and cosmetic
products, vitamins and supplements, herbal and environmentally
sound products.
SCOPE: National show held twice annually on Eastern and
Western coasts of the United States, approximately 650
exhibits.

(record #: 438)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Fish and fish products; national stand: National Prepared Frozen
Food Festival
LOCATION: East Rutherford
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

22 September 1993
PRODUCTS: Food products only - refrigerated and frozen - for
the institutional food service trade. Annual trade show; 130
exhibits.
ATTENDANCE: 4,100 qualified buyers from the Tri-state area
foodservice trade- owner/operators of restaurants, diners,
hotels, food brokers and distributors, chefs.

(record #: 439)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Fish and fish products; national stand: Ohio Grocers'
Association Show
LOCATION: Columbus
CONTACT: EAITC UTI_
TELEPHONE: 613-944-9483

ACTIVITY CANCELLED, APRIL 1993

(record #: 440)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Fish and fish products; mission to
LOCATION: New York City, Washington D.C.
CONTACT: Peter Egyed EAITC
TELEPHONE: 613-944-9483

UTI_

SCOPE: Mission of 8-10 Canadian processors/suppliers from Atlantic Canada, with emphasis on non-traditional species, exploring new market opportunities in Mid-Atlantic States.
ATTENDANCE: Individualized visits to local seafood buyers, including distributors, foodservice and retail operators.
CONTACT: CNGNY, Richard Campanale (212) 768-2400
WSHDC, Cynthia Stevenson (202) 682-1740

(record #: 443)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Canadian aquaculture; promotion
LOCATION: New York City
CONTACT: Peter Egyed EAITC
TELEPHONE: 613-944-9483

UTI_

EVENT: Canadian Seafood Promotion, October 1993, New York
PRODUCTS: Non-traditional fish species that are available on a commercial basis - each species to be selected in consultation with Canadian industry.
SCOPE: Solo Canadian event, featuring product display and chef de cuisine demonstration.
ATTENDANCE: Fish brokers, wholesalers, importers, food service operators and media from the Tri-state area of New York, New Jersey and Connecticut.
CONTACT: CNGNY, Richard Campanale (212) 768-2400

(record #: 441)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Nov 1993
ACTIVITY: Fish and fish products; national stand: Private Label Show
LOCATION: Chicago
CONTACT: Peter Egyed EAITC
TELEPHONE: 613-944-9483

UTI_

16 November 1993
PRODUCTS: More than 15,000 products for supermarkets, drug chains, and mass merchandisers - food, snacks, beverages, household and kitchen products, OTC, H&BA, etc.

SCOPE: Annual show - only PLMA members may exhibit;
ATTENDANCE: 850 exhibit booths, 4000 retail and wholesale

(record #: 442)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Nov 1993
ACTIVITY: Fish and fish products; national stand: Prepay Summer Fancy Food Show '94
LOCATION: New York City
CONTACT: EAITC UTI_
TELEPHONE: 613-944-9483

ACTIVITY CANCELLED, APRIL 1993

(record #: 444)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Nov 1993
ACTIVITY: Seafare Americas
LOCATION: Orlando, Florida
CONTACT: N. Cachero ISTC
TELEPHONE: 613-941-4263

To gather information on the south eastern US and Latin America seafood markets opportunities and production capabilities

(record #: 450)

SECTOR: Fish and Fish Products
AREA: United States
DATE: TBD 1993
ACTIVITY: Fish and fish products; buyers from Atlanta to
LOCATION: Atlantic Canada, British Columbia
CONTACT: P Egyed EAITC UTI_
TELEPHONE: 613-944-9483

SCOPE: Each mission to take place at different times during the year in order to avoid duplication, to visit Atlantic and Pacific fish processors.

ATTENDANCE: A limited number (4-5 per mission) of qualified fish buyers from the US Southeast, New England, the Great Lakes region and the Midwest.

CONTACT: ATNTA, Ray Munoz (404) 577-6810

(record #: 451)

SECTOR: Fish and Fish Products
AREA: United States
DATE: TBD 1993
ACTIVITY: Fish and fish products; buyers from Detroit to
LOCATION: Atlantic Canada, British Columbia
CONTACT: P Egyed EAITC UTI_
TELEPHONE: 613-944-9483

PRODUCTS: Fish and seafood products
SCOPE: Each mission to take place at different times during the year in order to avoid duplication, to visit Atlantic and Pacific fish processors.
ATTENDANCE: A limited number (4-5 per mission) of qualified fish buyers from the US Southeast, New England, the Great Lakes region and the Midwest
CONTACT: DTROT, Ron Biddle (313) 567-2340

(record #: 452)

SECTOR: Fish and Fish Products
AREA: United States
DATE: TBD 1993
ACTIVITY: Fish and fish products; buyers from Chicago, Minneapolis to
LOCATION: Atlantic Canada, British Columbia
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

SCOPE: Each mission to take place at different times during the year in order to avoid duplication, to visit Atlantic and Pacific fish processors.
ATTENDANCE: A limited number (4-5 per mission) of qualified fish buyers from the US Southeast, New England, the Great Lakes region and the Midwest.
CONTACT: CHCGO, Karen Willhite (312) 616-1860
MNPLS, Margaret Mearns (612) 333-4641

(record #: 453)

SECTOR: Fish and Fish Products
AREA: United States
DATE: TBD 1993
ACTIVITY: Fish and fish products; buyers from Boston to
LOCATION: Atlantic Canada
CONTACT: Peter Egeyed EAITC UTI_
TELEPHONE: 613-944-9483

SCOPE: Each mission to take place at different times during the year in order to avoid duplication, to visit Atlantic and Pacific fish processors.
ATTENDANCE: A limited number (4-5 per mission) of qualified fish buyers from the US Southeast, New England, the Great Lakes region and the Midwest.

CONTACT: BOSTN, Jack McManus (617) 262-3760

(record #: 434)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Fish and fish products; NEBS mission to
LOCATION: Chicago, Minneapolis
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

PRODUCTS: Fish and seafood products
SCOPE: Mission of 8-10 Canadian processors/suppliers from
Atlantic Canada and B.C. exploring new market opportunities in
Mid and Upper Midwest states of the US - emphasis on shellfish
and farmed products.

ATTENDANCE: Individualized visits to local seafood buyers/
distributors, food service and retail operators.

CONTACT: CHCGO, Karen Willhite (312) 616-1860
MNPLS, Margaret Mearns (612) 333-4641

(record #: 445)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Canadian seafood; seminar
LOCATION: Chicago
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

PRODUCTS: Shellfish and farmed fish and seafood products
SCOPE: Solo Canadian event intended to highlight innovative
means of serving available fish products, with direct
participation of suppliers.

ATTENDANCE: Local seafood buyers/distributors, foodservice and
retail operators.

CONTACT: CHCGO, Karen Willhite (312) 616-1860

(record #: 446)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Fish and fish products; information booth: Seafare Southwest
LOCATION: Long Beach
CONTACT: EAITC UTI_
TELEPHONE: 613-944-9483

ACTIVITY CANCELLED, APRIL 1993

(record #: 447)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Mar 1994
ACTIVITY: Fish and fish products; national stand: Winter Fancy Food Show
LOCATION: San Francisco
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

4-7 March 1994

Volume buying of gourmet and specialty foods, confections, beverages, wines, liquors, gourmet cookware, and accessories.
ATTENDANCE: 1,000 exhibits, 15,000 visitors - dealers, distributors, retailers, wholesalers and agents for the specialty food trade.

(record #: 448)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Mar 1994
ACTIVITY: Fish and fish products; national stand: Natural Food Products Expo West
LOCATION: Anaheim
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

23-25 March 1993

PRODUCTS: Organic and health foods, lifestyle products for specialty retail outlets. Annual trade show; 1,500 exhibits.
ATTENDANCE: 12,000 qualified visitors - specialty food distributors, owner/operators of health food stores, food brokers, retail grocery buyers.

(record #: 449)

SECTOR: Fish and Fish Products
AREA: United States
DATE: Mar 1994
ACTIVITY: Fish and fish products; national stand: International Boston Seafood Show
LOCATION: Boston
CONTACT: Peter Egyed EAITC UTI_
TELEPHONE: 613-944-9483

15-17 March 1994

PRODUCTS: Live fresh, frozen and value-added fish and seafood.
SCOPE: Info booth and related coordinating activities at the world's largest seafood show, featuring many independent Canadian exhibitors and provincial government stands.
ATTENDANCE: 20,000 seafood professionals and more than 1,000 exhibits from around the world.

CONTACT: BOSTN, Jack McManus (617) 262-3760

(record #: 454)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Fish and fish products; information booth: International Food
and Drink Exhibition
LOCATION: London
CONTACT: Terry Jack EAITC RWT_
TELEPHONE: 613-995-6565

Booth: displaying brochures for 18-20 Canadian companies to be handed out to 3,000 visitors. The information relates to the Consumer Products and Services Sector.

(record #: 455)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Seafood outlook; buyers from Greece to
LOCATION: Atlantic Canada
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

EAITC will provide airfare for one Greek buyer to visit Seafood Outlook, St. John's, Newfoundland. Good opportunities exist for additional product introductions in the seafood sector, especially wet salted cod and lobster. Canadian companies currently enjoy a significant market penetration of Greek requirements for fish products, particularly smoked fish.

(record #: 456)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Fish and fish products; national stand: European Seafood
Exposition
LOCATION: Brussels
CONTACT: Lorraine Reardon EAITC RWT_
TELEPHONE: 613-996-7544

EAITC will participate with a National Stand with estimated 10 participants at European Seafood Exposition 93, Brussels. This is the first time this event has been held and is being organized by Diversified Exposition Inc., the group who is responsible for the Boston Seafood Show. Belgium is one of Canada's best European markets for seafood products (lobsters, salmon, mussels) and participation will permit building on

success in this market and to expand to other neighboring markets.

(record #: 457)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Fisheries products; buyers from UK to
LOCATION: Atlantic Canada
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-6565

6-8 U.K. buyers will visit Atlantic Canada. This buyers mission will concentrate on species which are in good supply. i.e. lobster, herring, mackerel.

(record #: 458)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Aug 1993
ACTIVITY: Fish and fish products; mission to: Aqua Nor
LOCATION: Oslo
CONTACT: George Sanderson EAITC RWT_
TELEPHONE: 613-995-4730

Ten Canadian East Coast and West coast companies will participate in a mission to Aquanor, Oslo, Norway, August 1993. This is Europe's largest aquaculture show and features world class seminars.

(record #: 459)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Seapex - Salon international de la transformation des produits de la mer
LOCATION: Lavallors, Perret (France)
CONTACT: A. Gauthier ISTC -
TELEPHONE: 613-954-2927

To gather intelligence on products processing technology and pursue projects under the Technology & Strategic Initiative Fund of the campaign as it relates to water treatment, new product development and plant productivity audits.

(record #: 460)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Fish and fish products; national stand: Anuga '93
LOCATION: Cologne
CONTACT: Lorraine Reardon EAITC RWT_
TELEPHONE: 613-943-0893

ANUGA is the most important trade fair for foods and beverages worldwide and the crossroads and hub of the international foodstrade. ANUGA is an unique event; it spurs on, motivates companies and associations and brings the trade to the public's attention. It is the leading event in its field, and is an international leader as a global marketing instrument.

(record #: 461)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Fish and fish products; information booth: Food Ingredients Europe
LOCATION: Paris
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-996-2363

Le "FIE" est la manifestation la plus importante pour l'industrie des ingrédients alimentaires. Le fie attire plus de 500 exposants et plus de 20 000 visiteurs professionnels de 60 pays. Le fie est dans sa 7e année et ne cesse pas de s'accroître de prendre de l'importance et de l'ampleur la participation.

(record #: 462)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Fish; buyers from Spain to
LOCATION: Atlantic Canada
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-6440

A fish buyers mission from Spain comprise of 6 participants will visit the maritime provinces designed to increase our sales of crustaceans and cod to this market.

(record #: 462)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Italie Food Expo
LOCATION: Milan
CONTACT: A. Gauthier ISTC
TELEPHONE: 613-954-2927

To gather market and product intelligence and pursue trade opportunities under the Strategic Initiative Fund

(record #: 463)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Fish and fish products; information booth: Food and Drink Expo '94
LOCATION: Birmingham
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-6565

EAITC will have an Info Booth at Food and Drink Expo 94, March 1994, Birmingham. This is a new food show organized by the Blendheim Group to fill in International Food and Drink Exhibiton (IFE) in off years. Participation in this show will provide continuity to marketing efforts in the U.K.

(record #: 464)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Fish and fish products; information booth: Alimentaria International Food Fair
LOCATION: Barcelona
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-996-6359

Bi-annual international food fair. Canada's third participation. The objective is to deepen perception in Sapin of Canada as an alternative supplier of fresh, canned fish & seafood, package food products, grain & food products generally. Info Booth with brochures on 20 companies.

(record #: 465)

SECTOR: Fish and Fish Products
AREA: Western Europe and European Community (EC)
DATE: Oct 1994
ACTIVITY: Fish and fish products; national stand: SIAL '94
LOCATION: Paris
CONTACT: See memo EAITC RWT_
TELEPHONE: 613-996-2363

SIAL is an international food products exhibition, held every two years at Paris-Nord, Villepinte. This event features displays of any kind of food products and of any origin.

(record #: 466)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: Apr 1993
ACTIVITY: Fish and fish products; information booth: Utage '93 Gourmet Fair
LOCATION: Osaka
CONTACT: Greg Bates EAITC PNJ_
TELEPHONE: 613-995-8619

The Canadian Consulate General in Osaka will have an information booth at Utage '93 displaying Canadian products available in Japan. A Canadian chef will prepare and serve dishes from the products on display. Utage is a consumer food and beverage show which takes place every 4 years. The show is held for 10 days and attracts 500,000 visitors.

(record #: 467)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: May 1993
ACTIVITY: Food gift items; solo show
LOCATION: Tokyo
CONTACT: Greg Bates EAITC PNJ_
TELEPHONE: 613-995-8619

The Canadian Embassy in Tokyo will host a solo show at the Embassy of retail food and beverage products suitable for the Japanese gift market. The products displayed will be limited to products available in Japan. Invitations will be extended to department store buyers, the wedding banquet trade, and the gift catalogue business.

(record #: 468)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: Jun 1993
ACTIVITY: Fish and fish products; information booth and mission: Tokyo
International Seafood Show
LOCATION: Tokyo
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE:613-995-1677

The Canadian Embassy will have an information booth at this first ever Tokyo International Seafood Show.

(record #: 469)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: Jun 1993
ACTIVITY: Seafood; solo show
LOCATION: Osaka
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE:613-995-1677

The Canadian participants at the Tokyo Seafood Show will be invited by the Canadian Consulate General to attend a solo seafood show in Osaka and Nagoya.

(record #: 470)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: Sep 1993
ACTIVITY: Lobster and white wine; solo show
LOCATION: Osaka
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE:613-995-1677

A Canadian lobster and wine festival will be organized in a famous hotel in Osaka for a 2 or 3 week period in September 1993.

(record #: 471)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: Oct 1993
ACTIVITY: Non traditional Fisheries Species; seminar
LOCATION: Tokyo
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE: 613-995-1677

A seminar will be organized in Tokyo to promote Canadian underutilized fish species that could penetrate the Japanese market.

(record #: 473)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: TBD 1993
ACTIVITY: Frozen Herring Roe; mission to
LOCATION: Japan
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE: 613-995-1677

PROJECT CANCELLED

(record #: 474)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: TBD 1993
ACTIVITY: Fish and fish products; mission from Japan to
LOCATION: Canada
CONTACT: G. DANIEL CARON EAITC PNJ_
TELEPHONE: 613-995-1677

PROJECT CANCELLED

(record #: 472)

SECTOR: Fish and Fish Products
AREA: Japan
DATE: Mar 1994
ACTIVITY: Fish and fish products; information booth: Foodex '94
LOCATION: Makuhari
CONTACT: Greg Bates EAITC PNJ_
TELEPHONE: 613-995-8619

The Canadian Embassy in Tokyo will have an information booth at Foodex '94. Canadian companies from across Canada will be recruited to participate in the show. Foodex is a trade show of retail food and beverage products. The show will involve some 1,200 exhibitors from 40 countries. Approximately 90,000

food industry executives and buyers are expected to attend the show.

(record #: 475)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: May 1993
ACTIVITY: Fisheries; seminar
LOCATION: Korea
CONTACT: Bonar, John
TELEPHONE: 613-943-0897

EAITC

PNC_

The post in Seoul will present information on Canadian fish products from a number of Canadian companies in the form of seminars in Korea.

(record #: 476)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: May 1993
ACTIVITY: Fisheries products; information booth: Hofex '93
LOCATION: Hong Kong
CONTACT: Mrkich, Dan
TELEPHONE: 613-995-6962

EAITC

PNC_

The Commission for Canada in Hong Kong will operate an Information Booth at Hofex '93, a food and food industry show.

(record #: 477)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Fisheries products; information booth: International Fine Food and Food Equipment Show
LOCATION: Taiwan
CONTACT: Brophy, Terry
TELEPHONE: 613-996-7582

EAITC

PNC_

The Canadian Trade Office in Taipei will operate an Information Booth at the International Fine Food And Food Equipment Show in Taipei. They will display literature and answer enquiries about the Canadian food products and food equipment industry.

(record #: 478)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Fisheries products; information booth: Taichung International
Food Show
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will operate an Information Booth at the Taichung International Food Show. They will be displaying literature and answering enquiries about the Canadian food products industry.

(record #: 479)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: Aug 1993
ACTIVITY: Seafood; buyers from Hong Kong to
LOCATION: British Columbia
CONTACT: Mrkich, Dan EAITC PNC_
TELEPHONE: 613-995-6962

A number of buyers from Hong Kong interested in Canadian seafood products will visit Canadian suppliers in British Columbia.

(record #: 480)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: Aug 1993
ACTIVITY: World Fishing Exhibition
LOCATION: Taipei, Taiwan
CONTACT: N. Cachero ISTC
TELEPHONE: 613-941-4263

Gather market and competitiveness intelligence for development of joint venture with Canadian seafood processing firms

(record #: 481)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: Nov 1993
ACTIVITY: Live and frozen seafood; promotion
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will organize promotion(s) of Canadian fish and frozen seafood products. The goal of this event is to increase the awareness of Canadian seafood

products to the Taiwan consumer.

(record #: 484)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Fish and fish products; in store promotion
LOCATION: Hong Kong
CONTACT: Mrkich, Dan EAITC PNC_
TELEPHONE: 613-995-6962

The Commission for Canada in Hong Kong organizes and manages a series of monthly in-store food promotion campaigns featuring Canadian fish products in key supermarket stores throughout Hong Kong.

(record #: 486)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Exploratory Mission
LOCATION: Korea
CONTACT: CBEF
TELEPHONE: 403-274-0005

(record #: 485)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Seoul Food Participation and Workshops
LOCATION: Korea
CONTACT: CBEF
TELEPHONE: 403-274-0005

(record #: 487)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: ONG 1993
ACTIVITY: Seminars and workshops for commercial, procurement and end-user groups
LOCATION: Korea
CONTACT: Gary Benoit CDA
TELEPHONE: 403-425-5990

(record #: 482)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: Feb 1994
ACTIVITY: Fisheries products; mission to
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

An outgoing mission of Canadian companies involved in fisheries products are to visit with Korean companies in Seoul.

(record #: 483)

SECTOR: Fish and Fish Products
AREA: East Asia
DATE: Mar 1994
ACTIVITY: Fish and fish products; solo show
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

A select number of Canadian companies will be exhibiting their products for view and sampling by Korean buyers for their respective markets.

(record #: 488)

SECTOR: Fish and Fish Products
AREA: Asia Pacific South
DATE: Apr 1993
ACTIVITY: Processed food; mission from Malaysia to
LOCATION: Canada
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

A small group of companies from Malaysia will be visiting Canada to see what is available in processed food that would be of interest to Malaysian food outlets. The High Commission is compiling the itinerary.

(record #: 489)

SECTOR: Fish and Fish Products
AREA: Asia Pacific South
DATE: Apr 1993
ACTIVITY: Processed food; promotion: Canada Food Week
LOCATION: Singapore
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

The High Commission in Singapore has planned a Canada Food Week in grocery stores and hotels in Singapore. Companies already represented in Singapore, as well as those interested in selling to this market, will have their products featured throughout the country.

(record #: 490)

SECTOR: Fish and Fish Products
AREA: Asia Pacific South
DATE: Apr 1993
ACTIVITY: Fishing equipment; information booth: FISHEX '93
LOCATION: New Zealand
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

Info booth - this trade show is held in conjunction with Fed'n of Commercial Fishermens Conf. It is an opportunity to establish new contacts in that sector, to work with fellow exhibitors, to have them consider Cda as source of eqpt or technology. Will also exhibit fish processing machinery - brochure display will be mounted, material being supplied by Cdn mfgs.

(record #: 491)

SECTOR: Fish and Fish Products
AREA: Latin America and the Caribbean
DATE: May 1993
ACTIVITY: Fish processing equipment; information booth: Pesca Industria '93
LOCATION: Ensenada
CONTACT: Paul Schutte EAITC LGT_
TELEPHONE: 613-996-5358

To be handled by the Embassy in Mexico City.

(record #: 492)

SECTOR: Fish and Fish Products
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: Fish and fish products; national stand: Antad '94
LOCATION: Guadalajara
CONTACT: Paul Schutte. EAITC LGT_
TELEPHONE: 613-996-5358

We have booked space for the '94 event. The nature of our participation in the 1994 event will depend upon the results of a survey now in process on the 1993 ANTAD Show. Sixty-nine Canadian firms participated in ANTAD '93. The 1994 event would be a follow-on to the Canada Expo '94 in Mexico City (takes place the week following Canada Expo).

(record #: 493)

SECTOR: Fish and Fish Products
AREA: Latin America and the Caribbean
DATE: Dec 1994
ACTIVITY: Pesca 94 Seafood Conference
LOCATION: Santiago
CONTACT: A. Gauthier ISTC
TELEPHONE: 613-954-2927

To gather information on the supply and production capabilities and foster technology transfer opportunities.

(record #: 494)

SECTOR: Fish and Fish Products
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Fish and fish products; information booth: Polagra '93
LOCATION: Warsaw
CONTACT: Michael Vujnovich EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 495)

SECTOR: Forest Industries
AREA: United States
DATE: Feb 1994
ACTIVITY: Pulp and paper machinery and equipment; information booth and mission to: Technical Association of the Pulp and Paper Industries
LOCATION: Atlanta
CONTACT: P A Rolland, D Conrad EAITC UTO_
TELEPHONE: 613-944-9475 613-944-9440

PRODUCTS: Pulp and paper equipment and machinery - Pumps and compressors; valves; pulping equipment; recovery boilers, and refiners; waste water treatment equipment.
SCOPE: Important offshore attendance. 450 exhibitors
ATTENDANCE: 12,000 attendees: executives, managers, engineers, research scientists and technologists.

(record #: 497)

SECTOR: Forest Industries
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Secondary Wood Manufacturers; CIMDP (West) mission to
LOCATION: Norway, Germany
CONTACT: BCWS
TELEPHONE: 604-684-4126

(record #: 499)

SECTOR: Forest Industries
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Pulp and paper environmental mission to Sweden, Finland and Western Europe
LOCATION: Scandinavia
CONTACT: B. Gourlay ISTC
TELEPHONE: 613-954-3054

A group of chief environmental officers from major Canadian pulp and paper companies to assess new environmental R&D in Scandanavia and environmental criticism in the EC.

(record #: 498)

SECTOR: **Forest Industries**
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Pulp and paper machinery and equipment; information booth: Pulp
and Paper Engineer's Association Exhibition
LOCATION: Sweden
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-995-4730

The SPCI Trade Fairs are claimed to be the world's largest in this industry. At SPCI 90 there were over 20,000 registered visitors. In conjunction with the trade show there is also a three day technical conference held in the exhibition premises. Excellent opportunities exist for export promotion and as a marketplace for technology transfer.

(record #: 500)

SECTOR: **Forest Industries**
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Hard wood; mission to
LOCATION: Netherlands
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

Eight Canadian companies will participate in a Hardwood Sellers Mission to increase awareness of Canadian hardwood varieties and applications generally.

(record #: 501)

SECTOR: **Forest Industries**
AREA: Western Europe and European Community (EC)
DATE: Oct. 1993
ACTIVITY: Value-added wood products; information booth: SAIE '93
LOCATION: Italy
CONTACT: See memo EAITC RWT_
TELEPHONE: 613-995-9766

CANCELLED.

(record #: 502)

SECTOR: **Forest Industries**
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Value-added wood products; investment partnering
LOCATION: Brussels
CONTACT: See memo EAITC RWT_
TELEPHONE: 613-995-6439

CANCELLED.

(record #: 504)

SECTOR: **Forest Industries**
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Construction, national stand: Batimat
LOCATION: Paris
CONTACT: J.G. Tittley ISTC
TELEPHONE: 613-954-3126

Batimat is one of the major European international construction trade fairs. It is held every 2 years in Paris.

(record #: 503)

SECTOR: **Forest Industries**
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Building material; information booth: Interbuild '93
LOCATION: Birmingham
CONTACT: Terry Jack EAITC ISTC RWT_
TELEPHONE: 613-995-6565 613-954-3126

An Information Booth displaying brochures of up to 10 companies. 5,000 visitors covering all aspects of the Forest Products Sector.

(record #: 506)

SECTOR: **Forest Industries**
AREA: Japan
DATE: Jun 1993
ACTIVITY: Hardwood Flooring Mission to Japan
LOCATION: Tokyo, Osaka, Fukuoka
CONTACT: J. Melnyk ISTC
TELEPHONE: 613-954-3029

To investigate hardwood flooring and millwork products potential in Japan.

(record #: 505)

SECTOR: Forest Industries
AREA: Japan
DATE: Jun 1993
ACTIVITY: Value-added wood products; information booth: Kobe Interhome '93
LOCATION: Kobe
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Consulate-General, Osaka, will organize an information booth at this event, to promote construction materials (wood and non-wood) from Canada. B.C. Trade will participate with its booth which includes products from about 14 companies.

(record #: 507)

SECTOR: Forest Industries
AREA: Japan
DATE: Nov 1993
ACTIVITY: Manufactured Housing Solo Show
LOCATION: Tokyo, Osaka, Fukuoka
CONTACT: M. Hardie ISTC
TELEPHONE: 613-954-3037

To organize a solo show at the Canadian Embassy in Tokyo & the Consulates in Osaka and Fukuoka featuring Canadian panelized and pre-engineered housing and residential building products.

(record #: 508)

SECTOR: Forest Industries
AREA: Japan
DATE: Dec 1993
ACTIVITY: Plywood technical; mission to
LOCATION: Tokyo, Osaka
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

PROJECT CANCELLED.

(record #: 510)

SECTOR: Forest Industries
AREA: Japan
DATE: TBD 1993
ACTIVITY: Forest industries; two missions from Japan to
LOCATION: Canada
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Embassy, Tokyo, will organize and accompany an incoming mission to visit the Spring Home Show, Toronto as well as building product manufacturers in Ontario, Alberta and B.C. Some 40 Japanese buyers will comprise the mission.

(record #: 509)

SECTOR: Forest Industries
AREA: Japan
DATE: Feb 1994
ACTIVITY: Oriented strand board (OSB); mission to
LOCATION: Japan
CONTACT: J. Serveau ISTC
TELEPHONE: 613-954-3039

To expand sales of Canadian OSB to Pacific Rim countries and to gain market intelligence.

(record #: 511)

SECTOR: Forest Industries
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Pulp and paper machinery and equipment; information booth and mission to: Pulp and Paper Fair
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

The post in Seoul will operate an information booth at the Pulp and Paper Fair in Korea. The show will display and distribute literature and answer enquiries about Canadian companies in the pulp and paper machinery and equipment business. In addition there will be an outgoing mission of Canadian companies that are interested in meeting with Korean counterparts.

(record #: 512)

SECTOR: Forest Industries
AREA: East Asia
DATE: Nov 1993
ACTIVITY: Pulp and paper; mission from Korea to
LOCATION: Canada
CONTACT: Bonar, John EAITC
TELEPHONE: 613-943-0897 PNC_

An incoming mission from Korean will be touring and meeting with companies in Canada who produce pulp and paper.

(record #: 513)

SECTOR: Forest Industries
AREA: East Asia
DATE: Nov 1993
ACTIVITY: Pulp and paper machinery and equipment; information booth: China
Paper and Forest '93
LOCATION: Beijing
CONTACT: Leblond, Robert EAITC
TELEPHONE: 613-996-6987 PNC_

The post in Beijing will operate an information booth at China Paper and Forest '93. They will be displaying and distributing literature and answering enquiries about Canadian companies producing machinery and equipment for the pulp and paper industry.

(record #: 514)

SECTOR: Forest Industries
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Wood products and machinery; information booth: Timber and
Working with Wood Expo
LOCATION: Melbourne
CONTACT: Patrice Veilleux EAITC
TELEPHONE: 613-995-7662 PST_

This information booth will distribute catalogues and information on Canadian wood working machinery.

(record #: 515)

SECTOR: Forest Industries
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Pulp and paper equipment; mission to
LOCATION: Pakistan
CONTACT: Michael Wondergem EAITC PST_
TELEPHONE: 613-996-5903

As a follow-up to a recent sector study and the March 1993 seminars in Montreal/Vancouver, 6 Canadian firms will be invited to participate as panelists for workshops in Pakistan and to explore market opportunities for Canadian goods and services, including industrial collaboration.

(record #: 516)

SECTOR: Forest Industries
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Wood products and machinery; information booth: Forest Industries Exhibition
LOCATION: New Zealand
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

This show is held every 4 years & attracts companies from all over the world. An info booth will allow Canada to build upon the impact made from the national stand in the last show & will permit Canadian companies in this sector to utilize the govt presence to enhance their own participation & trade prospects.

(record #: 517)

SECTOR: Forest Industries
AREA: Africa and the Middle East
DATE: Sep 1993
ACTIVITY: Wood; mission from Morocco to
LOCATION: Eastern Canada
CONTACT: Maurice Bernier EAITC GBT_
TELEPHONE: 613-944-0396

This mission is being organized in collaboration with le Bureau de promotion des industries du bois, Quebec. It will focus primarily on the industry in that province.

(record #: 518)

SECTOR: **Forest Industries**
AREA: Latin America and the Caribbean
DATE: Nov 1993
ACTIVITY: Forest machinery and services; national stand: Expocorma '93
LOCATION: Concepcion, Chile
CONTACT: Paul Schutte EAITC LGT_
TELEPHONE: 613-996-5358

This will be our third participation in the important forestry show, EXPOCORMA. We have sponsored over thirty participants at each of the previous events. On the basis of highly successful returns, we expect to increase the number of participants. It covers the entire spectrum of forest industries, including downstream products.

(record #: 519)

SECTOR: **Forest Industries**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Oct 1993
ACTIVITY: Forestry and fishing; mission to
LOCATION: Russian Far East
CONTACT: Belkis Possamai EAITC RBT_
TELEPHONE: 613-992-8590

(record #: 520)

SECTOR: **Forest Industries**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Oct 1993
ACTIVITY: Forestry machinery and equipment; national stand: Pap-For 93
LOCATION: St. Petersburg
CONTACT: Belkis Possamai EAITC RBT_
TELEPHONE: 613-992-8590

(record #: 521)

SECTOR: Forest Industries
AREA: Multiple Markets
DATE: Aug 1993
ACTIVITY: International Standards Organization (ISO) Technical Committee
89 - Wood Panels
LOCATION: Vancouver
CONTACT: J. Serveau ISTC
TELEPHONE: 613-954-3039

To host a plenary session of the ISO Technical Committee 89 membership in Canada.

(record #: 522)

SECTOR: Forest Industries
AREA: Multiple Markets
DATE: Sep 1993
ACTIVITY: Forest products; mission to
LOCATION: TBD
CONTACT: Brenda Thibault WED
TELEPHONE: 403-495-6952

Under development

(record #: 522)

SECTOR: Forest Industries
AREA: Multiple Markets
DATE: ONG 1993
ACTIVITY: Wood products; cooperative overseas market development program:
(COMDP) Eastern and Western Canada
LOCATION: World-wide
CONTACT: E. Kelly ISTC
TELEPHONE: 613-954-3031

To increase and diversify exports of softwood lumber and plywood to countries other than the US market.

(record #: 523)

SECTOR: Advanced Manufacturing Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Manufacturing equipment; information booth: Puerto Rican
Manufacturing Association Industrial Show
LOCATION: Puerto Rico
CONTACT: M. Nepinak EAITC UTO
TELEPHONE: 613-944-6134

EVENT: Variety of Trade Shows in San Juan, Puerto Rico
PRODUCTS: To participate in six separate trade shows in following industries: Ag/food, Healthcare, Environment,

Telecommunications, Consumer Goods and Hardware & Furniture.

(record #: 524)

SECTOR: Advanced Manufacturing Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Plastic injection molding; mission from New York City to
LOCATION: Toronto
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-994-7486

(record #: 525)

SECTOR: Advanced Manufacturing Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Fastener machinery and products; national stand: National
Industrial Fastener Show
LOCATION: Columbus
CONTACT: P A Rolland EAITC UTO_
TELEPHONE: 613-944-9475

PRODUCTS: Fastening tools, systems, machinery and materials, fastener-producing machinery, fastening systems and the fasteners themselves, such as screws, bolts, nuts, and more recently developed plastic fastening devices.

SCOPE: Regional show covering important industrial area, 330 exhibitors.

ATTENDANCE: 4000 attendees, including plant managers and planners, product development and manufacturing design engineers, distributors, agents and buyers.

(record #: 526)

SECTOR: Advanced Manufacturing Technologies
AREA: United States
DATE: Jun 1993
ACTIVITY: Plastic injection molding; mission from Cleveland to
LOCATION: Windsor
CONTACT: EAITC UTI_
TELEPHONE: 613-994-7486

ACTIVITY CANCELLED, APRIL 1993

(record #: 527)

SECTOR: Advanced Manufacturing Technologies
AREA: United States
DATE: Jun 1993
ACTIVITY: Precision machinery and equipment; information booth: OEM Design
and Engineering Show
LOCATION: Cleveland
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9475

ACTIVITY CANCELLED, APRIL 1993

(record #: 528)

SECTOR: Advanced Manufacturing Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Mold Expo '93 Trade Show
LOCATION: Detroit
CONTACT: F. Palmer ISTC
TELEPHONE: 416-973-5176

To develop personal sector knowledge and awareness of
technology, pursuant to prior activities within the sector.

(record #: 529)

SECTOR: Advanced Manufacturing Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Printing equipment and services; national stand: GraphExpo '93
LOCATION: Chicago
CONTACT: M. Samson EAITC ISTC UTO_
TELEPHONE: 613-944-9479 613-954-3192

Oct.31-Nov.3, 1993

PRODUCTS: Printing Machinery & Systems, Supplies &
Accessories/Postpress Equipment & Accessories

SCOPE: International show, 600+ exhibitors

ATTENDANCE: 49,000 commercial printers, agents and reps. from
71 nations and all 50 states.

(record #: 530)

SECTOR: **Advanced Manufacturing Technologies**
AREA: United States
DATE: Oct 1993
ACTIVITY: Metal fabricating industry; national stand: Fabtech '93
LOCATION: Chicago
CONTACT: P.A. Rolland EAITC ISTC UTO_
TELEPHONE: 613-944-9475 613-954-32443

PRODUCTS: Sheetmetal fabrication and processing machinery.
SCOPE: Major international show, 550 exhibitors from 20 countries.
ATTENDANCE: 14,283 visitors, comprising production engineers, managers, and job shop owners, and various other clients involved in fabricating operations.

(record #: 531)

SECTOR: **Advanced Manufacturing Technologies**
AREA: United States
DATE: Mar 1994
ACTIVITY: Plastics, injection moulder; mission to
LOCATION: Buffalo
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-994-7486

(record #: 532)

SECTOR: **Advanced Manufacturing Technologies**
AREA: United States
DATE: Apr 1994
ACTIVITY: Material handling equipment; national stand: North America
Material Handling Show
LOCATION: Detroit
CONTACT: P.A. Rolland EAITC UTO_
TELEPHONE: 613-944-9475

PRODUCTS: Materials handling equipment and systems including movement, storage, control and protection of products throughout the process of their manufacture, distribution, consumption and disposal.
SCOPE: International show, 300 exhibitors.
ATTENDANCE: 10,000 visitors, comprising transportation and distribution managers, and manufacturers.

(record #: 533)

SECTOR: **Advanced Manufacturing Technologies**
AREA: **United States**
DATE: **Jul 1994**
ACTIVITY: **Plastics; national stand: National Plastics Show**
LOCATION: **Chicago**
CONTACT: **R. McNally** EAITC UTI_
TELEPHONE: **613-994-7486**

(record #: 534)

SECTOR: **Advanced Manufacturing Technologies**
AREA: **United States**
DATE: **Sep 1994**
ACTIVITY: **Machine tool; national stand: International Manufacturing
Technology Show**
LOCATION: **Chicago**
CONTACT: **P. A. Rolland** EAITC UTO_
TELEPHONE: **613-944-9475**

(record #: 535)

SECTOR: **Advanced Manufacturing Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Incoming mission; Italian Machine Tools, Robots and Automation
Association (UCIMU)**
LOCATION: **Ontario**
CONTACT: **A. Sotak** ISTC -
TELEPHONE: **416-973-5170**

To identify Canadian-based AMT hardware manufacturers that could benefit from collaborative arrangements that would foster technology transfer (joint ventures, licensing arrangements) with Italian AMT firms.

(record #: 536)

SECTOR: **Advanced Manufacturing Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **Jun 1993**
ACTIVITY: **Mould Makers Technology Exchange Initiative**
LOCATION: **France, Ontario**
CONTACT: **F. Palmer** ISTC -
TELEPHONE: **416-973-5176**

To increase Ontario-based mould makers' international competitiveness and exports to countries other than the US; promote, discuss and exchange technology information within

the Ontario industry.

(record #: 538)

SECTOR: Advanced Manufacturing Technologies
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Outgoing mission; Canadian-Based AMT Hardware Manufacturers
LOCATION: Milan
CONTACT: A. Sotak ISTC
TELEPHONE: 416-973-5170

To organize and lead mission to Italy to introduce Canadian based AMT hardware producers to Italian firms that may be interested in technology transfer.

(record #: 537)

SECTOR: Advanced Manufacturing Technologies
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Robotics and automated manufacturing; mission to
LOCATION: Austria
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-9766

(record #: 539)

SECTOR: Advanced Manufacturing Technologies
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Interplas International Trade Show
LOCATION: Birmingham
CONTACT: M. Bieman/W. Keith ISTC
TELEPHONE: 613-954-3264

Staff a national stand to promote Canadian exports of plastic and related products.

(record #: 540)

SECTOR: Advanced Manufacturing Technologies
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Packaging materials management; information booth: Matpack '93
LOCATION: Melbourne
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

This info booth will distribute catalogues and information on Canadian capabilities in packaging materials management.

(record #: 541)

SECTOR: Advanced Manufacturing Technologies
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Industrial machinery; solo show: Catalogue Show
LOCATION: Pakistan
CONTACT: Robert Grison EAITC PST_
TELEPHONE: 613-992-0952

To feature catalogues from approximately 50 Canadian companies in industrial machines (multi-sectors).

(record #: 542)

SECTOR: Advanced Manufacturing Technologies
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Packaging machinery (Pal Ex '93); mission from Saudi Arabia to
LOCATION: Toronto
CONTACT: Daivid Marshall EAITC GBT_
TELEPHONE: 613-944-5984

This mission is being organized by our embassy in Riyadh. The visitors are interested in consumer packaging and processing equipment.

(record #: 543)

SECTOR: Advanced Manufacturing Technologies
AREA: Africa and the Middle East
DATE: Dec 1993
ACTIVITY: Equipment and technology; information booth: Saudi Plastics '93
LOCATION: Riyadh
CONTACT: Davis Marshall EAITC GBT_
TELEPHONE: 613-944-5984

This event incorporates two other events- Saudi Printing Technology and Materials Show which covers all aspects of printing and production; and Saudi Packaging Machinery and Materials Show dealing with the packing, processing, bottling, canning and materials labelling handling, marking and storage.

The Plastics Show covers moulds, raw materials and plastics manufacturing.

(record #: 544)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: May 1993
ACTIVITY: Plastics machinery; information booth: Brasilplast '93
LOCATION: Sao Paulo
CONTACT: Jon Dundon EAITC LGT_
TELEPHONE: 613-996-6921

This is our first participation in this Plastics machinery and moulds show. Some ten to fifteen Canadian firms will participate. Following the show, the companies will visit Buenos Aires to make some initial contacts in Argentina.

(record #: 545)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: May 1993
ACTIVITY: Packaging and labelling machinery; national stand: Expo Pack '93
LOCATION: Mexico City
CONTACT: Jon Dundon EAITC LGT_
TELEPHONE: 613-996-6921

This event to include exhibiting at ExpoPak in Mexico City, with participating firms travelling on to Brazil and Argentina.

(record #: 546)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: Jun 1993
ACTIVITY: Furniture manufacturing supplies; national stand: Techno Mueble '93
LOCATION: Guadalajara
CONTACT: Paul Schutte 996-5358 EAITC LGT_
TELEPHONE: 613-996-6921

This will be our first participation in this show. We will be recruiting from companies supplying equipment, parts and services to the furniture industry.

(record #: 547)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: Jun 1993
ACTIVITY: Packaging and labelling machinery; information booth: Fispal '93
LOCATION: Sao Paulo
CONTACT: Carlos Munante 996-2268 EAITC LGT_
TELEPHONE: 613-996-5549

The companies are supplying machinery and moulds to the plastics industry. There will be a follow-on mission to Argentina.

(record #:1014)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Packaging technology; information booth
LOCATION: Venezuela
CONTACT: Carlos Munante EAITC LGT_
TELEPHONE: 613-996-2268

September 24-28, 1993

(record #: 548)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: Jan 1994
ACTIVITY: Industrial equipment and services; solo show: Canada Expo '94
LOCATION: Monterrey
CONTACT: Cancelled event EAITC LGT_
TELEPHONE: 613-996-5358

ACTIVITY CANCELLED, APRIL 1993

(record #: 549)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: Feb 1994
ACTIVITY: Plastics machinery; national stand: Plastimagen '94
LOCATION: Mexico City
CONTACT: Cancelled event EAITC LGT_
TELEPHONE: 613-996-6921

ACTIVITY CANCELLED, APRIL 1993

(record #: 550)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: High technology, oil and gas, manufacturing machinery; solo trade show: Canada Expo '94
LOCATION: Mexico City
CONTACT: Paul Schutte (Two events) EAITC LGT_
TELEPHONE: 613-996-5358

1. This will be EAITC's largest event ever - over 500 companies are expected to participate. Eighteen sectors will be covered from apparel and consumer goods to high technology products and services.
2. The second event, to be run in parallel with the Solo Show described above, will be an advanced technology-process control and robotics mission to visit Monterrey and Mexico City during the second and third weeks of March, 1994.

(record #: 551)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Engineering; national stand: Brno International Engineering Fair
LOCATION: Brno
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 552)

SECTOR: **Advanced Manufacturing Technologies**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Industrial machinery; national stand: Plovdiv International Engineering Fair
LOCATION: Plovdiv
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 553)

SECTOR: **Advanced Manufacturing Technologies**
AREA: **Central/Eastern Europe and the Commonwealth of Independent States**
DATE: **Oct 1993**
ACTIVITY: **Industrial machinery; national stand: TIB '93**
LOCATION: **Bucharest**
CONTACT: **Brett Naisby** EAITC RBT_
TELEPHONE: **613-996-7107**

October 11-17, 1993. National stand. This is traditional Canadian presence in a trade Fair in Romania. 15 to 20 firms can participate, each with own booth with access to lounge bar interpreters phones tv/video publicity. Canada day reception organized during fair is an excellent vehicle for exposing newcomers to local business.

(record #: 554)

SECTOR: **Electrical Equipment**
AREA: **United States**
DATE: **Aug 1993**
ACTIVITY: **Small hydro-power equipment; information booth: Waterpower '93**
LOCATION: **Nashville**
CONTACT: **Tony Tung** EMRC -
TELEPHONE: **613-996-6119**

August 10-13, 1993.
The conference seeks to examine hydro power's role in meeting world energy needs. Emphasis will be placed upon international participation and a world-wide view of hydro power's challenges. EMRC will provide an information booth showcasing its small hydro power technologies and those of applicable Canadian firms.

(record #: 555)

SECTOR: **Electrical Equipment**
AREA: **United States**
DATE: **Nov 1993**
ACTIVITY: **Transmission and distribution equipment and services; national stand: Power Generation '93**
LOCATION: **Dallas**
CONTACT: EAITC UTI_
TELEPHONE: **613-944-5149**

ACTIVITY CANCELLED, APRIL 1993

(record #: 556)

SECTOR: **Electrical Equipment**
AREA: **United States**
DATE: **Jan 1994**
ACTIVITY: **Air conditioning, heating and refrigeration equipment; national stand: Air Conditioning, Heating, Refrigeration Expo**
LOCATION: **New Orleans**
CONTACT: **R. McNally** EAITC UTI_
TELEPHONE: **613-944-7486**

Jan. 24-26, 1994.

PRODUCTS: All aspects of heating, ventilation and air-conditioning.

SCOPE: Largest show of this type in the USA with 850 exhibitors.

ATTENDANCE: In 1993 this show attracted over 34,000 buyers representing contractors, engineers and construction planners, industrial plant operators and public utilities.

(record #: 557)

SECTOR: **Electrical Equipment**
AREA: **Western Europe and European Community (EC)**
DATE: **Oct 1993**
ACTIVITY: **Small hydro-power equipment; information booth: Hidroenergia '93**
LOCATION: **Munich**
CONTACT: **Tony Tung** EMRC
TELEPHONE: **613-996-6119**

October 4-6, 1993.

A conference and exhibition on small hydro power providing a platform for sharing operational experience, reporting on developments and discussing the future of small hydro power projects. EMRC to provide information on its small hydro power technologies and those of applicable Canadian firms.

(record #: 558)

SECTOR: **Electrical Equipment**
AREA: **East Asia**
DATE: **Jun 1993**
ACTIVITY: **Hydro power transmission; seminar**
LOCATION: **Taiwan**
CONTACT: **Brophy, Terry** EAITC PNC_
TELEPHONE: **613-996-7582**

ACTIVITY CANCELLED.

(record #: 559)

SECTOR: Electrical Equipment
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Electrical Power Equipment Mission and Seminar in China
LOCATION: Beijing
CONTACT: J. Robinson ISTC
TELEPHONE: 613-954-3262

Canvas & organize firms to attend symposium and represent the industry at the International Symposium on the Three Gorges Project. Technical seminars covering the full gamut of the industry will be offered. Select companies will also offer seminars.

(record #: 560)

SECTOR: Electrical Equipment
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Power generation and distribution; mission to
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

An outgoing mission of Canadian companies involved in the generation and distribution of hydro power will visit with the Korean government and Korean companies.

(record #: 561)

SECTOR: Electrical Equipment
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Hydro and thermal energy; information booth: Energy show
LOCATION: Vietnam
CONTACT: Thomson, Lynne EAITC PNC_
TELEPHONE: 613-995-8744

Mounting and staffing of information booth will be EAITC contribution. Other Canadian firms are welcome to participate on a self-funded basis. This is a yearly show, previously attended by individual firms. Emphasis on medium to long-term project work in Vietnam.

(record #: 562)

SECTOR: Electrical Equipment
AREA: East Asia
DATE: Oct 1993
ACTIVITY: International Nuclear Conference - INC '93
LOCATION: Toronto
CONTACT: R. Potts ISTC
TELEPHONE: 613-954-3179

In the context of the Canada-Korea Nuclear Initiative, broaden the relationship between the 2 countries re: nuclear energy. Market Canadian nuclear equipment and engineering capabilities and familiarize Korea with Canadian nuclear reactor design.

(record #: 563)

SECTOR: Electrical Equipment
AREA: East Asia
DATE: May 1994
ACTIVITY: Power and energy equipment; information booth: EP China '94
LOCATION: China
CONTACT: LeBlond, Robert EAITC PNC_
TELEPHONE: 613-996-6987

The post in Beijing will operate an information booth at EP China '94. This show will display and distribute literature, as well as answer enquiries regarding Canadian companies manufacturing power and energy equipment.

(record #: 564)

SECTOR: Electrical Equipment
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Power transmission and distribution efficiency; seminar/mission to
LOCATION: Philippines
CONTACT: Amir Guindi EAITC ISTC PST_
TELEPHONE: 613-995-7659 613-954-3262

Canadian trade office in Philippines will sponsor a technical seminar by Canadian experts & company reps specializing in electricity transmission & distribution. The technical exchange will coincide with an important trade show in the power sector & highlight business opportunities in this sector. Senior gov't and private buyers will be the focus.

(record #: 565)

SECTOR: Electrical Equipment
AREA: Asia Pacific South
DATE: Dec 1993
ACTIVITY: Coal, gas, geothermal and nuclear power; information booth:
Electric Indonesia Trade Show
LOCATION: Indonesia
CONTACT: Amir Guindi EAITC PST_
TELEPHONE: 613-995-7659

Commercial Division of the Canadian Embassy in Jakarta will operate info booth at the Electric Indonesia Exhibition for displaying and distributing literature from Canadian companies in this sector. The Fair attracts 3,000 business and government visitors.

(record #: 566)

SECTOR: Electrical Equipment
AREA: Asia Pacific South
DATE: Mar 1994
ACTIVITY: Electric and power supply equipment; information booth: Elenex '94
LOCATION: Thailand
CONTACT: Eileen Durand EAITC PST_
TELEPHONE: 613-992-0952

Canadian Embassy in Bangkok will operate an info booth at this show, displaying & distributing literature for Canadian companies specializing in electric and power supply equipment. The show attracts over 200 exhibitors from 26 countries & a total of about 8,000 visitors, primarily in manufacturing and government.

(record #: 567)

SECTOR: Electrical Equipment
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Power and energy; mission to
LOCATION: Lebanon
CONTACT: Michael Wooff EAITC GBT_
TELEPHONE: 613-944-6983

A six member mission to seek reconstruction opportunities covering engineering, equipment manufacturing and utility distribution systems in the telecommunications, power and energy sectors.

(record #: 568)

SECTOR: Electrical Equipment
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: Electric and power equipment and services; mission from Chile to
LOCATION: Canada
CONTACT: Event cancelled EAITC LGT_
TELEPHONE: 613-996-4199

ACTIVITY CANCELLED, APRIL 1993

(record #: 569)

SECTOR: Oil and Gas Field Equipment
AREA: United States
DATE: May 1993
ACTIVITY: Oil and gas equipment and services; national stand: Offshore
Technology Conference
LOCATION: Houston
CONTACT: R McNally EAITC UTI_
TELEPHONE: 613-944-7486

May 3-6, 1993.

PRODUCTS: Equipment and services for the marine and offshore
oil and gas industries.

SCOPE: Over 1,200 companies exhibit at this show and last year
261 technical papers were presented.

ATTENDANCE: Over 27,000 buyers attend this show. It is
sponsored by eleven engineering associations.

(record #: 570)

SECTOR: Oil and Gas Field Equipment
AREA: United States
DATE: May 1993
ACTIVITY: Oil and gas equipment and services; national stand: Alaska Oil
and Gas Show
LOCATION: Alaska
CONTACT: R McNally EAITC UTI_
TELEPHONE: 613-944-7486

May 26 - 28, 1993

PRODUCTS: Equipment and related services for the oil & gas
sector

SCOPE: Small National Stand organized in conjunction with the
Alberta Government.

ATTENDANCE: Attendees are devoted exclusively to arctic
operations. Last year 1,100 specialists attended.

(record #: 571)

SECTOR: Oil and Gas Field Equipment
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Oil and gas equipment and services; information booth: Offshore Europe '93
LOCATION: Aberdeen
CONTACT: Gayle McCallum EAITC ISTC RWT_
TELEPHONE: 613-995-6565 613-954-3192

Canada will have an Information Booth at Offshore Europe Aberdeen which is the largest international oil and gas show for equipment suppliers working in the North Sea.

(record #: 572)

SECTOR: Oil and Gas Field Equipment
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Oil and gas; mission to
LOCATION: Norway
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-4730

Ten - fifteen Canadian oil and gas companies will participate in the Canada Norway Offshore working group. This mission will increase penetration of the Norwegian offshore market.

(record #: 573)

SECTOR: Oil and Gas Field Equipment
AREA: East Asia
DATE: Apr 1994
ACTIVITY: Heavy oil technology; symposium
LOCATION: China
CONTACT: LeBlond, Robert EAITC PNC_
TELEPHONE: 613-996-6987

The post in Beijing will organize a symposium of Canadian scientists together with their Chinese counterparts to discuss issues related to the specific technology needs of oil and gas field equipment requirements for China. Results from the forum will be channelled to Canadian companies in the oil and gas sector.

(record #: 574)

SECTOR: Oil and Gas Field Equipment
AREA: East Asia
DATE: Jun 1994
ACTIVITY: National Petroleum Show; mission from China to
LOCATION: Calgary
CONTACT: LeBlond, Robert EAITC PNC_
TELEPHONE: 613-996-6987

An incoming mission from China will be attending the National Petroleum Show that is held in Calgary.

(record #: 575)

SECTOR: Oil and Gas Field Equipment
AREA: Asia Pacific South
DATE: Jul 1993
ACTIVITY: Oil and gas equipment and services; information booth: 5th
Malaysian Oil and Gas Show
LOCATION: Malaysia
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

Malaysia has significant deposits of oil and natural gas, and is spending billions of dollars to develop these resources. The Canadian High Commission and Alberta Department of Economic Development and Tourism are sponsoring info booths at this show at which company literature can be distributed.

(record #: 576)

SECTOR: Oil and Gas Field Equipment
AREA: Asia Pacific South
DATE: Aug 1993
ACTIVITY: Oil and Gas; buyers from Bangladesh to
LOCATION: Canada
CONTACT: Robert Grison EAITC PST_
TELEPHONE: 613-992-0952

To invite a Bangladeshi buyer to visit Canadian companies, to explore Canadian capabilities and joint venture opportunities.

(record #: 577)

SECTOR: Oil and Gas Field Equipment
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Oil and gas equipment and services; information booth: Middle East Oil Show
LOCATION: Manama (Bahrain)
CONTACT: Ron Bollman EAITC GBT_
TELEPHONE: 613-944-6847

(record #: 578)

SECTOR: Oil and Gas Field Equipment
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Oil and gas; mission to
LOCATION: Nigeria, Gabon, Cameroon
CONTACT: John Brenchley EAITC GBT_
TELEPHONE: 613-944-6586

Follow up to two previous missions in 1991/92. Good potential for manufacturers and suppliers of drilling machinery, pump, data handling systems.

(record #: 579)

SECTOR: Oil and Gas Field Equipment
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Oil and gas; mission to
LOCATION: Tunis, Algeria
CONTACT: Loreta Giannetti EAITC GBT_
TELEPHONE: 613-944-8134

Canadian companies have been very active in the Maghreb for a number of years. Our expertise and up-to-date technology is in demand in all areas of this business - equipment, services, management and engineering.

(record #: 580)

SECTOR: Oil and Gas Field Equipment
AREA: Africa and the Middle East
DATE: Dec 1993
ACTIVITY: Oil and gas; mission to
LOCATION: Egypt
CONTACT: Maurice Bernier EAITC ISTC GBT_
TELEPHONE: 613-944-0396 613-954-3192

This a relatively new market for canadian oil and gas companies. Extent of Egyptian reserves is still being defined. Suppliers and manufacturers need to make themselves known to

the Egyptian industry.

(record #: 581)

SECTOR: Oil and Gas Field Equipment
AREA: Africa and the Middle East
DATE: Mar 1994
ACTIVITY: Oil and Gas Show; information booth
LOCATION: Kuwait
CONTACT: n/a
TELEPHONE: 613-944-7043

EAITC

GBT_

CANCELLED.

(record #: 582)

SECTOR: Oil and Gas Field Equipment
AREA: Latin America and the Caribbean
DATE: Apr 1993
ACTIVITY: Petroleum equipment and services; national stand: Expetro '93
LOCATION: Ciudad Del Carmen
CONTACT: Paul Schutte See memo
TELEPHONE: 613-996-5358

EAITC

LGT_

This event was postponed by the Mexican organizers. However, given the interest shown by the Canadian Oil and Gas sector, we have organized a company mission to Mexico City and the surrounding areas (including Ciudad del Carmen in the Yucatan Peninsula). A Canadian consultant, D. MacGregor, has been engaged to organize and lead the mission. Eleven companies to attend.

(record #: 583)

SECTOR: Oil and Gas Field Equipment
AREA: Latin America and the Caribbean
DATE: Nov 1993
ACTIVITY: Oil and gas products and services; mission to
LOCATION: Mexico, South America
CONTACT: Brenda Thibault
TELEPHONE: 403-495-6952

WED

To be organized by PetroTrade.
Under development.

(record #: 584)

SECTOR: Oil and Gas Field Equipment
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Apr 1993
ACTIVITY: Oil and gas equipment; information booth: Neftegaz 93
LOCATION: Moscow
CONTACT: Belkis Possamai EAITC RBT_
TELEPHONE: 613-996-6429

(record #: 585)

SECTOR: Oil and Gas Field Equipment
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Jun 1993
ACTIVITY: Oil and gas equipment and services; buyers from Bucharest to: Intercan '93
LOCATION: Bucharest
CONTACT: Brett Naisby EAITC RBT_
TELEPHONE: 613-996-2399

Buyers from Romania coming to Canada to Intercan 93. Visitors selected by post in consultation with the Romanian oil and Gas authorities.

(record #: 587)

SECTOR: Oil and Gas Field Equipment
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Oct 1993
ACTIVITY: Oil and gas products and services; mission to
LOCATION: CIS, Eastern Europe
CONTACT: Brenda Thibault WED
TELEPHONE: 403-495-6952

To be organised by PetroTrade.
Under development.

(record #: 586)

SECTOR: Oil and Gas Field Equipment
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Oct 1993
ACTIVITY: Mining, oil and gas; mission to
LOCATION: Kazakhstan, Uzbekistan, Kyrgyzstan, Turkmenistan
CONTACT: Belkis Possamai EAITC RBT_
TELEPHONE: 613-996-6429

(record #: 588)

SECTOR: Oil and Gas Field Equipment
AREA: Multiple Markets
DATE: ONG 1993
ACTIVITY: Heavy oil emulsion upgrading; consortium
LOCATION: Ottawa
CONTACT: Alan Bowles EMRC
TELEPHONE: 613-995-1493

An international consortium to research the use of heavy oil/water emulsion in upgrading heavy oil.

(record #: 589)

SECTOR: Oil and Gas Field Equipment
AREA: Multiple Markets
DATE: ONG 1993
ACTIVITY: Heavy oil and bitumen feedstock reactivity; consortium
LOCATION: Ottawa
CONTACT: Alan Bowles EMRC
TELEPHONE: 613-995-1493

An international consortium to research the reactivity of hydrocracking feedstocks for upgrading heavy oil and bitumen.

(record #: 590)

SECTOR: Oil and Gas Field Equipment
AREA: Multiple Markets
DATE: ONG 1993
ACTIVITY: Process fundamentals for heavy oil and bitumen upgrading; consortium
LOCATION: Ottawa
CONTACT: Alan Bowles EMRC
TELEPHONE: 613-995-1493

An international consortium to research the hydrodynamics of reactor processes for upgrading heavy oil and bitumen.

(record #: 591)

SECTOR: Oil and Gas Field Equipment
AREA: Multiple Markets
DATE: ONG 1993
ACTIVITY: Natural gas conversion; consortium
LOCATION: Ottawa
CONTACT: Alan Bowles EMRC
TELEPHONE: 613-995-1493

An international consortium to research the catalytic chemical conversion of methane from natural gas to hydrocarbon fuels, fuel additives and bulk chemicals.

(record #: 592)

SECTOR: Resource Equipment Technology
AREA: United States
DATE: Sep 1993
ACTIVITY: Marine technology products; national stand and NEBS mission to:
International Marine Technology Exhibition and Conference
LOCATION: Chicago
CONTACT: Jean-Pierre Petit EAITC UTO_
TELEPHONE: 613-944-9482

September 9-12, 1993.

PRODUCTS: Recreational boats and marine accessories.

SCOPE: Largest marine trade show in the world in terms of exhibits space and number of visitors.

PARTICIPANTS: 20-25 manufacturers, primarily new exporters or firms unfamiliar with IMTEC or marketing boats and marine accessories in the USA, regrouped in a national stand.

(record #:1005)

SECTOR: Resource Equipment Technology
AREA: United States
DATE: Sep 1993
ACTIVITY: Steelmaking, production and processing equipment; national stand: Association of Iron and Steel Engineers
LOCATION: Pittsburgh
CONTACT: P. A. Rolland EAITC UTO_
TELEPHONE: 613-944-9475

PRODUCTS: Steelmaking equipment and equipment used in metals production and processing.

SCOPE: Major national show

ATTENDANCE: 20,000 visitors from various categories including metal producers and fabricators, machinery and electrical machinery, and engineering and construction.

(record #: 593)

SECTOR: Resource Equipment Technology
AREA: United States
DATE: Oct 1996
ACTIVITY: Mining, minerals and related equipment; national stand: Minexpo '96
LOCATION: Las Vegas
CONTACT: EAITC UTO_
TELEPHONE: 613-944-6134

ACTIVITY CANCELLED, APRIL 1993

(record #: 594)

SECTOR: Resource Equipment Technology
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Forest machinery and equipment; mission to: Ligna '93
LOCATION: Hanover
CONTACT: Frank Eichgruen WED
TELEPHONE: 604-666-7546

An outgoing mission of up to 20 western canadian companies involved in manufacturing and supplying machinery and services to the forest industry will attend LIGNA '93. LIGNA '93 is held on a biennial basis. The trade fair is attended by approx. 95,000 visitors and includes 1,300 exhibitors from over 30 countries.

(record #: 595)

SECTOR: Resource Equipment Technology
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Nor Shipping; mission to
LOCATION: Norway
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-4730

6 - 8 Canadian companies will participate in a sellers mission to Nortec trade fair which features ships gear and systems. This represents the start of establishing Canada's capabilities in ocean technologies, ships gear, navigation systems and to a lesser extent - remote sensing.

(record #: 596)

SECTOR: Resource Equipment Technology
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Ocean technology; buyers from Italy to
LOCATION: Atlantic Canada, British Columbia
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-9766

Anticipated number of participants is six; This buyers mission will target opportunities identified by a consultants study for promotion of marine pollution technology. Provinces to be visited are B.C.; Atlantic provinces.

(record #: 597)

SECTOR: Resource Equipment Technology
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Marine equipment; national stand: Marine Equipment Trade Show
LOCATION: Netherlands
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-992-7001

METS is a significant international trade show for marine equipment and accessories. The Dutch market for pleasure craft is a significant market in its own right and represents a key potential nice market for the Canadian pleasure boat small craft and accessories industry. This fair will provide worthwhile opportunities to expand international contacts and locate foreign distributors/agents.

(record #: 598)

SECTOR: Resource Equipment Technology
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Marine equipment; information booth: Oceanology International
LOCATION: Brighton
CONTACT: Terry Jack EAITC RWT_
TELEPHONE: 613-995-6565

EAITC will sponsor an Information Booth at Oceanology International 94, Brighton, U.K. This bi-annual event features international oceanological equipment and services. Main product group/sectors are environmental protection of the oceans, seas, coastal waters and their living resources, exploitation of ocean resources, maritime defence, prediction of climate change and its effects, marine technology.

(record #: 599)

SECTOR: Resource Equipment Technology
AREA: East Asia
DATE: May 1993
ACTIVITY: Shipboard Marine Equipment and Services Strategic Alliance and
Technology Mission to China
LOCATION: Shanghai (China)
CONTACT: L. Kiez ISTC
TELEPHONE: 613-954-3428

To increase Canadian industry's awareness of the immense potential market in China for Marine equipment and services. Main focus would be establishment of alliances and technology transfer in key niche areas.

(record #: 600)

SECTOR: Resource Equipment Technology
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Mining equipment; seminar
LOCATION: China
CONTACT: LeBlond, Robert EAITC PNC_
TELEPHONE: 613-996-6987

The post in Beijing will present information in a seminar forum in this sector to encourage Chinese interest in potential joint ventures or partnering arrangements with Canadian companies in this field. Appropriate leads resulting from the forum will be channelled to selected Canadian firms.

(record #: 601)

SECTOR: Resource Equipment Technology
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Mining, Forestry and Pulp and Paper Technical Mission to China
LOCATION: China, Vietnam
CONTACT: A.H. Jarvis ISTC
TELEPHONE: 613-954-7812

To demonstrate Canadian capabilities in response to China's major modernization program and to follow-up on Minister's recent mission.

(record #: 602)

SECTOR: Resource Equipment Technology
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Mining equipment; information booth: International Mineral Processing Expo
LOCATION: Sydney
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

Australia is a major mining country that has been an excellent customer for Canadian exporters of equipment and services. Participation in this show will support the continued expansion of these sales.

(record #: 603)

SECTOR: Resource Equipment Technology
AREA: Asia Pacific South
DATE: Jun 1993
ACTIVITY: Mining equipment and services; mission from Indonesia to
LOCATION: Canada
CONTACT: Amir Guindi EAITC PST_
TELEPHONE: 613-995-7659

The Commercial Div. of the Canadian Embassy in Jakarta will bring Indonesian mining company reps to Canada to meet with potential Canadian joint venture partners, financial service companies, and suppliers of mining equipment and services.

(record #: 604)

SECTOR: Resource Equipment Technology
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Mining machinery and equipment; information booth: International Mining Machinery and Equipment Show
LOCATION: Tehran
CONTACT: Fred Matuk EAITC GBT_
TELEPHONE: 613-944-7029

The fair focuses on introducing foreign and locally made mining machinery, equipment and technology to Iranian end users. Iran is a good market for high quality products and there are many opportunities for Canadian companies. Seven Canadian companies participated in 1992.

(record #: 605)

SECTOR: Resource Equipment Technology
AREA: Africa and the Middle East
DATE: Sep 1993
ACTIVITY: Technomin '93; buyers from Saudi Arabia and Amman to
LOCATION: North Bay
CONTACT: David Marshall EAITC GBT_
TELEPHONE: 613-944-5984

Mining experts from Jordan, Saudi Arabia and other Middle East and African countries will be invited to participate in this event.

(record #: 606)

SECTOR: Resource Equipment Technology
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Mining equipment and services; mission to
LOCATION: Southern Africa
CONTACT: Sara Hradecky EAITC GBT_
TELEPHONE: 613-944-6590

Mining equipment and services mission to Southern Africa which will feature technical seminars and on-site equipment demonstrations.

(record #: 607)

SECTOR: Resource Equipment Technology
AREA: Latin America and the Caribbean
DATE: Apr 1993
ACTIVITY: Mining equipment and services; mission to
LOCATION: Chile
CONTACT: Charlotte Ward 996-4199 EAITC LGT_
TELEPHONE: 613-996-5358

April 18-23, 1993
LGT organizing and leading a mission of 35 Canadian mining equipment and service companies. The group will visit five mine sites in Chile in five days.

(record #: 608)

SECTOR: Resource Equipment Technology
AREA: Latin America and the Caribbean
DATE: Oct 1993
ACTIVITY: Mining equipment and services; national stand: Mining Congress '93
LOCATION: Acapulco
CONTACT: Carlos Munante EAITC LGT_
TELEPHONE: 613-996-2268

This will be our fifth participation in the Congress. In view of the state of this market in Canada, manufacturers are looking elsewhere to sell their products. Whereas 34 companies participated in 1991, we expect over 50 companies will join us in 1993. Following the Congress, interested companies will visit mine sites in the San Luis Potosi and Hermosillo areas.

(record #: 609)

SECTOR: Resource Equipment Technology
AREA: Latin America and the Caribbean
DATE: May 1994
ACTIVITY: Mining technology mission to Expomin '94
LOCATION: Chile
CONTACT: A.H. Jarvis ISTC -
TELEPHONE: 613-954-7812

Canadian manufacturers to visit Santiago and give production technology seminars as part of Expomin '94, or outside this forum. Visits by Canadian firms to mining complexes in the area.

(record #: 610)

SECTOR: Resource Equipment Technology
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Jun 1993
ACTIVITY: Mining equipment and technology; mission to
LOCATION: Yugoslavia, Macedonia, Bulgaria, Albania
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 611)

SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: Apr 1993
ACTIVITY: Building and home improvement products; national stand:
International Tile Show
LOCATION: Miami
CONTACT: R. McNally EAITC ISTC UTI_
TELEPHONE: 613-944-7486 613-954-3126

April 21-24, 1993.

PRODUCTS: Construction products, building materials and related services.

SCOPE: National show drawing companies from all over the world to promote stone and tile.

ATTENDANCE: Show draws over 20,000 visitors representing a cross section of architects, interior designers, distributors, builders, general contractors and tile installers.

(record #: 613)

SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: May 1993
ACTIVITY: Building and home improvement products; national stand: Kitchen and Bath Show
LOCATION: Atlanta
CONTACT: R. McNally EAITC ISTC UTI_
TELEPHONE: 613-944-7486 613-954-3017

May 1-3, 1993

PRODUCTS: Wide variety of kitchen cabinets, sinks, k&b design, whirlpools, spas and appliances.

SCOPE: The Kitchen & Bath show was designed to capitalize on the interest generated in renovation and remodelling and attracts over 700 exhibitors.

ATTENDANCE: Over 20,000 buyers attend this show covering all aspects of the kitchen and bath industry.

(record #: 612)

SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: Jun 1993
ACTIVITY: Building and home improvement products; national stand: Pacific Coast Builders Show
LOCATION: San Francisco
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-944-7486

June 16-19, 1993.

PRODUCTS: Construction products, building materials and related services.

SCOPE: Regional show attracting buyers involved in residential construction and to a lesser degree light commercial buildings.

ATTENDANCE: Over 15,000 buyers attend this show representing architects, contractors, engineers and developers.

(record #: 614)

SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: Aug 1993
ACTIVITY: Building and home improvement products; national stand: National Hardware and Building Products
LOCATION: Chicago
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-944-7486

August 16 - 19

Hardware, home improvement (do-it-yourself), housewares, lawn & garden, pet supplies, and automarket aftermarket supplies.

The largest show of this type in the U.S.A. in its 47th year.

ATTENDANCE: The 1991 show attracted 75,000 buyers from major chains, individual retailers, distributors, manufacturers agents and reps.

(record #: 615)

SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Building and home improvement products; national stand: Building Products Solo Show
LOCATION: Minneapolis
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-944-7486

(record #: 616)

SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: Oct 1993
ACTIVITY: Building and home improvement products; national stand: Building Industry Show
LOCATION: Los Angeles
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-944-7486

(record #: 617)
SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: Jan 1994
ACTIVITY: Building and home improvement products; national stand: Solo
Hardware and Building Show
LOCATION: Seattle
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-944-7486

(record #: 618)
SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: Feb 1994
ACTIVITY: Building and home improvement products; national stand: National
Association of Home Builders
LOCATION: Las Vegas
CONTACT: R. McNally EAITC ISTC UTI_
TELEPHONE: 613-944-7486 613-954-3126

February 19-22, 1994.

PRODUCTS: Construction products, building material and related services.

SCOPE: Largest building show in North America with over 1,200 exhibitors.

ATTENDANCE: Over 65,000 visitors representing all aspects of the building trade including architects, contractors, distributors, manufacturers reps, agents and housing developers.

(record #: 619)
SECTOR: Industrial Materials and Construction Products
AREA: United States
DATE: May 1994
ACTIVITY: Building and home improvement products; seminar: Canadian Wood Council
LOCATION: Las Vegas
CONTACT: R. McNally EAITC UTI_
TELEPHONE: 613-944-7486

(record #: 621)

SECTOR: Industrial Materials and Construction Products
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Mining, metal and minerals products; mission to: New Material
Conference
LOCATION: Madrid
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

A sellers mission of 6-8 Canadian industrial materials and construction products companies will visit Spain to explore potential for sales and joint ventures in this new priority sector.

(record #: 622)

SECTOR: Industrial Materials and Construction Products
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Building material; information booth: Interbuild '93
LOCATION: Birmingham
CONTACT: Gayle McCallum EAITC ISTC RWT_
TELEPHONE: 613-995-6565 613-954-3126

EAITC will have an Information Booth at Interbuild 93. This show features forest products/building materials.

(record #: 623)

SECTOR: Industrial Materials and Construction Products
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Construction; national stand: Batimat
LOCATION: Paris
CONTACT: Gaston Thompson EAITC ISTC RWT_
TELEPHONE: 613-996-2363 613-954-3126

This will be the 13th participation at this Fair which is held every 2nd year. It focuses on new wood products and construction materials. Batimat is the most important construction event in the world. In 1991 more than 100 Canadian companies visited the Fair.

(record #: 624)

SECTOR: Industrial Materials and Construction Products
AREA: Western Europe and European Community (EC)
DATE: Feb 1994
ACTIVITY: Construction; information booth: Batibouw
LOCATION: Brussels
CONTACT: Gaston Thompson EAITC ISTC RWT_
TELEPHONE: 613-996-7544 613-954-3126

The Canadian participation has traditionally targeted the promotion of wood frame construction systems. 20% of the new construction in Belgium uses this system.

(record #: 626)

SECTOR: Industrial Materials and Construction Products
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Metals and minerals working group; meeting
LOCATION: Ottawa
CONTACT: Gordon Peeling EMRC
TELEPHONE: 613-992-4482

This group meets annually to review policy developments affecting their respective minerals and metals industries. Discussions and activities cover three broad categories: information exchange on mining and regulatory policy; analysis of the international scene and respective positions, and cooperation on industrial research; seminars and conferences. Attended by Canadian governments and industry representatives, and EC officials.

(record #: 627)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: May 1993
ACTIVITY: Building material and equipment; information booth: Construction Material and Equipment Fair
LOCATION: Osaka
CONTACT: Wayne House EAITC ISTC PNJ_
TELEPHONE: 613-995-1678 613-954-3126

The Canadian Consulate-General, Osaka, will organize an information booth at this event, to promote Canadian building products (wood and non-wood). B.C. Trade will participate with its multi-company booth.

(record #: 628)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: Jun 1993
ACTIVITY: Building products; information booth: Kobe Interhome '93
LOCATION: Kobe
CONTACT: Wayne House EAITC ISTC PNJ_
TELEPHONE: 613-995-1678 613-954-3126

The Canadian Consulate General in Osaka will participate with a large information booth in this event. Some 30 Canadian companies which manufacture non-wooden building materials will provide brochures, product samples and videos. Reports will be prepared on each product, and this information will be conveyed to industry to assist them in developing marketing strategies.

(record #: 629)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: Sep 1993
ACTIVITY: Building products; information booth: Building Material Fair
LOCATION: Sapporo
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Consulate General in Osaka will participate with a large information booth in this event. Some 30 Canadian companies which manufacture non-wooden building materials will provide brochures, product samples and videos. Reports will be prepared on each product, and this information will be conveyed to industry to assist them in developing marketing strategies.

(record #: 630)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: Sep 1993
ACTIVITY: 3-storey wooden housing design; seminar
LOCATION: Osaka
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Consulate-General, Osaka, will organize a series of seminars on 3-storey wooden apartment construction; COFI will also assist/participate, along with Canadian designers, architects, manufacturers, to promote this type of construction, utilizing Canadian materials (2x6 etc.)

(record #: 631)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: Nov 1993
ACTIVITY: Building materials; solo show
LOCATION: Fukuoka, Nagoya, Osaka
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Consulate, Osaka/Nagoya/Fukuoka will organize a series of solo shows following the Japan Home Show in their respective areas. Wood and non-wood construction materials will be promoted to leading importers, builders, architects in these three regions.

(record #: 632)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: Nov 1993
ACTIVITY: Building products; information booth: Japan Home Show '93
LOCATION: Tokyo
CONTACT: Wayne House EAITC ISTD PNJ_
TELEPHONE: 613-995-1678 613-954-3126

EAITC will participate with a national stand or an information booth. B.C. Trade will participate with a larger booth (20-30 companies' products). CCG services may be used by EAITC. Canadian companies (12-15) may join the Canadian exhibit or participate individually with agents.

(record #: 634)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: TBD 1993
ACTIVITY: Building products; mission from Japan to
LOCATION: Canada
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Consulate-General, Osaka, will organize and accompany an incoming mission of building product importers, builders, distributors to promote Canadian construction materials, building products, manufactured housing.

(record #: 633)

SECTOR: Industrial Materials and Construction Products
AREA: Japan
DATE: Mar 1994
ACTIVITY: Building materials and housing; information booth: West Japan
Total Living Show
LOCATION: Kita Kyushu
CONTACT: Wayne House EAITC PNJ_
TELEPHONE: 613-995-1678

The Canadian Consulate, Fukuoka, will organize an info booth to promote Canadian building products, construction materials and manufactured housing. COFI and B.C. Trade will also be participating with booths in this 4 day show.

(record #: 635)

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Building material; information booth and seminar: Building
material Exhibition
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will operate an Information Booth at the Building Material Exhibition. The post will display and distribute literature about Canadian companies producing industrial materials and construction products. In addition there will be educational seminars to encourage interest in potential joint ventures or partnering arrangements with Canadian companies.

(record #: 636)

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Building material; national stand: International Building
Exhibition
LOCATION: Hong Kong
CONTACT: Mrkich, Dan EAITC ISTC PNC_
TELEPHONE: 613-995-6962 613-954-3126

A National Stand accommodating a 10-15 participants. The International Building Exhibition for building materials and construction products will attract hundreds of exhibitors and thousands of visitors, including retailers, wholesalers, dealers, distributors, and agents for this industry sector.

(record #: 637)

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Nonferrous minerals and metals; annual meeting of Canada and
China
LOCATION: Ottawa
CONTACT: Jean-Yves Tremblay EMRC
TELEPHONE: 613-996-2499

CANCELLED.

(record #: 991)

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Ferrous Minerals and Metals; working group annual meeting
(Canada/China)
LOCATION: Ottawa
CONTACT: J. Y. Tremblay EMRC
TELEPHONE: 613-996-2499

This group consist of representatives of the government of Canada and China. The group meets annually to review policy development and bilateral trade and investment opportunities for the ferrous minerals and metals industries in their respective countries. The frame work of the meeting includes bilateral industry meetings.

(record #: 638)

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Dec 1993
ACTIVITY: Building supplies; buyers from Taiwan to
LOCATION: Canada
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

Buyers of building supplies from Taiwan will visit Canadian suppliers at their places of business in Canada.

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Dec 1993
ACTIVITY: Building supplies; buyers from Taiwan to
LOCATION: Canada
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE:613-996-7582

(record #: 640)

CANCELLED.

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Dec 1993
ACTIVITY: Mineral; investigation mission to
LOCATION: Vietnam
CONTACT: Jean-Yves Tremblay EMRC
TELEPHONE:613-996-2499

(record #: 639)

Mission concluded in March 1993.

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Jan 1994
ACTIVITY: Building products; mission from Hong Kong to
LOCATION: Canada
CONTACT: Mrkich, Dan EAITC PNC_
TELEPHONE:613-995-6962

(record #: 641)

An incoming mission of buyers from Hong Kong will tour the plants of Canadian companies in the building and construction sector. (B.C., Ont., and Que.)

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Feb 1994
ACTIVITY: Building products; mission from China to
LOCATION: Canada
CONTACT: LeBlond, Robert EAITC PNC_
TELEPHONE:613-996-6987

(record #: 642)

An incoming mission of buyers from China will be touring the plants of Canadian companies who produce building products for the construction industry.

(record #: 643)

SECTOR: Industrial Materials and Construction Products
AREA: East Asia
DATE: Mar 1994
ACTIVITY: Building material; information booth and mission to: Taipei
International Construction Show
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will operate an information booth at the Taipei International Construction Show. The show will display and distribute literature and answer enquiries about Canadian companies involved in the building material products business.

(record #: 644)

SECTOR: Industrial Materials and Construction Products
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Building products; buyers from Indonesia to
LOCATION: Canada
CONTACT: Amir Guindi EAITC PST_
TELEPHONE: 613-995-7659

The Commercial Division of the Canadian Embassy in Jakarta will bring a select number of potential major customers in the building products area to Canada to meet with suppliers of equipment and services.

(record #: 645)

SECTOR: Industrial Materials and Construction Products
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Building products; information booth: Sibex Building Products
LOCATION: Singapore
CONTACT: Ted Weinstein EAITC ISTC PST_
TELEPHONE: 613-996-5824 613-954-3126

SIBEX is a regional show featuring building & construction products & services. ASEAN region is spending billions of dollars in developing & building new housing, offices, infrastructure, & capital products, & will be buying products & services from companies around world. Canadian info booth will distribute brochures & product literature from companies interested in selling to ASEAN region.

(record #: 646)

SECTOR: Industrial Materials and Construction Products
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Building products, hardware; information booth: Buildex '93
LOCATION: Auckland
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

Info booth. This show attracts 10,000 visitors from all over country involved in construction, building & hardware supply fields. Contacts will be renewed with many fellow exhibitors. New & previously contacted exhibitors will be encouraged to consider Canada as source of technology or equipment & products. Catalogue display will be mounted with material supplied by Canadian manufacturers.

(record #: 647)

SECTOR: Industrial Materials and Construction Products
AREA: Asia Pacific South
DATE: Jun 1993
ACTIVITY: Building products, hardware; information booth: Interbuild '93
LOCATION: Sydney
CONTACT: Patrice Veilleux EAITC PST_
TELEPHONE: 613-995-7662

In the depths of the current Australian recession, "do-it-yourself" has grown enormously in response to declining personal income. Interbuild is a major Australian show of home building equipment and hardware. Participation in this show is aimed at distributing catalogues, brochures & info in this rapidly growing market.

(record #: 648)

SECTOR: Industrial Materials and Construction Products
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Mining; Second Working Group Meeting of the MPS/SEMIP
LOCATION: Mexico City
CONTACT: Paul-André Rochon EMRC -
TELEPHONE: 613-995-9571

The purpose of this meeting is to exchange information related to current Mexican/Canadian commodity and policy priorities in the mining sector. The meeting will be focussed on issues relating to trade and investment. The meeting will include Canadian and Mexican federal government officials and may include some industry participation on the margins of the meeting.

(record #: 649)

SECTOR: Industrial Materials and Construction Products
AREA: Latin America and the Caribbean
DATE: Sep 1993
ACTIVITY: Building materials CIHAC '93
LOCATION: Mexico City
CONTACT: R.H. Wilson ISTC
TELEPHONE: 613-954-3126

Trade show on construction products.

(record #: 650)

SECTOR: Industrial Materials and Construction Products
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: May 1993
ACTIVITY: Construction material; information booth: Coneco '93
LOCATION: Bratislava
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 651)

SECTOR: Industrial Materials and Construction Products
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Jun 1993
ACTIVITY: Construction material; information booth and mission to: Poznan Fair
LOCATION: Poznan
CONTACT: Michael Vujnovich EAITC RBT_
TELEPHONE: 613-996-7117

(record #: 652)

SECTOR: Industrial Materials and Construction Products
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Canadian housing construction techniques; seminar and mission to
LOCATION: St.Petersburg, Moscow
CONTACT: Josiane Simon EAITC RBT_
TELEPHONE: 613-992-8590

(record #: 653)

SECTOR: Industrial Materials and Construction Products
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: TBD 1993
ACTIVITY: Metallurgical products; buyers from Bucharest to
LOCATION: Canada
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 654)

SECTOR: Industrial Materials and Construction Products
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: TBD 1993
ACTIVITY: Construction; incoming buyers to: Ideas '94
LOCATION: Belgrade
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 655)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Apr 1993
ACTIVITY: International Lead and Zinc Study Group
LOCATION: London
CONTACT: Robert Telewiak EMRC ISTC -
TELEPHONE: 613-992-4481 613-998-5262

Canadian government officials, representatives of Canadian companies and representatives of twenty-eight other countries attend these meetings. The purpose of the meetings is to increase transparency of international lead and zinc markets, thereby permitting producers and consumers to make more rational market decisions.

(record #: 656)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Apr 1993
ACTIVITY: International Nickel Study Group
LOCATION: Netherlands
CONTACT: Robert Telewiak EMRC ISTC -
TELEPHONE: 613-992-4481 613-954-1854

Canadian government officials, representatives of Canadian companies and representatives of fourteen other countries attend these meetings. The purpose of the meetings is to

increase transparency of international nickel markets, thereby permitting producers and consumers to make more rational market decisions.

(record #: 620)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: May 1993
ACTIVITY: Ad Hoc Committee on Aluminum and Alumina and Bauxite
LOCATION: Geneva
CONTACT: P. Ricard-Desjardins ISTC EMRC
TELEPHONE: 613-954-1854 613-992-4481

Discussions on the state and the tendencies of the market for this sector

(record #: 657)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Jun 1993
ACTIVITY: Building material; Conference and information booth: Innovative Housing '93 World Conference
LOCATION: Vancouver
CONTACT: Darinka Tolot EMRC
TELEPHONE: 613-943-2259

June 21-25, 1993.

A conference and trade show which will focus on solutions to energy and environmental challenges related to both residential building technologies and sustainable communities. The forum will encourage exchange of information: technology innovation, design and planning, demonstrations, applications and programs, policies. The R-2000 Program is a major sponsor.

(record #: 658)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Jun 1993
ACTIVITY: International Copper Study Group
LOCATION: Portugal
CONTACT: Robert Telewiak EMRC ISTC
TELEPHONE: 613-992-4481 613-998-5262

Canadian government officials, representatives of Canadian companies and representatives of twenty other countries attend these meetings. The purpose of the meetings is to increase transparency of international copper markets, thereby permitting producers and consumers to make more rational market decisions.

(record #: 659)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Sep 1993
ACTIVITY: United Nation Economic Commission for Europe Working Party on Coal
LOCATION: Vancouver
CONTACT: Lisa Shapiro EMRC
TELEPHONE: 613-992-1904

September 13-15, 1993.

The purpose of the meeting is to increase transparency of international coal markets and exchange information on coal production, imports, exports, consumption and related issues. Representatives of federal and provincial governments, Canadian industry (associations and companies) and representatives of foreign coal producers to speak and attend.

(record #: 660)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Oct 1993
ACTIVITY: Technical and environmental co-operation for coal
LOCATION: China, Korea, Mexico
CONTACT: Bob Lomas EMRC
TELEPHONE: 613-992-8468

The purpose of these meetings is to assist Canadian industry by portraying and communicating to Asia Pacific countries Canada's expertise in the efficient and environmentally responsible development and use of coal. To include various countries in the Asia Pacific area, from January to March 1994.

(record #: 661)

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Oct 1993
ACTIVITY: International Lead and Zinc Study Group
LOCATION: Berlin
CONTACT: Robert Telewiak EMRC ISTC
TELEPHONE: 613-992-4481 613-998-5262

Canadian government officials, representatives of Canadian companies and representatives of twenty-eight other countries attend these meetings. The purpose of the meetings is to increase transparency of international lead and zinc markets, thereby permitting producers and consumers to make more rational market decisions.

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Oct 1993
ACTIVITY: International Nickel Study Group
LOCATION: Netherlands
CONTACT: Robert Telewiak EMRC ISTC
TELEPHONE: 613-992-4481 613-954-1854

(record #: 662)

Canadian government officials, representatives of Canadian companies and representatives of fourteen other countries attend these meetings. The purpose of the meetings is to increase transparency of international nickel markets, thereby permitting producers and consumers to make more rational market decisions.

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Feb 1994
ACTIVITY: Mining; symposia for potential foreign investors
LOCATION: Tokyo, Seoul, Bonn, Brussels, London
CONTACT: Keith J. Brewer EMRC
TELEPHONE: 613-992-2662

(record #: 663)

These symposia are to inform potential investors about the positive aspects of Canada's investment climate as it relates to Canada's minerals and metals industries, leading to increased investment. Federal and provincial government officials and industry representatives to participate both as speakers and in the audience. February and March 1994.

SECTOR: Industrial Materials and Construction Products
AREA: Multiple Markets
DATE: Mar 1994
ACTIVITY: Metals and minerals working group
LOCATION: Ottawa
CONTACT: Gordon Peeling EMRC ISTC
TELEPHONE: 613-992-4482 613-954-3122

(record #: 663)

This group meets annually to review policy developments affecting their respective minerals and metals industries. Discussions and activities cover three broad categories: information exchange on mining and regulatory policy; analysis of the international scene and respective positions, and cooperation on industrial research; seminars and conferences. Attended by Canadian governments and industry representatives, and EC officials.

(record #: 664)

SECTOR: Information Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Computer communication; strategic partnering seminar
LOCATION: Columbus
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9440

ACTIVITY CANCELLED, APRIL 1993

(record #: 665)

SECTOR: Information Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Software services; forum
LOCATION: Omaha, Lincoln
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 666)

SECTOR: Information Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Office systems; national stand: Federal Office Systems
Exposition
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: Over 70,000 Federal government users, purchasing
officials, U.S. systems integrators
PARTICIPANTS: Ten Canadian exhibitors

(record #: 668)

SECTOR: Information Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Geomatics strategic alliance; workshop
LOCATION: Boston
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9440

CANCELLED, APRIL 1993

(record #: 669)

SECTOR: Information Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Telecommunications; national stand: Supercomm '93
LOCATION: Atlanta
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

EVENT: Supercomm '93 - Atlanta - National Stand 19-22
April/93
PRODUCTS: Telecommunications equipment, services and
software.
SCOPE: International
ATTENDANCE: Visitors : 16,000 - Exhibitors : 375

(record #: 670)

SECTOR: Information Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Telecommunications; national stand: National Association of
Broadcasters
LOCATION: Las Vegas
CONTACT: D Shaw EAITC UTI_
TELEPHONE: 613-944-9474

April 19-22, 1993.
PRODUCTS: Broadcasting - Radio, Television; Cable and
Satellite systems. Specialty audio and video production and
mixing equipment and High Definition Television.
SCOPE: International - 700 Exhibitors.
ATTENDANCE: 50,000+ visitors.

(record #: 671)

SECTOR: Information Technologies
AREA: United States
DATE: Apr 1993
ACTIVITY: Telecommunications; national stand: Mississippi
telecommunications Association
LOCATION: Mississippi
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

April 13-15, 1993.
PRODUCTS: Telecommunications customer premises equipment and
outside plant equipment.
SCOPE: Sub-Regional (two states) - National Stand.
ATTENDANCE: 400 Independent telecom company managers,
engineers.

(record #: 680)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Informatics (Paramax tour); mission to: U.S. government agencies
LOCATION: U.S.
CONTACT: Richard Annis WED
TELEPHONE: 613-954-1640

An outgoing mission of up to 40 western companies to visit 4 divisions of Paramax Corp (US) to establish strategic partnerships between Paramax and firms in areas such as air traffic control equipment, postal systems equipment, medical information systems, software engineering, communications technology, computer boards and computer peripheral equipment.

(record #: 667)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Information technology; mission to: Intergovernmental Technology Conference
LOCATION: Columbus
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: State and municipal users and purchasers from six states, U.S. systems integrators
PARTICIPANTS: Ten Canadian companies

(record #: 672)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Computer hardware, software, data processing and office automation; national stand: Comdex '93
LOCATION: Atlanta
CONTACT: G Willows EAITC UTI_
TELEPHONE: 613-944-6576

May 24-27, 1993.

Small computer systems, hardware, software, peripherals and accessories.

SCOPE: International Show, 1,000+ exhibitors.

ATTENDANCE: 75,000 corporate buyers, independent resellers, OEMs, press. One of the leading computer shows in the US.

(record #: 673)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Software; Partnering opportunities
LOCATION: Seattle, Portland
CONTACT:
TELEPHONE: 613-944-9440

EAITC

UTO_

ACTIVITY CANCELLED, APRIL 1993

(record #: 674)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Software; strategic alliance workshops
LOCATION: Boston
CONTACT:
TELEPHONE: 613-944-6577

EAITC

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 675)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Electronic components; national stand: Midwest Electronics Expo
LOCATION: Minneapolis
CONTACT: A. McBride
TELEPHONE: 613-944-5149

EAITC

UTI_

PRODUCTS: Electronic components, test equipment, CAD/CAE equipment, automated manufacturing systems, surface mounted assemblies, printed circuit boards, and software.
SCOPE: In conjunction with technical conferences sponsored by IEEE. PCB Expo (Printed Circuit Board Expo.) runs concurrently.
ATTENDANCE: 8000 - Procurement, product design, engineering and production personnel of leading companies such as 3M, Honeywell, Cray Research and IBM.

(record #: 676)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Computer; national stand: Federal Computer Conference West
LOCATION: Anaheim
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: Over 10,000 government users, military and systems integrators
PARTICIPANTS: Seven Canadian companies

(record #: 677)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Computer hardware, software; information booth: Government Technology Conference
LOCATION: San Francisco
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9440

ACTIVITY CANCELLED, APRIL 1993

(record #: 678)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Telecommunications; information booth: IISSC
LOCATION: San Francisco
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

May 5-8, 1993.

PRODUCTS: Communications products, electronics, magnetics, chemicals, cryogenics, gases, instrumentation, cable and metallized products.

ATTENDANCE: 1500 visitors- Exhibitors 135 - Scientists, engineers & prime contractors on Super-conductor, Super Collider Project.

(record #: 679)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: Telecommunications; information booth: ICA-Comnet
LOCATION: Dallas
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

May 16-20, 1993.

PRODUCTS: Voice, data and telecommunications products.

SCOPE: International

ATTENDANCE: Corporate end users - Many top Fortune 1000 companies

(record #: 711)

SECTOR: Information Technologies
AREA: United States
DATE: May 1993
ACTIVITY: GIS government opportunities; mission to
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

EVENT: Schedule Contracting Mission to the General Services Administration

PRODUCTS: Scientific instrumentation

SCOPE: Buyers representing the U.S. General Services Administration

PARTICIPANTS: Ten Canadian companies

(record #: 682)

SECTOR: Information Technologies
AREA: United States
DATE: Jun 1993
ACTIVITY: Computer hardware and software, data processing, office automation; national stand: PCExpo '93
LOCATION: New York City
CONTACT: G Willows EAITC UTI_
TELEPHONE: 613-944-6576

June 29 - July 1, 1993,

Computer Hardware and software, peripherals and accessories.

SCOPE: International Show, 800+ exhibitors.

ATTENDANCE: 80,000+ corporate buyers, resellers, and press.
One of the leading computer shows in the US.

(record #: 683)

SECTOR: Information Technologies
AREA: United States
DATE: Jun 1993
ACTIVITY: Software services; strategic alliance
LOCATION: Minneapolis
CONTACT: EAITC
TELEPHONE: 613-944-6577

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 685)

SECTOR: Information Technologies
AREA: United States
DATE: Jun 1993
ACTIVITY: Canadian telecommunications industry; seminar
LOCATION: Chicago
CONTACT: EAITC
TELEPHONE: 613-944-6577

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 686)

SECTOR: Information Technologies
AREA: United States
DATE: Jun 1993
ACTIVITY: Electronic and telecommunications; mission to
LOCATION: Newport Beach
CONTACT: EAITC
TELEPHONE: 613-944-6577

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 684)

SECTOR: Information Technologies
AREA: United States
DATE: Jul 1993
ACTIVITY: High technology; mission to: State and Local Government
Procurement Office
LOCATION: Los Angeles, San Diego, Long Beach
CONTACT: D Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Geographic Information Systems (GIS) and information technology.

SCOPE: Purchasers representing the State of California, the County of Los Angeles and the cities of San Diego, Long Beach and Los Angeles.

PARTICIPANTS: Fifteen Canadian companies.

(record #: 681)

SECTOR: Information Technologies
AREA: United States
DATE: Aug 1993
ACTIVITY: Technology partnering in the U.S. Government marketplace;
seminar
LOCATION: Montreal, Ottawa, Moncton
CONTACT: D Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: This briefing will be mandatory for all companies selected to participate in the Department's "Technology Partnership Program". The program matches Canadian informatics firms with systems integrators in the Washington, DC area to explore business opportunities.
PARTICIPANTS: One hundred Canadian companies across Canada

(record #: 687)

SECTOR: Information Technologies
AREA: United States
DATE: Aug 1993
ACTIVITY: Micro computer; national stand: FedMicro
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Microcomputer hardware, software, networking
SCOPE: Over 50,000 federal government buyers and end users, U.S. systems integrators
PARTICIPANTS: Ten Canadian exhibitors

(record #: 688)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Technology marketing strategies for Governments; seminar
LOCATION: Montreal, Ottawa, Moncton, Calgary, Winnipeg, Toronto
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: Washington-based consultant will offer an overview of channels and strategies for marketing information technology to the U.S. federal government.
PARTICIPANTS: One hundred Canadian companies

(record #: 690)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Computer hardware, software; information booth: Computer Show
LOCATION: Rochester
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

CANCELLED, APRIL 1993

(record #: 691)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Software developers; mission to
LOCATION: Seattle
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 692)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Electronic components; forum: Atlantic Cda Investment
LOCATION: Newport Beach
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 693)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Telecommunications; national stand: Southeastern
Telecommunications Association
LOCATION: Nashville
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

30 Aug - 01 Sept/93

PRODUCTS: Telecommunications equipment, software and services
(PBX, electronic key systems and network management software).
SCOPE: Regional
ATTENDANCE: 1,320 visitors-Exhibitors 107

(record #: 694)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Telecommunications; national stand: Telecommunications
Association
LOCATION: San Diego
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

20-24 Sept./93

PRODUCTS: Voice and data communications products and
services.

SCOPE: National

ATTENDANCE: Corporate end users, Independent telcos.

(record #: 695)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Telecommunications; buyers from Atlanta to
LOCATION: Central Canada
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

(record #: 696)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Geomatic services; media tour and mission to
LOCATION: Colorado
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Geographic Information Systems (GIS) and
environmental services.

SCOPE: Editors of geomatics-related publications and visit to
conference.

PARTICIPANTS: Four Canadian companies

(record #: 697)

SECTOR: Information Technologies
AREA: United States
DATE: Sep 1993
ACTIVITY: Microelectronics Mission to the U.S.
LOCATION: North America
CONTACT: K. Mann ISTC
TELEPHONE: 613-952-8417

To develop links with US consortia, strategic alliances with US industry, intelligence gathering in the current environment with a view to identifying implications for research directions in the US.

(record #: 689)

SECTOR: Information Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Computer hardware and software, data processing, office automation; national stand and mission to: Networld '93
LOCATION: Dallas
CONTACT: G. Willows EAITC UTI_
TELEPHONE: 613-944-6576

5-7 October 1993.

PRODUCTS: PC based computer networking hardware, software, peripherals and accessories.

SCOPE: International Show, 450+ exhibitors.

ATTENDANCE: 37,000+ resellers, corporate buyers and press.

(record #: 698)

SECTOR: Information Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Software; investment seminar
LOCATION: New York City
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 699)

SECTOR: Information Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Info tech to U.S. Federal Government; information booth and mission to: TechExpo
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology
SCOPE: Over 100 U.S. systems integrators
PARTICIPANTS: Twelve Canadian companies

(record #: 700)

SECTOR: Information Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Telecommunications; information booth: Caribecom '93
LOCATION: Puerto Rico
CONTACT: N. Nepinak EAITC UTO_
TELEPHONE: 613-944-6134

EVENT: Variety of Trade Shows in San Juan, Puerto Rico
PRODUCTS: To participate in six separate trade shows in following industries: Ag/food, Healthcare, Environment, Telecommunications, Consumer Goods and Hardware & Furniture.
SCOPE: Info Booths.

(record #: 701)

SECTOR: Information Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Information technology services; mission to
LOCATION: Seattle
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9440

ACTIVITY CANCELLED, APRIL 1993

(record #: 703)

SECTOR: Information Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Telecommunications; investment forum
LOCATION: Dallas, Fort Worth
CONTACT: EAITC
TELEPHONE: 613-944-6577

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 704)

SECTOR: Information Technologies
AREA: United States
DATE: Oct 1993
ACTIVITY: Telecommunications; strategic partnering (investment) forum
LOCATION: TBA
CONTACT: James Holloway InvCan
TELEPHONE: 613-996-4292

Between five to eight Canadian firms and research institutes who are seeking investment/strategic partners will be recruited for this Strategic Partnering event. The event will involve presentations by Canadian participants and individual meetings with U.S. corporations.

(record #: 702)

SECTOR: Information Technologies
AREA: United States
DATE: Nov 1993
ACTIVITY: Telecommunications; national stand: Communication Manager Association
LOCATION: New York City
CONTACT: D. Shaw EAITC
TELEPHONE: 613-944-9474

UTI_

November 2-4, 1993
PRODUCTS: Telecommunications products and services
SCOPE: National
ATTENDANCE: 6000 Corporate telecommunications managers.

(record #: 705)

SECTOR: Information Technologies
AREA: United States
DATE: Nov 1993
ACTIVITY: Computer hardware and software, data processing, office automation; national stand: Comdex fall '93
LOCATION: Las Vegas
CONTACT: G. Willows EAITC UTI_
TELEPHONE: 613-944-6576

15-19 November, 1993

PRODUCTS: Small computer systems, hardware and software, peripherals and accessories.

SCOPE: International Show, 2,000+ exhibitors.

ATTENDANCE: 145,000+ independent resellers, corporate buyers, OEMs, press. The largest trade show of any kind in the US.

(record #: 706)

SECTOR: Information Technologies
AREA: United States
DATE: Nov 1993
ACTIVITY: Software; partnering forum and strategic alliance
LOCATION: Minneapolis
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 707)

SECTOR: Information Technologies
AREA: United States
DATE: Nov 1993
ACTIVITY: Geomatics; media tour
LOCATION: Boston
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Geomatics

SCOPE: Editors of information technology and geomatics-related publications.

PARTICIPANTS: Four Canadian companies.

(record #: 708)

SECTOR: Information Technologies
AREA: United States
DATE: Nov 1993
ACTIVITY: Telecommunications and informatics; investment seminar
LOCATION: New York City
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 709)

SECTOR: Information Technologies
AREA: United States
DATE: Dec 1993
ACTIVITY: Software and ocean technology; strategic alliance
LOCATION: Boston
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 710)

SECTOR: Information Technologies
AREA: United States
DATE: Dec 1993
ACTIVITY: Electronic components; forum: Strategic Technology
LOCATION: Newport Beach
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 712)

SECTOR: Information Technologies
AREA: United States
DATE: Dec 1993
ACTIVITY: Federal government information technology and geomatics; mission
to
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS/SERVICES: Geomatics (GIS) and information
technology.

SCOPE: U.S. federal government purchasers and end users.

PARTICIPANTS: Twelve Canadian companies.

(record #: 713)

SECTOR: Information Technologies
AREA: United States
DATE: Dec 1993
ACTIVITY: Telecommunications; matchmaking session
LOCATION: Chicago
CONTACT: EAITC
TELEPHONE: 613-944-6577

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 722)

SECTOR: Information Technologies
AREA: United States
DATE: TBD 1993
ACTIVITY: Software; investment roundtable
LOCATION: Boston, Los Angeles, Seattle, Detroit, Atlanta
CONTACT: InvCan
TELEPHONE: 613-995-0796

Software industry expert in conjunction with Canadian consulate generals to arrange meetings between Canadian and US software firms interested in pursuing strategic alliances/partnering arrangements.

(record #: 723)

SECTOR: Information Technologies
AREA: United States
DATE: TBD 1993
ACTIVITY: Telecommunications; strategic partnering
LOCATION: U.S.
CONTACT: James Holloway
TELEPHONE: 613-996-4292

InvCan

Between five to eight Canadian firms and research institutes who are seeking investment/strategic partners will be recruited for this Strategic Partnering event. The event will involve presentations by Canadian participants and individual meetings with U.S. corporations.

(record #: 724)

SECTOR: Information Technologies
AREA: United States
DATE: TBD 1993
ACTIVITY: Optoelectronics; strategic partnering
LOCATION: U.S.
CONTACT: InvCan
TELEPHONE: 613-995-0759

(record #: 714)

SECTOR: Information Technologies
AREA: United States
DATE: Jan 1994
ACTIVITY: High technology services; media tour
LOCATION: San Francisco, San Jose
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: High technology, software
SCOPE: Editors of high technology trade press
PARTICIPANTS: Four Canadian companies

(record #: 715)

SECTOR: Information Technologies
AREA: United States
DATE: Feb 1994
ACTIVITY: Telecommunications; national stand: ComNet
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Voice, data and telecommunications networks
SCOPE: Over 25,000 U.S. federal government purchasers and end
users; private sector companies
PARTICIPANTS: Ten Canadian exhibitors

(record #: 716)

SECTOR: Information Technologies
AREA: United States
DATE: Feb 1994
ACTIVITY: Telecommunications; mission to
LOCATION: Newport Beach
CONTACT:
TELEPHONE: 613-944-6577

EAITC

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 717)

SECTOR: Information Technologies
AREA: United States
DATE: Mar 1994
ACTIVITY: Design engineering; information booth
LOCATION: Chicago
CONTACT:
TELEPHONE: 613-944-6577

EAITC

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 718)

SECTOR: Information Technologies
AREA: United States
DATE: Mar 1994
ACTIVITY: Software publishers; symposium
LOCATION: San Francisco
CONTACT:
TELEPHONE: 613-944-6577

EAITC

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 719)

SECTOR: Information Technologies
AREA: United States
DATE: Mar 1994
ACTIVITY: Electronic components; national stand: Electronics Show
LOCATION: San Diego
CONTACT: A. McBride
TELEPHONE: 613-944-5149

EAITC

UTI_

EVENT: Electronics Show - San Diego
PRODUCTS: Electronic components, equipment and systems.
SCOPE: Regional show featuring electronic components, printed
circuit boards, specialty circuit boards, switches,
connectors, systems, etc.
ATTENDANCE: 10,000 +

(record #: 720)

SECTOR: Information Technologies
AREA: United States
DATE: Mar 1994
ACTIVITY: Federal Government information technology; mission to: Interop Show
LOCATION: Washington D.C.
CONTACT: D. Rolland EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology (interoperability).
SCOPE: Purchasing officials representing the GSA will offer presentations to mission participants; followed by visit to Inter-Op trade show with over 20,000 attendees.
PARTICIPANTS: Twelve Canadian companies.

(record #: 721)

SECTOR: Information Technologies
AREA: United States
DATE: Mar 1994
ACTIVITY: Info tech to U.S. Federal government; information booth: TechExpo
LOCATION: Washington D.C.
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

PRODUCTS: Information technology.
SCOPE: Over 100 U.S. systems integrators will exhibit at a one-day mini trade fair.
PARTICIPANTS: Twenty Canadian companies.

(record #: 725)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Apr 1993
ACTIVITY: Firearm, bank security system, safety equipment; information booth: Security and Safety '93
LOCATION: Istanbul
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-5263

It is proposed to have an Info Booth/Outgoing mission to Security and Safety Products Exhibiton 93, Istanbul. This event covers commercial, residential and banking security systems, safety equipment, fire alarm and safety equipment.

(record #: 726)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Computer products; information booth: Computer Integrated
Manufacturing Conference and Industrial Automation Fair
LOCATION: Amsterdam
CONTACT: Terry Jack EAITC RWT_
TELEPHONE: 613-995-6435

An Information Booth displaying 10-12 company brochures.
Covering all aspects of the Computer Products Sector.

(record #: 727)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Technology, design and quality; national stand: Nortec
LOCATION: Portugal
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-992-7001

First Canadian participation in this show. Information booth
with companies. The objective is to introduce Canadian high
technology, innovation and design to the Portuguese and
Spanish markets.

(record #: 728)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Information technology and geomatics; national stand and
information booth: Geotechnica '93
LOCATION: Cologne
CONTACT: Terry Jack EAITC EMRC RWT_
TELEPHONE: 613-995-6435 613-947-1216

EAITC will sponsor a National Stand at Geotechnica 93,
Cologne. This event is an international trade fair and
congress for Geo-Sciences and technology featuring machinery,
plants, systems and research results for geo-scientific and
technological applications for the restoration, conservation
and research of people, animal and plant life environments.

(record #: 729)

SECTOR: **Information Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Information technology and telecommunications; buyers from Rome to**
LOCATION: **Canada**
CONTACT: **Hélène Guillot** EAITC RWT_
TELEPHONE: **613-996-6359**

(record #: 730)

SECTOR: **Information Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Telecommunications and software; strategic alliance investment roundtable**
LOCATION: **Berlin, Vienna, Brussels**
CONTACT: **Brent MacGregor** InvCan -
TELEPHONE: **613-995-0812**

Under the aegis of the Europartnering project, a Canadian sector expert will conduct a roundtable presentation on the strengths of the Canadian industry, followed by one-on-one meetings with local firms who have experience in the markets of Central and Eastern Europe and are interested in partnering with Canadian technology holders to jointly pursue opportunities.

(record #: 730)

SECTOR: **Information Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **European venture capital project; mission to**
LOCATION: **La Haye, Paris, London**
CONTACT: **InvCan EAIT** -
TELEPHONE: **613-995-9998 613-995-6493**

(record #: 731)

SECTOR: **Information Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **Jun 1993**
ACTIVITY: **Television and technical equipment; information booth and mission to: ITV Symposium**
LOCATION: **Montreux**
CONTACT: **LORRAINE REARDON** EAITC RWT_
TELEPHONE: **613-995-6435**

ITV is a biannual show that alternates with IBC in Amsterdam. While European in focus, the show also attracts a significant number of Japanese, American and Canadian exhibitors. After trying unsuccessfully to secure space at three previous ITS's post secured a very small 7.5 sq.m. information booth for 1991 and hosted an outgoing NEXOS mission of ten companies.

(record #: 732)

SECTOR: **Information Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **Jun 1993**
ACTIVITY: **Data communication equipment; information booth: Networks '93**
LOCATION: **Birmingham**
CONTACT: **Terry Jack** EAITC RWT_
TELEPHONE: **613-995-6435**

An Information Booth displaying 4 company brochures. Covering the Telecommunications Sector.

(record #: 733)

SECTOR: **Information Technologies**
AREA: **Western Europe and European Community (EC)**
DATE: **Jul 1993**
ACTIVITY: **Photonics Mission to Europe**
LOCATION: **Sweden, Finland, Germany, Netherlands**
CONTACT: **J. Deacon** ISTC
TELEPHONE: **613-954-0538**

Re: Phase II of the photonics Sector campaign - Mission would gather intelligence and report to Canadian Industry best practices/possible methods for Phase III of the campaign to develop a globally competitive photonics industry in Canada.

(record #: 734)

SECTOR: **Information Technologies**
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Computer and terminal equipment; national stand: System '93
LOCATION: Munich
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-996-2147

Canada will participate in this biannual International Trade fair for Computers and Communications for the 6th time with a National Stand. 14 Canadian on-site exhibitors expected. The objective is to reinforce Canadian market position and introduce a minimum of 5 new companies.

(record #: 735)

SECTOR: **Information Technologies**
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Detection, alarm, protection equipment and system; mission to: Security '93
LOCATION: Utrecht
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

A sellers mission comprised of 10 participants will visit Security 93 trade fair. Products and services include fire/smoke/gas detection and alarm equipment, uniforms and special clothing fire and disaster protection equipment, guard and alarm systems, computer software security; transport security, etc. theft and raid security and prevention, etc.

(record #: 736)

SECTOR: **Information Technologies**
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Software technology; mission to
LOCATION: Lisbon
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

A sellers mission comprised of 6 Canadian manufacturers of integration software, personal communications networks software, utilities management software will visit Portugal with side trips to Porto and Aveiro.

(record #: 737)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Advanced technology; mission to
LOCATION: Finland, Estonia
CONTACT: Gayle McCallum
TELEPHONE: 613-996-1530

EAITC

RWT_

12 Canadian companies will participate in a sellers mission to explore opportunities with Danish/Finnish firms. The mission will include high quality Canadian firms in related or new product areas including medical electronics/computer systems and industrial automation/process controls/systems.

(record #: 738)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Electronic products; mission to: Eurocomnet
LOCATION: Amsterdam
CONTACT: Terry Jack
TELEPHONE: 613-995-6435

EAITC

RWT_

An information booth displaying 8-10 company brochures. Covering the Electronic Products Sector.

(record #: 739)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Instrumentation; national stand: BIAS Exhibition
LOCATION: Milan
CONTACT: Lorraine Reardon
TELEPHONE: 613-996-2147

EAITC

RWT_

BIAS Exhibition - By far the largest and most important show of its sector in Italy alternating on a three year basis as agreed with similar shows held in Germany and France. Italy is an important market for automation and instrumentation. While Italian companies are strong in machine tools, cells and flexible manufacturing systems production, they heavily count on foreign suppliers, most of which have sister companies or distributors locally, for the eyes and brains to be installed on their machines. Studies by post and sector divisions in Ottawa have established opportunities for technology transfer and joint ventures in advanced software and sensor applications in various Italian machine sectors. Good opportunities for Canadian sensor manufacturers to explore market possibilities as well as for manufacturing companies to view the latest in automation technology.

(record #: 740)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Telecommunications; buyers from Norway to
LOCATION: Montreal, Toronto, Vancouver
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

9 - 12 Nordic telecommunications firms will visit Montreal, Toronto, Vancouver and be exposed to developments in Canadian telecommunications capability.

(record #: 741)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Telecommunications; mission to
LOCATION: Paris
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-996-2363

7 participants. Outgoing mission of Canadian subcontractors in aerospace technology.

(record #: 742)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Security products; information booth: COPEX
LOCATION: Surrey
CONTACT: Terry Jack EAITC RWT_
TELEPHONE: 613-995-6435

EAITC will sponsor an Information Booth at COPEX, Covert and operational procurement trade fair. This event features security and NBC equipment manufacturers. COPEX has a world market focus and attracts many buyers from the Middle East.

(record #: 746)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: TBD 1993
ACTIVITY: Software; investment roundtable
LOCATION: U.K., France, Italy, Belgium, Denmark, Finland, Netherlands
CONTACT: InvCan
TELEPHONE: 613-995-0796

A series of seminars and one-on-one meetings between a Canadian software industry expert and European firms, to promote Canadian software capability and specific partnering opportunities. Meetings are arranged in conjunction with Canadian missions abroad.

(record #: 747)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: TBD 1993
ACTIVITY: Geomatics; investment roundtable
LOCATION: U.K., Italy, Belgium, Netherlands, Austria
CONTACT: InvCan
TELEPHONE: 613-995-0796

A series of seminars and one-on-one meeting between a Canadian geomatics industry expert and European firms to promote Canadian geomatics capability and specific partnering opportunities. Meetings are arranged in conjunction with Canadian missions abroad.

(record #: 743)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Feb 1994
ACTIVITY: High tech; buyers from Scandinavia to
LOCATION: Montreal, Toronto, Vancouver
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-4730

EAITC will provide funding for 12 companies (three from each Nordic country) to visit Montreal, Toronto, Vancouver. Major Scandinavian software firms are open to discussions with Canadian suppliers.

(record #: 744)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Office technology and network equipment; national stand: CEBIT '94
LOCATION: Hanover
CONTACT: Terry Jack EAITC ISTC RWT_
TELEPHONE: 613-996-1918 613-952-8417

EAITC will sponsor a National Stand and be a "Partner Country" at CeBIT 94. This event is the World Centre for Office - Information - Telecommunications. Main product groups are office and information systems, financing services, bank technology, security equipment, software, databases, management consulting, peripheral DP equipment, office automation, network computing.

(record #: 745)

SECTOR: Information Technologies
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Icographics; mission to
LOCATION: Milan
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

A sellers' mission comprised of ten Canadian advanced technology (computer graphics, CAD-CAM-CAE) companies will visit the Icographics trade fair. Icographics has become the main European show in its sector.

(record #: 748)

SECTOR: Information Technologies
AREA: Japan
DATE: Dec 1993
ACTIVITY: Software, telecommunications, electronics; investment mission to: Alliance '93
LOCATION: Tokyo
CONTACT: Dinesh Kakadia InvCan
TELEPHONE: 613-995-2783

Alliance '93 is an international conference in Tokyo for emerging information technology companies to identify strategic partners in Japan. Senior Japanese executives and venture investment groups will attend this conference to explore business opportunities with leading software, telecommunications and electronics companies from Canada, the U.S., Asia and Europe.

(record #: 749)

SECTOR: Information Technologies
AREA: Japan
DATE: TBD 1993
ACTIVITY: Information technologies; mission from Japan to
LOCATION: Canada
CONTACT: Patricia Cronin EAITC PNJ_
TELEPHONE: 613-996-2460

An incoming mission of Japanese software interests will visit other locations in Canada after attending Softworld 93 in Vancouver. Presentations and product demonstrations will be set up in several locations to provide an overview of Canadian capability in a full range of software products.

(record #: 750)

SECTOR: Information Technologies
AREA: East Asia
DATE: Apr 1993
ACTIVITY: Computer and office automation; information booth: Computer and Office Automation Fair
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

The post in Seoul will operate an information booth at the Computer and Office Automation Fair. The post will display and distribute literature and answer enquiries about Canadian companies involved in this sector.

(record #: 751)

SECTOR: Information Technologies
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Satellite technology; seminar
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taiwan will present information in a seminar forum in this sector to encourage Taiwanese interest in potential joint ventures or partnering arrangements with Canadian companies in this field. Appropriate leads resulting from the forum will be channelled to selected Canadian companies.

(record #: 752)

SECTOR: Information Technologies
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Computer companies; information booth: Computex '93
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will operate an information booth at Computex '93. They will display and distribute literature and answer enquiries regarding Canadian companies in this field.

(record #: 753)

SECTOR: Information Technologies
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Rural Telecommunications; mission to
LOCATION: China
CONTACT: Mrkich, Dan EAITC DOC PNC_
TELEPHONE: 613-995-6962 613-990-4210

An outgoing mission of 6-10 Canadian companies in the telecommunication sector to identify opportunities of rural south China.

(record #: 754)

SECTOR: Information Technologies
AREA: East Asia
DATE: Jul 1993
ACTIVITY: RocSat-1; buyers from Taiwan to
LOCATION: Canada
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

Buyers from Taiwan involved in the satellite technology sector will visit Canadian suppliers at their places of business.

(record #: 756)

SECTOR: Information Technologies
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Mobile telecommunications; mission to
LOCATION: Beijing
CONTACT: Peter Tanner DOC
TELEPHONE: 613-990-4210

Under the Memorandum of Understanding between the Department of Communications and China's Ministry of Posts and Telecommunications (MPT), a mission specializing in digital mobile communications will be visiting China in September.

Meetings will be held with MPT officials, systems operators, and equipment manufacturers.

(record #: 755)

SECTOR: Information Technologies
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Telecommunications and geomatics; national stand and mission to:
Expo '93 Taejon
LOCATION: Korea
CONTACT: Bonar, John EAITC EMRC PNC_
TELEPHONE: 613-996-7644 613-943-0897

A national stand accommodating a number of participating Canadian companies in the telecommunications sector. The international show for telecommunications and geomatics products attracts hundreds of exhibitors and thousands of visitors from all over the world, including retailers, wholesalers, dealers, distributors and agents involved in this sector.

(record #: 757)

SECTOR: Information Technologies
AREA: East Asia
DATE: Oct 1993
ACTIVITY: information and telecommunications; information booth: Cenit
Asia '93
LOCATION: Hong Kong
CONTACT: Mrkich, Dan EAITC PNC_
TELEPHONE: 613-995-6962

The Commission for Canada in Hong Kong will operate a Information Booth at Cenit Asia '93. Cenit is a major information technologies trade fair.

(record #: 758)

SECTOR: Information Technologies
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Rural telecommunications; seminar
LOCATION: China
CONTACT: Mrkich, Dan EAITC PNC_
TELEPHONE: 613-996-6987

The post in Beijing will host seminars to encourage Chinese interest in potential joint ventures or partnering arrangements with Canadian companies. Leads resulting from the forum will be channelled to Canadian firms.

(record #: 759)

SECTOR: Information Technologies
AREA: East Asia
DATE: Nov 1993
ACTIVITY: Instrumentation; information booth and mission to: Korinstrument '93
LOCATION: Korea
CONTACT: Bonar, John EAITC PNC_
TELEPHONE: 613-943-0897

The post will operate an information booth together with direct representation by Canadian companies at Korinstrument '93. Together they will display and distribute literature and answer enquiries regarding Canadian companies to a broad range of process control and scientific end-users and buyers. This show remains the best choice to promote the Canadian Instrumentation Industry to Korea.

(record #: 763)

SECTOR: Information Technologies
AREA: East Asia
DATE: TBD 1993
ACTIVITY: Advanced communication; strategic partnering (investment)
LOCATION: Seoul, Taipei, Hong Kong, Singapore
CONTACT: InvCan
TELEPHONE: 613-995-6634

(record #: 760)

SECTOR: Information Technologies
AREA: East Asia
DATE: Feb 1994
ACTIVITY: Telecommunications; information booth and workshop: Taipei Telecom '94
LOCATION: Taiwan
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

ACTIVITY CANCELLED, APRIL 1993

(record #: 761)

SECTOR: Information Technologies
AREA: East Asia
DATE: Feb 1994
ACTIVITY: Software; mission to
LOCATION: Taiwan
CONTACT: Brophy, Terry
TELEPHONE: 613-996-7582

EAITC

PNC_

An outgoing mission of Canadian companies involved with software for information technologies will visit Taiwan.

(record #: 762)

SECTOR: Information Technologies
AREA: East Asia
DATE: Oct 1994
ACTIVITY: Telecommunications; national stand: Expo Comm China '94
LOCATION: China
CONTACT: Mrkich, Dan
TELEPHONE: 613-996-6987

EAITC

PNC_

The post in Beijing will operate an Information Booth in which 10 to 15 Canadian companies are expected to participate. This show is one of the key world trade fairs in telecommunications. Canada has participated in it since 1986.

(record #: 764)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Telecommunications equipment and services; national stand: Asia Telecom '93
LOCATION: Singapore
CONTACT: Ted Weinstein
TELEPHONE: 613-996-5824 613-990-4213

EAITC DOC

PST_

Asia Telecom is the only show for 1993 sanctioned by the Int'l Telecommunications Union in Geneva. It will feature a week of technical symposia & a trade show aimed at attendees from Asia Pacific who are looking for new telecoms products & services. The Canadian national stand will feature companies from BC, Alta, Ont, & Que, as well as federal govt info booth. These provinces, as well as the federal stand, will also distribute literature on products & services.

(record #: 765)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Electronics; information booth: International Engineering
Exhibition
LOCATION: Australia
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

AIEE is an important trade fair in the engineering field. The info booth will distribute catalogues, brochures, & info on Canadian capabilities.

(record #: 766)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Telecommunications users group; information booth: ATUG '93
LOCATION: Sydney
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

ATUG is the largest telecommunications show in the southern hemisphere. The info booth is a continuation of Canada's promotional presence in this important marketing venue.

(record #: 767)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Information technology; investment partnering workshops
LOCATION: British Columbia, Alberta
CONTACT: InvCan
TELEPHONE: 613-995-2783

A seminar series presented in cooperation with the Asia Pacific Foundation, designed to assist Canadian technology firms in accessing Asian sources of venture capital financing. Venture capital practitioners who manage Asian funds will discuss what they look for in investment relationships, and how to find, negotiate, and structure financing deals.

(record #: 768)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Telecommunications; strategic alliances investment roundtable
LOCATION: Singapore
CONTACT: InvCan -
TELEPHONE: 613-995-9468

(record #: 769)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Jun 1993
ACTIVITY: Software; mission to
LOCATION: Singapore, Malaysia
CONTACT: Larry Edlstein WED -
TELEPHONE: 403-495-4977

An outgoing mission of up to 12 commercial and industrial software and hardware companies from western Canada. Mission members will initiate new contacts or build on existing relationships with local distributors, agents, public and private sector end-users of a wide range of infotech products.

(record #: 770)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Jul 1993
ACTIVITY: Computer products; information booth: Computer World '93
LOCATION: Wellington
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

This is being held for 1st time in Wellington - will attract Wellington based corporate audience with large buying power, eg. State owned enterprises, banks, insurance companies & govt. Exhibiting at this show provides good opportunity to promote Canadian technology outside of Auckland & maintains our presence & reputation within the industry.

(record #: 771)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Aug 1993
ACTIVITY: Telecommunications; information booth: Telecommunications Users Group
LOCATION: Auckland
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

Canada has had an annual presence at the TUANZ (Telecoms Users Assoc of NZ) exhibition, the only telecoms specific trade show in NZ. As Canada is world renowned for its telecoms expertise, a continued presence with an info booth at this show will maintain our presence & assist Canadian companies in their efforts in this market.

(record #: 777)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Technology Spectrum; seminar
LOCATION: Bangkok
CONTACT: Lloyd Johnson DOC
TELEPHONE: 613-990-4213

Canadian companies have been successfully marketing spectrum management technology, originally developed at the Department of Communications around the world. This seminar is one of several that have been held to explain the Canadian technology in other countries.

(record #: 772)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Software; buyers from Philippines to: Softworld
LOCATION: Vancouver
CONTACT: Amir Guindi EAITC PST_
TELEPHONE: 613-995-7659

Canadian Embassy in Manila will sponsor a maximum of 3 buyers to attend this show in Vancouver. Info technology has been identified as a priority sector for Canada in Philippines, and the event is intended to provide buyers from the Philippines software industry with a broad exposure to Canadian products and technologies.

(record #: 773)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Broadcast equipment and services; information booth: Phil
Broadcast Show
LOCATION: Philippines
CONTACT: Amir Guindi EAITC PST_
TELEPHONE: 613-995-7659

The KBP (National Assoc. of Philippine Broadcasters) annual convention is attended by senior level management representing all of major players in the Philippines broadcast industry. The Canadian Embassy in Manila will promote the Cdn broadcast industry and provide support to KBP and attending Canadian suppliers of broadcast equipment.

(record #: 774)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: CAD, CAM, CAE; mission to
LOCATION: Melbourne, Sydney, Brisbane
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

Following the publication of a market survey on the CAD/CAM industry, we will sponsor a mission of Canadian exporters in this sector to establish business relationships with Australian companies.

(record #: 775)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Pay TV; mission to
LOCATION: Melbourne, Sydney, Canberra
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

The Australian Pay TV industry is undergoing a radical change and the Government intends to licence pay TV operators in the near future. This mission is intended to introduce Canadian equipment suppliers to the marketplace to position them for the eventual deployment of pay TV services.

(record #: 776)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Information technology; investment workshop
LOCATION: Toronto, Montreal
CONTACT: InvCan
TELEPHONE: 613-995-2783

A seminar series presented in cooperation with the Asia Pacific Foundation, designed to assist Canadian technology firms in accessing Asian sources of venture capital financing. Venture capital practitioners who manage Asian funds will discuss what they look for in investment relationships, and how to find, negotiate, and structure financing deals.

(record #: 778)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Information technology; mission from Singapore to
LOCATION: Canada
CONTACT: Ted Weinstein EAITC PST_
TELEPHONE: 613-996-5824

This is a fall 1993 mission of 3 or 4 Singapore-based companies either looking to acquire Canadian information technology for their plants, or find manufacturers who want their products represented in the ASEAN region. The companies will visit major cities across Canada to meet with appropriate Canadian firms. The mission itinerary will be planned by the High Commission.

(record #: 779)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Telecommunications equipment; seminar
LOCATION: India
CONTACT: Michael Wondergem EAITC PST_
TELEPHONE: 613-996-5903

To invite 5-6 Canadian firms to participate as workshop panelists to promote Canadian capabilities to a group of Indian regional telecom regulatory officials; to influence Indian regulatory environment; to explore opportunities to participate in the expansion of Indian rural telecommunications networks.

(record #: 780)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Canadian Computer Show; mission from New Zealand to
LOCATION: Toronto
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

NZ software companies will attend Softworld 93. The mission members, selected on the basis of their import experience and/or readiness will also meet with exporters in other parts of Canada.

(record #: 781)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Dec 1993
ACTIVITY: Technology Seminar, telecommunications and Informatics
LOCATION: Manila (Philippines)
CONTACT: Lloyd Johnson DOC
TELEPHONE: 613-990-4214

This seminar will focus on explaining Canadian-developed spectrum management technology.

(record #: 786)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: ONG 1993
ACTIVITY: Rural telecommunications Mission
LOCATION: Bombay, Bangalore, New Delhi
CONTACT: Peter Tanner DOC
TELEPHONE: 613-990-4214

As part of the liberalization of India's economy, the Indian government has opened rural telecommunications development and operations to the participation of the private sector, both domestic and foreign. This mission will be both to expose Canadian participants to the Indian telecom players and to demonstrate Canadian technology to India.

(record #: 782)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Jan 1994
ACTIVITY: Pacific Rim Computer and Communication Show; mission from New Zealand to
LOCATION: Vancouver
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

THIS ACTIVITY HAS BEEN CANCELLED.

(record #: 783)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Mar 1994
ACTIVITY: Geomatics; information booth: FIGXX
LOCATION: Melbourne
CONTACT: Brian Hood EAITC EMRC PST_
TELEPHONE: 613-996-7652 613-996-7644

FIGXX is a major Australian geomatics show. EAITC and EM&R will co-operate to sponsor the promotion of Canadian goods and services in this key sector.

(record #: 784)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Mar 1994
ACTIVITY: Computers; information booth: PC '94
LOCATION: Australia
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

Canada continues to enjoy an excellent reputation and sales in the personal computer marketplace. This info booth will serve to support the continuation and expansion of this success.

(record #: 785)

SECTOR: Information Technologies
AREA: Asia Pacific South
DATE: Mar 1994
ACTIVITY: Computer products; information booth: Computer World '94
LOCATION: Auckland
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

Computerworld 94 is NZ's largest info-tech exhibition with more than 7,000 people attending the event annually & over 100 exhibitors. Canada's presence in March 1992 was a national stand featuring 5 different Canadian companies was well

received. An Info booth in this show will build on that reputation.

(record #: 790)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Telecommunications; mission to
LOCATION: Amman
CONTACT: Sinclair Volk DOC EAITC
TELEPHONE: 613-990-4214 613-944-6847

Activity cancelled (08/03/93)

(record #: 787)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Telecommunications and informatics; information booth
LOCATION: Casablanca
CONTACT: Maurice Bernier EAITC GBT_
TELEPHONE: 613-944-0396

The major show in Morocco for the expanding market in information and telecommunications systems, office automation and office equipment. A number of Canadian companies are presently active in the market.

(record #: 788)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Telecommunications; information booth: Commtel '93
LOCATION: Jeddah
CONTACT: David Marshall EAITC GBT_
TELEPHONE: 613-944-5984

This is our first attendance at this event. Trade show dealing with telecommunications and informatics systems, technology and equipment. Canadian capabilities in this growing market in Saudi Arabia and the Middle East are highly regarded.

(record #: 789)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Geomatics; mission to
LOCATION: Iran, Turkey, Saudi Arabia
CONTACT: David Marshall
TELEPHONE: 613-996-7644 613-944-5984

EAITC EMRC GBT_

This mission will be organized jointly by EAITC and the Dept. of EMR, who will have a key role. Remote sensing and surveying is of interest to these countries in connection with agricultural and resource management.

(record #: 791)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Nov 1993
ACTIVITY: Informatics; mission to: Centre de Teledetection and East Africa
LOCATION: Abidjan, East Africa
CONTACT: n/a
TELEPHONE: 613-944-5997

EAITC GBT_

MISSION CANCELLED.

(record #: 792)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Nov 1993
ACTIVITY: Remote sensing; conference
LOCATION: Riyadh
CONTACT: Pak Chagarlamudi
TELEPHONE: 613-996-7644

EMRC

A remote sensing, applications oriented, technical and scientific conference planned by the Saudi Centre for Remote Sensing with collaboration from EMRC. Attendance is by invitation only, and participation will provide an opportunity for exhibiting Canadian capability in remote sensing.

(record #: 793)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Dec 1993
ACTIVITY: Telecommunications technology; seminar
LOCATION: Tunis
CONTACT: Loreta Giannetti EAITC GBT_
TELEPHONE: 613-944-8134

A series of seminars presented by Canadian industry experts from government and private sector on technology and equipment. Topics to be covered include satellites, data communications and telecommunications equipment.

(record #: 794)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Dec 1993
ACTIVITY: Telecommunications; mission to: Exposition des Telecommunications and West Africa
LOCATION: West Africa
CONTACT: Anne Martel EAITC GBT_
TELEPHONE: 613-944-5997

Telecommunications mission to the Cameroon, Cote d'Ivoire and other west African countries. Mission is being scheduled to include the Telecom Exposition in Yaounde. This growing market offers good opportunities for our industry in both the equipment and services sectors.

(record #: 796)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: TBD 1993
ACTIVITY: Television systems; mission from Senegal to
LOCATION: Toronto, Montreal
CONTACT: n/a EAITC GBT_
TELEPHONE: 613-944-5997

MISSION CANCELLED.

(record #: 795)

SECTOR: Information Technologies
AREA: Africa and the Middle East
DATE: Jan 1994
ACTIVITY: Telecommunications; information booth: Saudi Com '94
LOCATION: Gulf region
CONTACT: David Marshall EAITC GBT_
TELEPHONE: 613-944-5984

Major telecommunications show for Saudi Arabia and the Gulf. Large international participation. Canadian companies have been active, with success, in this market for many years. Show focuses on all aspects of communications - satellites, fibre optics, equipment, computer hard and software, services and engineering.

(record #: 797)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Apr 1993
ACTIVITY: Telecommunications equipment and services; national stand: Telexpo '93
LOCATION: Sao Paulo
CONTACT: Jon Dundon EAITC LGT_
TELEPHONE: 613-996-6921

Ten companies are participating in this, our first, National Stand in Telexpo. Participants will continue on to Argentina.

(record #: 799)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: May 1993
ACTIVITY: Seminar on New Wireless Telecommunications Technologies
LOCATION: Mexico
CONTACT: Randy Zadra DOC
TELEPHONE: 613-993-5444

Following decisions taken by Ministers Beatty of Communications Canada and Minister Caso of Mexico's Secretariat of Communications, a seminar on personal communications will be organized in September 1993.

(record #: 798)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: May 1993
ACTIVITY: Telecommunications equipment and services; national stand and mission to: Com Expo '93
LOCATION: Venezuela, Chile, Argentina
CONTACT: Carlos Munante EAITC DOC LGT_
TELEPHONE: 613-996-2268 613-990-4214

Thirteen companies will take part in this, our second, participation at ComExpo. Nortel, Mitel, Newbridge and others will also be represented, either direct or through agents. The mission will continue on to Peru and Chile, where the companies will deliver seminar presentations, and meet with local companies.

(record #: 800)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Jun 1993
ACTIVITY: Telecommunications equipment and services; national stand: Canto '93
LOCATION: Aruba
CONTACT: Carlos Munante 996-2248 EAITC LGT_
TELEPHONE: 613-996-6921

This is our first participation in this event. EAITC is working with LATCOM on organization. CANTO is an association of Caribbean telephone operating companies. This is an Information Booth and Mission. Seven to nine firms will join.

(record #: 801)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Aug 1993
ACTIVITY: Computer software; national stand and mission to: Comdex '93
LOCATION: Sao Paulo, Argentina
CONTACT: Jon Dundon EAITC LGT_
TELEPHONE: 613-996-6921

Recruiting has begun for this computer technology show. This will be our second participation in COMDEX. The mission will continue on to Argentina.

(record #: 804)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Oct 1993
ACTIVITY: Software; mission to
LOCATION: Mexico City
CONTACT: Larry Edelstein WED
TELEPHONE: 403-495-4977

An outgoing mission of up to 12 Western Canadian information technology companies. The goal of the initiative is to better acquaint Mexican end users and distributors/agents with the world-class Canadian infotech sector and to initiate contracts leading to sales and partnerships in Mexico and elsewhere in Latin America.

(record #: 802)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Oct 1993
ACTIVITY: Computer hardware and software; national stand and mission to:
Compumondo '93
LOCATION: Mexico City
CONTACT: Paul Schutte 996-5358 EAITC LGT_
TELEPHONE: 613-996-2268

We expect major Canadian company participation in this event. Some 30 firms will fill a 315 sq. metre space which has already been contracted for - LGT has booked prime space.

(record #: 803)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Oct 1993
ACTIVITY: Computer hardware and software; national stand: Inforven '93
LOCATION: Caracas
CONTACT: Carlos Munante EAITC LGT_
TELEPHONE: 613-996-2268

This is our second participation in this show, and we expect from ten to fifteen companies to participate. There is a growing market for these products in Venezuela. Some Caribbean and Columbian buyers will also attend.

(record #: 805)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Nov 1993
ACTIVITY: Mission of telecommunications Companies; Mission to
LOCATION: Argentina, Brazil, Peru
CONTACT: G. Lebrun ISTC
TELEPHONE: 613-954-0599

To assist Canadian Telecom equipment manufacturers to penetrate the South American market acquire strategic information in establishing strategic alliances

(record #: 808)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: TBD 1993
ACTIVITY: Geomatics; mission to
LOCATION: Brazil, Mexico, Chile, Venezuela, Argentina
CONTACT: Pak Chagarlamudi EMRC
TELEPHONE: 613-996-7644

An outgoing mission consisting of selected Canadian companies (8 to 10), which will conduct a one-day seminar on Canadian capabilities in specific aspects of geomatics to an audience of senior technical managers and other decision makers promoting the Team Canada concept and offering to provide the total solution. Administration, technical liaison and coordination are provided by EAITC and EMRC.

(record #: 807)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: TBD 1993
ACTIVITY: Telecommunications; strategic partnering (investment)
LOCATION: Mexico
CONTACT: Audrey Turner InvCan
TELEPHONE: 613-995-0759

Up to 10 Canadian companies will participate in this Forum to identify Mexican strategic alliances and investment partners. Follow-up to March 1993 Investment Conference and Partnering Forum in Monterrey and Mexico City.

(record #: 806)

SECTOR: Information Technologies
AREA: Latin America and the Caribbean
DATE: Feb 1994
ACTIVITY: Telecommunications, computer equipment and services; national
stand: Expo Comm '93
LOCATION: Mexico City
CONTACT: Event cancelled EAITC LGT_
TELEPHONE: 613-996-2268

ACTIVITY CANCELLED, APRIL 1993

(record #: 809)

SECTOR: Information Technologies
AREA: Central/Eastern Europe and the Commonwealth of Independent
States
DATE: Apr 1993
ACTIVITY: Telecommunications and information system; information booth and
mission to: Infosystem '93
LOCATION: Poznan
CONTACT: Michael Vujnovich EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 810)

SECTOR: Information Technologies
AREA: Central/Eastern Europe and the Commonwealth of Independent
States
DATE: May 1993
ACTIVITY: Telecommunications; national stand: Expo Com '93
LOCATION: Moscow
CONTACT: Peter Price 613-992-8590 EAITC RBT_
TELEPHONE: 613-992-8590

(record #: 811)

SECTOR: Information Technologies
AREA: Central/Eastern Europe and the Commonwealth of Independent
States
DATE: Sep 1993
ACTIVITY: Office automation, computer and informatics; mission to
LOCATION: Bulgaria
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 812)

SECTOR: Information Technologies
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Nov 1993
ACTIVITY: Computer hardware; mission to
LOCATION: Prague
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 813)

SECTOR: Information Technologies
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Feb 1994
ACTIVITY: Telecommunications; mission to
LOCATION: Budapest
CONTACT: Michael Vujnovich EAITC RBT_
TELEPHONE: 613-996-7107

To promote fiber optical communications, data communications network/VSAT, electronic mail, and other telecom products.

(record #: 814)

SECTOR: Information Technologies
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Feb 1994
ACTIVITY: Advanced technologies; mission to
LOCATION: Prague
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 815)

SECTOR: Information Technologies
AREA: Multiple Markets
DATE: Jul 1993
ACTIVITY: Comdex Canada '93; buyers from U.S. and Mexico to
LOCATION: Toronto
CONTACT: Donna Brown WED
TELEPHONE: 204-983-0179

Showcases computer products and services for volume buyers, corporate decision makers, and resellers. Exhibitors will include manufacturers and suppliers of application software, CAD/CAM components, expert systems, micro computers, network products, printers etc. Over 10,000 computer professionals are

expexted to participate.

(record #: 816)

SECTOR: Information Technologies
AREA: Multiple Markets
DATE: Nov 1993
ACTIVITY: Microelectronics mission to Asia
LOCATION: Japan, Taiwan, Korea
CONTACT: K. Mann ISTC
TELEPHONE: 613-952-8417

To establish strategic business links to Asia and follow-up to JSTF/Campaign-funded mission to Japan and to 2 visits by SMC to Taiwan. Possible extension of activity to S. Korea and other countries.

(record #: 819)

SECTOR: Information Technologies
AREA: Multiple Markets
DATE: TBD 1993
ACTIVITY: Geomatics; mission to
LOCATION: Thailand, India, Japan, China
CONTACT: Pak Chagarlamudi EMRC
TELEPHONE: 613-996-7644

An outgoing mission consisting of selected Canadian companies (8 to 10), which will conduct a one-day seminar on Canadian capabilities in specific aspects of geomatics to an audience of senior technical managers and other decision makers promoting the Team Canada concept and offering to provide the total solution. Administration, technical liaison and coordination are provided by EAITC and EMRC.

(record #: 817)

SECTOR: Information Technologies
AREA: Multiple Markets
DATE: Jan 1994
ACTIVITY: Advanced technologies; investment financing seminar
LOCATION: Ottawa
CONTACT: Dinesh Kakadia InvCan
TELEPHONE: 613-995-2783

Investment Canada and the Canadian Advanced Technology Association will host a workshop on accessing international financing for venture stage companies. Leading venture financing professionals from around the world will be on hand to meet with emerging Canadian technology companies seeking foreign investment partnerships.

SECTOR: **Information Technologies**
AREA: **Multiple Markets**
DATE: **Mar 1994**
ACTIVITY: **Geomatics, digital mapping and cadastre; seminar**
LOCATION: **Ottawa**
CONTACT: **Pak Chagarlamudi** EMRC
TELEPHONE: **613-996-7644**

(record #: 818)

An incoming mission consisting of representatives of international firms and government officials, which will take place in conjunction with the sixth Canadian Conference on GIS.

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **May 1993**
ACTIVITY: **Medical devices and equipment; national stand: Mid-Atlantic Health Care Show**
LOCATION: **New York City**
CONTACT: **Jean-Pierre Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

(record #: 820)

May 19-20, 1993
PRODUCTS: Hospital equipment, products and services.
SCOPE: This show caters to one-fifth of the U.S. hospital industry representing 214,000 hospital beds, 723,000 employees and \$39 billion in expenditures annually.
ATTENDANCE: In 1992 the show had over 5,000 paid attendees and over 370 exhibiting companies offering health care products and services. Canada will participate in 1993 with a National Stand accommodating 8 Canadian firms.

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **May 1993**
ACTIVITY: **Medical devices; information booth: Washington Health Care Association**
LOCATION: **Tacoma, Washington**
CONTACT: **J P Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

(record #: 825)

MAY 17-19, 1993.
PRODUCTS: A horizontal show catering to the nursing home market. Health care aspects involving, support life systems, health equipment and related equipment are also exhibited at this show.
ATTENDANCE: 100 exhibitors will be present at this event and

an attendance of 600 health specialists, gerontologists, dealers and trade representatives is expected.

(record #: 822)

SECTOR: Medical Devices
AREA: United States
DATE: Jun 1993
ACTIVITY: Medical supplies and equipment; information booth: Caribbean Health Care Expo Fair
LOCATION: Puerto Rico
CONTACT: M. Nepinak EAITC UTO_
TELEPHONE: 613-944-6134

EVENT: Variety of Trade Shows in San Juan, Puerto Rico
PRODUCTS: To participate in six separate trade shows in following industries: Ag/food, Healthcare, Environment, Telecommunications, Consumer Goods and Hardware & Furniture.
SCOPE: Info Booths.

(record #: 824)

SECTOR: Medical Devices
AREA: United States
DATE: Jun 1993
ACTIVITY: Medical Design and Manufacturing Conference and Expo '93
LOCATION: New York City
CONTACT: R. Hanna ISTC -
TELEPHONE: 613-954-5977

To recruit Canadian companies to exhibit in this show. The emphasis is on design, medical product development and manufacturing technologies.

(record #: 823)

SECTOR: Medical Devices
AREA: United States
DATE: Jun 1993
ACTIVITY: Medical equipment; strategic partnering (investment)
LOCATION: New York City
CONTACT: Audrey Turner InvCan -
TELEPHONE: 613-995-0759

Between five to eight Canadian firms and research institutes who are seeking investment/strategic partners will be recruited for this Strategic Partnering event. The event will involve presentations by Canadian participants and individual meetings with U.S. corporations.

(record #: 826)

SECTOR: Medical Devices
AREA: United States
DATE: Sep 1993
ACTIVITY: Medical devices; mission to: Hospital Industry Distributer
Association
LOCATION: Kansas City
CONTACT: J P Petit EAITC UTO_
TELEPHONE: 613-944-9482

SCOPE: A mission of 10 to 15 Canadian health care suppliers of equipment and supplies, participating in HIDA will be briefed on the trade opportunities existing in the Upper Midwest States.

PRODUCTS: Medical equipment and supplies, diagnostic equipment, surgical products, disposables and sanitation equipment and products.

ATTENDANCE: HIDA attracts 400 exhibitors and 6,500 visitors.

(record #: 830)

SECTOR: Medical Devices
AREA: United States
DATE: Sep 1993
ACTIVITY: Medical devices; mission to
LOCATION: Houston, Galveston
CONTACT: J P Petit EAITC UTO_
TELEPHONE: 613-944-9482

SCOPE: The Texas Medical Centre is expanding its facilities with a budget of \$2.3 billion, and is looking for health care top-notch novel technology and equipment.

PRODUCTS: Cardiology technology, diabetes treatment equipment, cancer treatment, medical devices, etc.

ATTENDANCE: The mission will be composed of 10 Canadian companies.

(record #:1004)

SECTOR: Medical Devices
AREA: United States
DATE: Sep 1993
ACTIVITY: Health care products; mission to
LOCATION: Indiana
CONTACT: Jean-Pierre Petit EAITC UTO_
TELEPHONE: 613-944-9482

Health care equipment, products and supplies.

SCOPE: To bring Canadian health care products suppliers to Indiana State health care facilities to renew and raise awareness among Canadian suppliers of opportunities existing in this territory.

(record #: 827)

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **Oct 1993**
ACTIVITY: **Medical devices; symposium: South Florida Medical Health Care Symposium**
LOCATION: **Fort Lauderdale**
CONTACT: **B. Patterson** **ISTC**
TELEPHONE: **613-941-2366**

To introduce Canadian companies to the lucrative South Florida health care market and to gain distributor and other contacts in the Caribbean and Central America.

(record #: 828)

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **Nov 1993**
ACTIVITY: **Home health-care products; national stand: National Home Health Care**
LOCATION: **Atlanta**
CONTACT: **J P Petit** **EAITC** **UTO_**
TELEPHONE: **613-944-9482**

Nov 14-16 1993
PRODUCTS: Home health care equipment and devices, medical equipment and devices.
SCOPE: Largest home health care show in the world. Canada participates with a National Stand and 19 companies.
ATTENDANCE: 950 exhibitors and 16,500 visitors in 1992. Also in attendance were 1,500 trade representatives from Europe and Japan.

(record #: 829)

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **Nov 1993**
ACTIVITY: **MEDTECH international; incoming strategic partners from U.S. to**
LOCATION: **London, Ont.**
CONTACT: **J P Petit** **EAITC** **UTO_**
TELEPHONE: **613-944-9482**

NOVEMBER 15-16, 1993.
SCOPE: To invite 15 US firm representatives from border states.
PRODUCTS: Imaging equipment, instrumentation and supplies. Surgical instrumentation, equipment and supplies.
ATTENDANCE: 120 exhibitors and 3,000 visitors will be in attendance at this biennial Canadian health care show.

(record #: 831)

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **Dec 1993**
ACTIVITY: **Radiological equipment and accessories; national stand:
Radiology Society of North America**
LOCATION: **Chicago**
CONTACT: **J P Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

DECEMBER 1-3, 1993

PRODUCTS: **Radiology, imaging equipment, components and supplies.**

ATTENDANCE: **55,000 trade only people from 82 countries and 600 exhibitors. All leading international manufacturers of radiology equipment and services, plus makers of advanced interventional systems exhibit or participate in the trade and scientific conferences of RSNA. In 1993 Canada will be present at that show with 7 companies.**

(record #: 832)

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **Dec 1993**
ACTIVITY: **Medical supplies and equipment; mission to: Veteran Affairs
Hospital Procurement Centre**
LOCATION: **Chicago**
CONTACT: **J P Petit** EAITC UTO_
TELEPHONE: **613-944-9482**

SCOPE: **To introduce 10 Canadian Health Care sector firms to the VAHPC to be briefed on their import procedures.**

PRODUCTS: **All sectors. The VAHPC has a US \$2 billion procurement budget and comprises more than 100 hospitals across the USA.**

ATTENDANCE: **Open to all Canadian firms who are interested in that market and are export-ready.**

(record #: 834)

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **TBD 1993**
ACTIVITY: **Medical equipment; investment forum**
LOCATION: **U.S.**
CONTACT: **Audrey Turner** InvCan
TELEPHONE: **613-995-0759**

Between five to eight Canadian firms and research institutes who are seeking investment/strategic partners will be recruited for this Strategic Partnering event. The event will involve presentations by Canadian participants and individual

meetings with U.S. corporations.

(record #: 833)

SECTOR: **Medical Devices**
AREA: **United States**
DATE: **Jan 1994**
ACTIVITY: **Medical device; strategic partnering mission to**
LOCATION: **Newport Beach**
CONTACT: **EAITC** **UTI_**
TELEPHONE: **613-944-6577**

ACTIVITY CANCELLED, APRIL 1993

(record #: 835)

SECTOR: **Medical Devices**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Medical devices; mission to**
LOCATION: **Denmark, Sweden**
CONTACT: **George Sanderson** **EAITC** **RWT_**
TELEPHONE: **613-995-4730**

May 25-27, 1993.

EAITC will sponsor a NEXOS mission to Eurohospital and
Rehabilitation 93, healthcare products show.

(record #: 839)

SECTOR: **Medical Devices**
AREA: **Western Europe and European Community (EC)**
DATE: **Nov 1993**
ACTIVITY: **Medical Devices Opportunities - Part II: Medica '93**
LOCATION: **Dusseldorf**
CONTACT: **J. Dimock** **ISTC** **EAITC** **-**
TELEPHONE: **613-954-3066** **613-996-3744**

To promote Canadian medical devices in Europe as well as
encourage strategic alliances

(record #: 837)

SECTOR: **Medical Devices**
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Advance technology; investment mission to
LOCATION: Denmark
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-4730

EAITC will provide funding for an Info Booth at this trade fair for home appliances, household technology, kitchens and kitchenware.

(record #: 838)

SECTOR: **Medical Devices**
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Medical equipment products; buyers from Spain to
LOCATION: Ontario, Quebec
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-1530

A buyers mission comprised of four Spanish medical equipment manufacturers will visit Ontario and Quebec to explore the market.

(record #: 841)

SECTOR: **Medical Devices**
AREA: Western Europe and European Community (EC)
DATE: TBD 1993
ACTIVITY: Medical devices; investment roundtable
LOCATION: Western Europe
CONTACT: InvCan -
TELEPHONE: 613-992-5339

A series of seminars which will include strategic partnering roundtables in selected Western European cities. One-on-one meetings with potential business partners will take place after the roundtables. Appropriate leads generated through these activities will be channelled to relevant Canadian firms and institutes.

(record #: 840)

SECTOR: **Medical Devices**
AREA: Western Europe and European Community (EC)
DATE: Jan 1994
ACTIVITY: Medical instruments and devices; mission to
LOCATION: Vienna
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-9766

Ten Canadian companies with specialized, niche products and technology will visit Austria to look at opportunities for doing business involving not only export sales but also technology exchange/acquisition activities. Will also look at opportunities for doing business in neighbouring east European countries, possibly using the Europartnering approach.

(record #: 836)

SECTOR: **Medical Devices**
AREA: Western Europe and European Community (EC)
DATE: Sep 1994
ACTIVITY: Medical devices; trade fair: Expomed
LOCATION: Brussels
CONTACT: do RecNum2 InvCan
TELEPHONE: 613-992-5339

(record #: 842)

SECTOR: **Medical Devices**
AREA: Japan
DATE: Nov 1993
ACTIVITY: Health-care products and services for elderly; seminar and exhibition
LOCATION: Osaka/Tokyo, Nagoya/Fukuoka
CONTACT: Patricia Cronin EAITC ISTC PNJ_
TELEPHONE: 613-996-2460 613-954-2951

Demographic changes in the Japanese population create a growing market for medical devices, assistive devices, and products and services for the elderly. This show is intended to introduce Canadian companies to this market (imports estimated to exceed \$2 billion). The concurrent seminars will feature Canadian experts and reinforce Canada's excellent reputation for health services.

(record #: 843)

SECTOR: **Medical Devices**
AREA: **East Asia**
DATE: **Jul 1993**
ACTIVITY: **Health-care products and services; mission to**
LOCATION: **Taiwan**
CONTACT: **Brophy, Terry** EAITC PNC_
TELEPHONE: **613-996-7582**

An outgoing mission of Canadian companies involved in the Health-care products and services industry will visit with Taiwanese suppliers in Taipei.

(record #: 844)

SECTOR: **Medical Devices**
AREA: **East Asia**
DATE: **Nov 1993**
ACTIVITY: **Health-care products and services; information booth: Taipei International Medical Equipment and Pharmaceutical Show**
LOCATION: **Taiwan**
CONTACT: **Brophy, Terry** EAITC PNC_
TELEPHONE: **613-996-7582**

The Canadian Trade Office in Taipei (CTOT) will mount an information booth at the Taipei International Medical Equipment Show. The CTOT will display and distribute literature for 25-30 Canadian companies. In the 1991 show it was estimated that over 2000 people visited the CTOT booth and 200 of those visitors requested information.

(record #: 845)

SECTOR: **Medical Devices**
AREA: **East Asia**
DATE: **Mar 1994**
ACTIVITY: **Medical equipment; information booth and mission to: Korean Medical Equipment Show**
LOCATION: **Korea**
CONTACT: **Bonar, John** EAITC PNC_
TELEPHONE: **613-943-0897**

The post in Seoul will mount an information booth at the Korean Medical Equipment Show. An outgoing mission from Canada will attend the show, along with the post displaying and distributing literature for Canadian companies.

(record #: 846)

SECTOR: Medical Devices
AREA: Asia Pacific South
DATE: Sep 1993
ACTIVITY: Medical devices; Mission to:
LOCATION: Singapore, Thailand, Indonesia, Malaysia
CONTACT: J. Belcher ISTC
TELEPHONE: 613-941-2370

To follow up on contacts made by E. Dickson during trip to Singapore, Sept/92 and by M. Suleiman during trip to Indonesia Sept/Oct 92; to capitalize on niche opportunities in medical devices using Singapore as gateway to ASEAN developing markets.

(record #: 847)

SECTOR: Medical Devices
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Medical equipment; information booth: Labex '93
LOCATION: Melbourne, Sydney
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

Medical devices is a rapidly growing sector in Australia and through the info booth we will be seeking to establish a presence for Canada in this market.

(record #: 848)

SECTOR: Medical Devices
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Equipment and products for the disabled; promotion
LOCATION: Melbourne
CONTACT: Brian Hood EAITC PST_
TELEPHONE: 613-995-7652

The Consulate General intends to introduce new and innovative Canadian products to the disabled and to the Independent Living Centre, which approves and advertises specialty products for the disabled to their customers throughout Australia.

(record #: 849)

SECTOR: **Medical Devices**
AREA: **Africa and the Middle East**
DATE: **Apr 1993**
ACTIVITY: **Medical and health equipment; mission to**
LOCATION: **Jordan**
CONTACT: **EAITC**
TELEPHONE: **613-944-0396**

GBT_

(record #: 850)

SECTOR: **Medical Devices**
AREA: **Africa and the Middle East**
DATE: **Jun 1993**
ACTIVITY: **Pharmaceutical and medical equipment; mission from Lebanon and**
LOCATION: **Jordan to**
LOCATION: **Canada**
CONTACT: **Michael Wooff**
TELEPHONE: **613-944-5997**

EAITC

GBT_

A six member mission from Lebanon, Jordan and Syria, focussing on pharmaceuticals, hospital equipment, health care training, medical equipment and supplies.

(record #: 851)

SECTOR: **Medical Devices**
AREA: **Africa and the Middle East**
DATE: **Oct 1993**
ACTIVITY: **Health products and services; information booth and mission to:**
LOCATION: **Jeddah, Gulf Region**
CONTACT: **David Marshall**
TELEPHONE: **613-944-5984 613-954-5977**

EAITC

ISTC

GBT_

Open to trade only. Info Booth. Show features health care training, medical and hospital equipment, services, management services, supplies. Large international participation. Draws attendance from whole Gulf region and Saudia Arabia.

(record #: 852)

SECTOR: **Medical Devices**
AREA: **Latin America and the Caribbean**
DATE: **Oct 1993**
ACTIVITY: **Health care equipment and services; information booth:**
LOCATION: **Expomedica '93**
LOCATION: **Panama**
CONTACT: **Dundon 996-6921;Cogne 996-6129**
TELEPHONE: **613-996-6921 613-995-0460**

EAITC

ISTC

LGT_

There are significant opportunities for health care products and medical devices in Central America. Three market studies

have been prepared - Costa Rica, Panama and El Salvador.
Eight to ten companies will participate.

(record #: 853)

SECTOR: **Medical Devices**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Oct 1993
ACTIVITY: Medical supplies and equipment; mission to: Health Care '93
LOCATION: Kiev
CONTACT: Belkis Possamai EAITC RBT_
TELEPHONE: 613-996-6652

(record #: 854)

SECTOR: **Medical Devices**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Oct 1993
ACTIVITY: Medical supplies and services; mission to
LOCATION: Budapest
CONTACT: Michael Vujnovich EAITC RBT_
TELEPHONE: 613-996-7107

Medical supplies mission could explore opportunities in (a) financial management, (b) equipment/devices for the national panel/family doctor network service., (c) high tech hardware and software for hospitals

(record #: 855)

SECTOR: **Space**
AREA: United States
DATE: Jul 1993
ACTIVITY: Aerospace products; mission to: Space Week '93
LOCATION: Vandenburg
CONTACT: Robert Webb EAITC UTO_
TELEPHONE: 613-944-9481

Canadian space and space-related companies may attend this USAF sponsored Space Week, consisting of seminars, workshops, and exhibits. The event may include the repeat of a "CANADA" portion in the schedule to highlight Canadian capabilities.

(record #: 856)

SECTOR: **Space**
AREA: **United States**
DATE: **Jul 1993**
ACTIVITY: **Canada Day at Phillips Lab**
LOCATION: **Albuquerque**
CONTACT: **G. MacDonel** **ISTC**
TELEPHONE: **613-954-3166**

To allow Canadian space companies to meet with USAF major space lab to identify DSA projects and sales opportunities. Specific focus for visit to be determined at CDA/USA meeting April 1993

(record #: 857)

SECTOR: **Space**
AREA: **Western Europe and European Community (EC)**
DATE: **May 1993**
ACTIVITY: **Information technology and geomatics; national stand and information booth: Geotechnica '93**
LOCATION: **Cologne**
CONTACT: **Terry Jack** **EAITC** **EMRC** **RWT_**
TELEPHONE: **613-995-6435** **613-947-1216**

A National Stand Accommodating 21 Canadian Companies. Covering the Information Technology and Geomatics Sector.

(record #: 858)

SECTOR: **Space**
AREA: **Western Europe and European Community (EC)**
DATE: **Jun 1993**
ACTIVITY: **Aerospace products; mission to: ESTEC Space Fair**
LOCATION: **Netherlands**
CONTACT: **Gayle McCallum** **EAITC** **RWT_**
TELEPHONE: **613-996-1530**

Five - eight Canadian companies will visit ESTEC trade fair. Mission program will involve market briefing, site visits and networking event.

(record #: 859)

SECTOR: Space
AREA: Western Europe and European Community (EC)
DATE: Sep 1993
ACTIVITY: Space industries; mission to
LOCATION: Italy
CONTACT: Hélène Guillot EAITC RWT_
TELEPHONE: 613-995-9766

(record #: 860)

SECTOR: Space
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Aerospace products; information booth: International Aerospace
Federation
LOCATION: Graz (Austria)
CONTACT: See memo EAITC RWT_
TELEPHONE: 613-996-4875

This event is not yet approved.

(record #: 861)

SECTOR: Space
AREA: Japan
DATE: Oct 1993
ACTIVITY: Incoming Japanese space mission to
LOCATION: Canada
CONTACT: L. Giroux ISTC
TELEPHONE: 613-952-3976

Increase Canadian Space sales to Japan.

(record #: 862)

SECTOR: Space
AREA: Asia Pacific South
DATE: Mar 1994
ACTIVITY: Geomatics; information booth: FIGXX
LOCATION: Melbourn
CONTACT: Brian Hood EAITC EMRC PST_
TELEPHONE: 613-996-7652 613-996-7644

FIGXX is a major Australian geomatics show. EAITC and EM&R will co-operate to sponsor the promotion of Canadian goods and services in this key sector.

(record #: 863)

SECTOR: Space
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Geomatics; mission to
LOCATION: Iran, Turkey, Saudi Arabia
CONTACT: Pak Chagarlamudi EMRC EAITC
TELEPHONE: 613-996-7644 613-944-5984

An outgoing mission consisting of selected Canadian companies (8 to 10), which will conduct a one-day seminar on Canadian capabilities in specific aspects of geomatics to an audience of senior technical managers and other decision makers promoting the Team Canada concept and offering to provide total solution. Administration, technical liaison and coordination are provided by EAITC and EMRC.

(record #: 864)

SECTOR: Space
AREA: Africa and the Middle East
DATE: Nov 1993
ACTIVITY: Remote sensing; conference
LOCATION: Riyadh
CONTACT: Pak Chagarlamudi EMRC
TELEPHONE: 613-996-7644

A remote sensing, applications oriented, technical and scientific conference planned by the Saudi Centre for Remote Sensing with collaboration from EMRC. Attendance is by invitation only, and provides an opportunity for exhibiting Canadian capability in remote sensing.

(record #: 865)

SECTOR: Space
AREA: Multiple Markets
DATE: Sep 1993
ACTIVITY: Space Industry Mission and Technology Seminar to S.E. Asia
LOCATION: Korea, Taiwan, Malaysia
CONTACT: L. Giroux ISTC
TELEPHONE: 613-952-3976

Open Korean market to Canadian space industry. Build on early results in Japan/Malaysia - Space products, earth observation, Space communications.

(record #: 866)

SECTOR: Tourism
AREA: United States
DATE: Apr 1993
ACTIVITY: Travel trade; market place: Spotlight Canada
LOCATION: Pittsburgh
CONTACT: J. Kern / V. Boehm EAITC UTO_
TELEPHONE: 613-944-8823 / 412-392-2308

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in Pittsburgh Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 867)

SECTOR: Tourism
AREA: United States
DATE: Apr 1993
ACTIVITY: Business travel; market place: Showcase Canada
LOCATION: Pittsburgh
CONTACT: J. Kern / V. Boehm EAITC UTO_
TELEPHONE: 613-944-8823 / 412-392-2308

EVENT: Showcase Canada - Pittsburgh Apr/93
PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in Pittsburgh Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #: 868)

SECTOR: Tourism
AREA: United States
DATE: Apr 1993
ACTIVITY: Travel trade - Heritage and culture; on-site tour: Spotlight
Canada
LOCATION: Cincinnati
CONTACT: J. Kern / J. Wellman EAITC UTO_
TELEPHONE: 613-944-8823 / 513-762-7655

PRODUCTS: All travel trade customer segments
SCOPE: Ed. Fam. Tour from Cincinnati Territory to Ontario
ATTENDANCE: U.S. buyers to meet Canadian sellers

(record #: 869)

SECTOR: Tourism
AREA: United States
DATE: Apr 1993
ACTIVITY: New Exporters to Border States (NEEF) mission to
LOCATION: Detroit
CONTACT: E. Wilk ISTC
TELEPHONE: 416-973-5080

Market introduction re: Tourism/Theatre.

(record #: 870)

SECTOR: Tourism
AREA: United States
DATE: Apr 1993
ACTIVITY: Local Market Initiative: Ad-venture
LOCATION: Chicago, Dallas, Minneapolis, New York City, Los Ang
CONTACT: T. Penney ISTC
TELEPHONE: 613-954-3874

To provide a unique vehicle within tourism communications program by which the Canadian tourism industry could penetrate five metropolitan markets in the US.

(record #: 871)

SECTOR: Tourism
AREA: United States
DATE: Apr 1993
ACTIVITY: Atlantic Canada SEA SELL '93
LOCATION: U.S.
CONTACT: D.D. Dolan ISTC ACOC
TELEPHONE: 613-954-3872 902-426-8351

To promote the tourism products in each of Canada's tour Atlantic provinces. The vessel "Scotia Prince" will visit 4 ports on the US eastern seaboard.

(record #: 872)

SECTOR: Tourism
AREA: United States
DATE: May 1993
ACTIVITY: Travel trade; workshop: Spotlight Canada
LOCATION: Los Angeles
CONTACT: J. Kern / J. Rasmussen EAITC UTO
TELEPHONE: 613-944-8823 / 213-678-7432

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in Los Angeles Territory
ATTENDANCE: Canadian seller to meet U.S. buyers

(record #: 873)

SECTOR: Tourism
AREA: United States
DATE: May 1993
ACTIVITY: Travel trade - touring; BC and Alberta, NEBS mission to
LOCATION: Seattle
CONTACT: J. Kern / R. Brown EAITC UTO_
TELEPHONE: 613-944-8823 / 206-443-1777

EVENT: NEBS Mission - Seattle May/93
PRODUCTS: Touring Product
SCOPE: In Seattle Territory - Workshop/Seminars/Marketplace
ATTENDANCE: Canadian sellers from B.C. and Alberta

(record #: 874)

SECTOR: Tourism
AREA: United States
DATE: May 1993
ACTIVITY: Travel trade; educational tour: Spotlight Canada
LOCATION: Cleveland
CONTACT: J. Kern / M. Rice EAITC UTO_
TELEPHONE: 613-944-8823 / 313-567-2086

PRODUCTS: All travel trade customer segments
SCOPE: Ed. Fam. Tour from Cleveland Territory to Province of Quebec
ATTENDANCE: U.S. buyers to meet Canadian sellers

(record #: 875)

SECTOR: Tourism
AREA: United States
DATE: Jun 1993
ACTIVITY: Travel trade - Cultural and Heritage; mission to: Spotlight
Canada
LOCATION: Detroit
CONTACT: J. Kern / M. Rice EAITC UTO_
TELEPHONE: 613-944-8823 / 313-567-2086

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in Detroit Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 876)

SECTOR: Tourism
AREA: United States
DATE: Jun 1993
ACTIVITY: Travel trade; workshop: Spotlight Canada
LOCATION: New York City
CONTACT: J. Kern / H. Davidson EAITC UTO_
TELEPHONE: 613-944-8823 / 212-596-1600

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in New York Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 877)

SECTOR: Tourism
AREA: United States
DATE: Jul 1993
ACTIVITY: Travel trade - seniors; Atlantic Canada, NEBS mission to
LOCATION: Atlanta
CONTACT: J. Kern / M. Goodie EAITC UTO_
TELEPHONE: 613-944-8823 / 404-577-6810

EVENT: NEBS Mission - Atlanta Jul/93
PRODUCTS: Seniors segment
SCOPE: In Atlanta Territory - Workshop/Seminar/Marketplace
ATTENDANCE: Canadian sellers from Atlantic provinces

(record #: 878)

SECTOR: Tourism
AREA: United States
DATE: Jul 1993
ACTIVITY: Business travel - Incentive; NEBS mission to
LOCATION: Chicago
CONTACT: J. Kern / B. Bouma EAITC UTO_
TELEPHONE: 613-944-8823 / 312-616-1860

EVENT: NEBS Mission - Chicago Jul/93
PRODUCTS: Business Travel - Incentive Segment
SCOPE: In Chicago Territory - Workshop/Seminar/Marketplace
ATTENDANCE: Canadian sellers from B.C., ALTA, Ont., N.S.

(record #: 879)

SECTOR: Tourism
AREA: United States
DATE: Aug 1993
ACTIVITY: Travel trade - Seniors and baby boomers; Quebec, NEBS mission to
LOCATION: Atlanta
CONTACT: J. Kern / M. Goodie EAITC UTO_
TELEPHONE: 613-944-8823 / 404-577-6810

EVENT: NEBS Mission - Atlanta Aug/93
PRODUCTS: Baby Boomers Segment
SCOPE: In Atlanta Territory - Workshop/Seminar/Marketplace
ATTENDANCE: Canadian sellers from Quebec

(record #: 880)

SECTOR: Tourism
AREA: United States
DATE: Aug 1993
ACTIVITY: Travel trade - seniors; Ontario and Québec, NEBS mission to
LOCATION: New York City
CONTACT: J. Kern EAITC UTO_
TELEPHONE: 613-944-8823 / 212-596-1600

EVENT: NEBS Mission - New York City Aug/93
PRODUCTS: Working Seniors
SCOPE: In New York Territory - Workshop/Seminars/Marketplace
ATTENDANCE: Canadian sellers from Ontario and Quebec

(record #: 881)

SECTOR: Tourism
AREA: United States
DATE: Aug 1993
ACTIVITY: Business travel - Association; workshop
LOCATION: Chicago
CONTACT: EAITC UTI_
TELEPHONE: 312-616-1860

CANCELLED, APRIL 1993

(record #: 882)

SECTOR: Tourism
AREA: United States
DATE: Sep 1993
ACTIVITY: Travel trade; market place: Spotlight Canada
LOCATION: Buffalo
CONTACT: J. Kern / L. Niederlander EAITC UTO_
TELEPHONE: 613-944-8823 / 716-852-1247

PRODUCTS: All travel trade customers segments
SCOPE: Marketplace in Buffalo Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 883)

SECTOR: Tourism
AREA: United States
DATE: Sep 1993
ACTIVITY: Travel trade - Golf resort Canada; market place: Golf Canada
LOCATION: Washington D.C.
CONTACT: J. Kern / S. Iris EAITC UTO_
TELEPHONE: 613-944-8823 / 202-682-1740

EVENT: Golf Canada - Washington Sept/93
PRODUCTS: Golf
SCOPE: Marketplace in Washington Territory
ATTENDANCE: Canadian sellers from Quebec, B.C., Alberta, and Ontario to meet U.S. buyers

(record #: 884)

SECTOR: Tourism
AREA: United States
DATE: Sep 1993
ACTIVITY: Resorts Adventure; NEBS mission to
LOCATION: Boston
CONTACT: J. Kern / R. Johansen EAITC UTO_
TELEPHONE: 613-944-8823 / 617-536-1731

EVENT: NEBS Mission - Boston Sept/93
PRODUCTS: Adventure Product
SCOPE: In Boston Territory - Workshop/Seminar/Marketplace
ATTENDANCE: Canadian sellers from Atlantic Canada

(record #: 885)

SECTOR: Tourism
AREA: United States
DATE: Sep 1993
ACTIVITY: Travel trade - Tour operators; mission to: Spotlight Canada
LOCATION: Dallas
CONTACT: J. Kern / J. Rondeau EAITC UTO_
TELEPHONE: 613-944-8823 / 214-922-9806

EVENT: Spotlight Canada - British Columbia Sept/93
PRODUCTS: All travel trade customer segments
SCOPE: Ed. Fam. Tour to B.C.
ATTENDANCE: U.S. buyers to meet B.C. sellers

(record #: 886)

SECTOR: Tourism
AREA: United States
DATE: Oct 1993
ACTIVITY: Travel trade - Adventure; market place: Adventure Canada
LOCATION: Dallas
CONTACT: J. Kern / J. Rondeau EAITC UTO_
TELEPHONE: 613-944-8823 / 214-922-9806

EVENT: Adventure Canada - Dallas Oct/93
PRODUCTS: Outdoor / Adventure Segment
SCOPE: Marketplace in Dallas Territory
ATTENDANCE: Canadian Outdoor/Adventure sellers and U.S. buyers

(record #: 887)

SECTOR: Tourism
AREA: United States
DATE: Oct 1993
ACTIVITY: Travel trade; workshop: Spotlight Canada
LOCATION: Seattle
CONTACT: J. Kern / R. Brown EAITC UTO_
TELEPHONE: 613-944-8823 / 206-443-1777

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in Seattle Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 888)

SECTOR: Tourism
AREA: United States
DATE: Oct 1993
ACTIVITY: Travel trade; Manitoba and Saskatchewan, NEBS mission to
LOCATION: Minneapolis
CONTACT: J. Kern / S. Dowling EAITC UTO_
TELEPHONE: 613-944-8823 / 612-333-4641

EVENT: NEBS Mission - Minneapolis Oct/93
PRODUCTS: All Customer Segments
SCOPE: In Minneapolis Territory -
Workshop/Seminar/Marketplace
ATTENDANCE: Canadian sellers from Saskatchewan

(record #: 889)

SECTOR: Tourism
AREA: United States
DATE: Oct 1993
ACTIVITY: Travel trade; workshop: Spotlight Canada
LOCATION: Pittsburgh
CONTACT: J. Kern / V. Boehm EAITC UTO_
TELEPHONE: 613-944-8823 / 412-392-2308

PRODUCTS: All travel trade customer segments
SCOPE: Seminar in Pittsburgh Territory
ATTENDANCE: U.S. buyers

(record #: 893)

SECTOR: Tourism
AREA: United States
DATE: Nov 1993
ACTIVITY: Tourism; promotion
LOCATION: Atlantic City, New Jersey
CONTACT: Marty Muldoon WED
TELEPHONE: 403-495-4977

The National Tour Association "Tour and Travel Exchange" is a function for tour operators, suppliers and destination marketing organizations to meet face to face. Sellers promote attraction, events and facilities to buyers in order to bring them to include their products in the buyers tour purchases. Six days of buyer-sellers meeting with appointments based on pre-matching.

(record #: 890)

SECTOR: Tourism
AREA: United States
DATE: Nov 1993
ACTIVITY: Business travel; market place: Showcase Canada
LOCATION: Detroit
CONTACT: J. Kern / M. Rice EAITC UTO_
TELEPHONE: 613-944-8823 / 313-567-2086

EVENT: Showcase Canada - Detroit Nov/93
PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in Detroit Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #: 891)

SECTOR: Tourism
AREA: United States
DATE: Nov 1993
ACTIVITY: Business travel; market place: Showcase Canada
LOCATION: New York City
CONTACT: J. Kern / H. Davidson EAITC UTO_
TELEPHONE: 613-944-8823 / 212-596-1600

EVENT: Showcase Canada - New York Nov/93
PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in New York Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #: 892)

SECTOR: Tourism
AREA: United States
DATE: Nov 1993
ACTIVITY: Travel trade - Middle-aged; BC and Alberta, NEBS mission to
LOCATION: New York City
CONTACT: J. Kern / H. Davidson EAITC UTO_
TELEPHONE: 613-944-8823 / 212-596-1600

EVENT: NEBS Mission - New York City Nov/93
PRODUCTS: Middle-Aged Segment
SCOPE: In New York Territory - Workshop/Seminar/Marketplace
ATTENDANCE: Canadian sellers from Alberta and B.C.

(record #: 894)

SECTOR: Tourism
AREA: United States
DATE: Nov 1993
ACTIVITY: Best Business Practices Workshop Canada-Maine Country Innkeepers
LOCATION: Portland
CONTACT: B. Linley ISTC
TELEPHONE: 902-426-9905

Follow on dialogue between participants in the cross-border country inns interfirm comparison study. Focus will be on business practices and joint venture business identification.

(record #:1009)

SECTOR: Tourism
AREA: United States
DATE: Nov 1993
ACTIVITY: Meeting, convention, incentive travel; market place: Showcase Canada
LOCATION: Washington DC
CONTACT: J. Kern / S. Iris EAITC UTI_
TELEPHONE: 613-944-8823 / 202-682-1740

PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in Washington D.C. Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #: 895)

SECTOR: Tourism
AREA: United States
DATE: Dec 1993
ACTIVITY: Travel trade; market place: Canada Salutes U.S. Seniors
LOCATION: Dallas
CONTACT: EAITC UTI_
TELEPHONE: 613-922-9806

CANCELLED, APRIL 1993

(record #: 896)

SECTOR: Tourism
AREA: United States
DATE: Dec 1993
ACTIVITY: Business travel - Association; NEBS mission to
LOCATION: Chicago
CONTACT: J. Kern / B. Bouma EAITC UTO_
TELEPHONE: 613-944-8823 / 312-616-1860

EVENT: NEBS Mission - Chicago Dec/93
PRODUCTS: Business Travel - Association Segment
SCOPE: In Chicago Territory - Workshop/Seminar/Marketplace
ATTENDANCE: Canadian sellers from B.C., ALTA, Que., N.S.

(record #: 914)

SECTOR: Tourism
AREA: United States
DATE: ONG 1993
ACTIVITY: Media Tours - United States
LOCATION: U.S.
CONTACT: T. Galco ISTC
TELEPHONE: 613-954-3870

To support and complement advertising public relations and other marketing activities in the US. To promote product awareness and increased sales of Canada's tourism products to US travellers.

(record #: 913)

SECTOR: Tourism
AREA: United States
DATE: TBD 1993
ACTIVITY: Travel trade - Touring; promotion: Canada "King of the Road"
LOCATION: Chicago
CONTACT: EAITC UTI_
TELEPHONE: 312-616-1860

CANCELLED, APRIL 1993

(record #: 897)

SECTOR: Tourism
AREA: United States
DATE: Jan 1994
ACTIVITY: Travel trade; market place: Canada Salutes U.S. Seniors
LOCATION: Boston
CONTACT: J. Kern / R. Johansen EAITC UTO_
TELEPHONE: 613-944-8823 / 617-536-1731

EVENT: Canada Salutes U.S. Seniors - Boston Jan/94
PRODUCTS: Seniors Segment
SCOPE: Marketplace in Boston Territory
ATTENDANCE: Canadian sellers and U.S. Seniors Infl. buyers

(record #: 898)

SECTOR: Tourism
AREA: United States
DATE: Jan 1994
ACTIVITY: Travel trade; workshop: Dan Dipert travel show
LOCATION: Dallas
CONTACT: EAITC UTI_
TELEPHONE: 613-922-9806

CANCELLED, APRIL 1993

(record #: 899)

SECTOR: Tourism
AREA: United States
DATE: Jan 1994
ACTIVITY: Advertising Program in the primary U.S. Market to promote travel
to Canada
LOCATION: U.S.
CONTACT: T. Penney ISTC
TELEPHONE: 613-954-3874

The federal tourism advertising campaign provides the context
for other private and public sector tourism activities,
advertising and marketing initiatives.

(record #: 900)

SECTOR: Tourism
AREA: United States
DATE: Feb 1994
ACTIVITY: Business travel; market place: Showcase Canada
LOCATION: Buffalo
CONTACT: J. Kern / L. Niederlander EAITC UTO_
TELEPHONE: 613-944-8823 / 716-852-1247

EVENT: Showcase Canada - Buffalo Feb/94
PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in Buffalo Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #: 901)

SECTOR: Tourism
AREA: United States
DATE: Feb 1994
ACTIVITY: Travel trade; market place: Spotlight Canada
LOCATION: Dallas
CONTACT: J. Kern / J. Rondeau EAITC UTO_
TELEPHONE: 613-944-8823 / 214-922-9806

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in Dallas Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 902)

SECTOR: Tourism
AREA: United States
DATE: Feb 1994
ACTIVITY: Travel trade; market place: Adventure Canada
LOCATION: Detroit
CONTACT: J. Kern / M. Rice EAITC UTO_
TELEPHONE: 613-944-8823 / 313-567-2086

EVENT: Adventure Canada - Detroit Feb/94
PRODUCTS: Outdoor / Adventure Segment
SCOPE: Marketplace in Detroit Territory
ATTENDANCE: Canadian Outdoor/Adventure sellers and U.S. buyers

(record #: 903)

SECTOR: Tourism
AREA: United States
DATE: Feb 1994
ACTIVITY: Travel trade; workshop: Spotlight Canada
LOCATION: Los Angeles
CONTACT: J. Kern / J. Rasmussen EAITC UTO_
TELEPHONE: 613-944-8823 / 213-678-7432

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in Los Angeles Territory
ATTENDANCE: Canadian seller to meet U.S. buyers

(record #: 904)

SECTOR: Tourism
AREA: United States
DATE: Feb 1994
ACTIVITY: Travel trade; market place: Spotlight Canada
LOCATION: San Francisco
CONTACT: J. Kern / J. Duffy EAITC UTO_
TELEPHONE: 613-944-8823 / 213-678-7432

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in San Fransisco Area
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 905)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Travel trade; market place: Adventure Canada
LOCATION: Boston
CONTACT: J. Kern / R. Johansen EAITC UTO_
TELEPHONE: 613-944-8823 / 617-536-1731

EVENT: Adventure Canada - Boston Mar/94
PRODUCTS: Outdoor / Adventure Segment
SCOPE: Marketplace in Boston Territory
ATTENDANCE: Canadian Outdoor/Adventure sellers and U.S. buyers

(record #: 906)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Travel trade; market place: Spotlight Canada
LOCATION: Buffalo
CONTACT: J. Kern / L. Niederlander EAITC UTO_
TELEPHONE: 613-944-8823 / 716-852-1247

PRODUCTS: All travel trade customers segments
SCOPE: Marketplace in Buffalo Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 907)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Business travel; market place: Showcase Canada
LOCATION: Los Angeles
CONTACT: J. Kern / J. Rasmussen EAITC UTO_
TELEPHONE: 613-944-8823 / 213-687-7432

EVENT: Showcase Canada - Los Angeles Mar/94
PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in Los Angeles Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #: 908)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Travel trade; market place: Spotlight Canada
LOCATION: Minneapolis
CONTACT: J. Kern / S. Dowling EAITC UTO_
TELEPHONE: 613-944-8823 / 612-333-4641

PRODUCTS: All travel trade customer segments
SCOPE: Marketplace in Minneapolis Territory
ATTENDANCE: Canadian sellers to meet U.S. buyers

(record #: 909)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Media; market place: Dateline Canada
LOCATION: New York City
CONTACT: J. Kern / H. Davidson EAITC UTO_
TELEPHONE: 613-944-8823 / 212-596-1600

EVENT: Dateline Canada - New York City Mar/94
PRODUCTS: All Customer Segments
SCOPE: Marketplace in New York City
ATTENDANCE: All Canadian Provinces and Territories to meet
U.S. Media Influencers

(record #: 910)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Travel trade - Baby boomers and middle aged; NEBS mission to
LOCATION: Dallas
CONTACT: J. Kern / J. Rondeau EAITC UTO_
TELEPHONE: 613-944-8823 / 214-922-9806

EVENT: NEBS Mission - Dallas Mar/94
PRODUCTS: Baby Boomers and Middle-Aged Segments
SCOPE: In Dallas Territory - Workshop/Seminars/Marketplace
ATTENDANCE: Canadian sellers from Ontario

(record #: 911)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Travel trade; workshop: Spotlight Canada
LOCATION: Dallas
CONTACT: EAITC UTI_
TELEPHONE: 613-922-9806

CANCELLED, APRIL 1993

(record #:1010)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Meeting, convention, incentive travel; market place: Showcase
Canada
LOCATION: San Fransisco
CONTACT: J. Kern / S. Iris EAITC UTI_
TELEPHONE: 613-944-8823 / 202-682-1740

PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in San Fransisco Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #:1011)

SECTOR: Tourism
AREA: United States
DATE: Mar 1994
ACTIVITY: Meeting, convention, incentive travel; marketplaces: Showcase
Canada
LOCATION: Seattle
CONTACT: J. Kern / S. Iris EAITC UTI_
TELEPHONE: 613-944-8823 / 202-682-1740

PRODUCTS: Meet./Conv./Incentive travel
SCOPE: Marketplace in Seattle Territory
ATTENDANCE: Canadian MC & IT sellers and U.S. MC & IT buyers

(record #: 912)

SECTOR: Tourism
AREA: United States
DATE: Apr 1994
ACTIVITY: Media; market place: Dateline Canada
LOCATION: Los Angeles
CONTACT: J. Kern / J. Rasmussen EAITC UTO_
TELEPHONE: 613-944-8823 / 213-687-7432

EVENT: Dateline Canada - Los Angeles Mar/94
PRODUCTS: All Customer Segments
SCOPE: Marketplace in Los Angeles
ATTENDANCE: All Canadian Provinces and Territories to meet
U.S. Media Influencers

(record #: 915)

SECTOR: Tourism
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: European Incentive and Business Meetings Exhibition; PALEXPO
LOCATION: Geneva
CONTACT: D. Valic ISTC
TELEPHONE: 416-973-5082

Lead a team of 30+ industry partners to the exhibition and manage all aspects of a turn-key exhibit and promotions campaign.

(record #: 916)

SECTOR: Tourism
AREA: Western Europe and European Community (EC)
DATE: Nov 1993
ACTIVITY: Trade exhibition: World Travel Market
LOCATION: London
CONTACT: P. Michaud ISTC
TELEPHONE: 613-954-3839

Co-ordination of a major international travel trade exhibition bringing together over 300 Canadian travel professionals and the European travel trade. The marketplace is staged with the support of the Canadian High Commission, London.

(record #: 917)

SECTOR: Tourism
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: International Tourism Bourse (ITB)
LOCATION: Berlin
CONTACT: P. Michaud ISTC
TELEPHONE: 613-954-3839

Canadian participation sponsored by Tourism Canada with the support of the Canadian Consulate, Dusseldorf, at a major travel trade marketplace held in Germany.

(record #: 918)

SECTOR: Tourism
AREA: Japan
DATE: Oct 1993
ACTIVITY: Kanata Annual Marketplace
LOCATION: Japan
CONTACT: P.A. Cusson ISTC
TELEPHONE: 613-954-3915

Kanata is the premier annual marketplace in Japan in which both Canadian sellers and Japanese buyers assemble to engage in travel trade development and business negotiations.

(record #:1012)

SECTOR: Tourism
AREA: Japan
DATE: Nov 1993
ACTIVITY: Tourism retail; solo show
LOCATION: Kansai Region
CONTACT: John Schofield EAITC PNJ_
TELEPHONE: 613-995-8596

In anticipation of the late-summer 1994 opening of the new Kansai International Airport, stage an outgoing mission of private-and-public sector organisations to staff individual booths at a 3-day Canada tourism fair in the Kansai Region in order to increase tourism retailers's awareness of Canada as an attractive tourist destination and of Canadian product/services.

(record #: 919)

SECTOR: Tourism
AREA: Japan
DATE: TBD 1993
ACTIVITY: Tourism; mission from Japan to
LOCATION: Canada
CONTACT: John R. Schofield EAITC PNJ_
TELEPHONE: 613-995-8596

In response to a recommendation made in the Joint Report of the Canada-Japan Forum 2000, Canada will welcome approximately 20 members of the Japanese Ministry of Transport mission involving senior government officials and tourism industry executives. This represents an important vehicle to strengthen existing relationships and to increase the profile of the Canadian tourism industry in Japan.

(record #: 920)

SECTOR: Tourism
AREA: East Asia
DATE: May 1993
ACTIVITY: Media visit; mission from Taiwan to
LOCATION: Canada
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

An incoming mission of representatives from Taiwan tourists companies will be touring Canada to evaluate Canadian tourist destinations for their respective markets.

(record #: 921)

SECTOR: Tourism
AREA: East Asia
DATE: Jun 1993
ACTIVITY: Tourism; information booth: Intertour '93
LOCATION: Hong Kong
CONTACT: Mrkich, Dan EAITC PNC_
TELEPHONE: 613-995-6962

The Commission for Canada in Hong Kong will mount an Information Booth at Intertour '93. The post will display and distribute literature for Canadian companies in the tourism industry sector.

(record #: 922)

SECTOR: Tourism
AREA: East Asia
DATE: Sep 1993
ACTIVITY: Travel agents familiarization tour; mission from Taiwan to
LOCATION: Canada
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

An incoming mission of travel agents from Taiwan tourist companies will tour Canada to better familiarize themselves with the range and scope of Canadian tourist destinations.

(record #: 923)

SECTOR: Tourism
AREA: East Asia
DATE: Dec 1993
ACTIVITY: Tourism; information booth: International Travel Fair '93
LOCATION: Taipei
CONTACT: Brophy, Terry EAITC PNC_
TELEPHONE: 613-996-7582

The Canadian Trade Office in Taipei will mount and operate an information booth at the International Travel Fair '93 in Taipei. The CTOT will display and distribute literature about

travel destinations in Canada. In 1991 exhibitors from 65 countries occupied 300 booths and over 70,000 visitors attended the exhibition.

(record #: 924)

SECTOR: Tourism
AREA: Asia Pacific South
DATE: Oct 1993
ACTIVITY: Asian sales mission to
LOCATION: Taiwan, South Korea
CONTACT: P.A. Cusson
TELEPHONE: 613-954-3915

ISTC

Tourism Canada will lead a sales mission in the fall to Taiwan and Korea.

(record #: 926)

SECTOR: Tourism
AREA: Asia Pacific South
DATE: ONG 1993
ACTIVITY: Marketing studies and research
LOCATION: Taiwan, Hong Kong, South Korea, Australia
CONTACT: M. Laurin
TELEPHONE: 613-954-3967

ISTC

Market research and studies with the participation of the private sector.

(record #: 925)

SECTOR: Tourism
AREA: Asia Pacific South
DATE: Jan 1994
ACTIVITY: Tourism; Series of solo show: Corroboree
LOCATION: Australia
CONTACT: Brian Hood
TELEPHONE: 613-995-7652

EAITC

PST_

A presentation of the Canada Tourism Council of Australia.

(record #: 927)

SECTOR: Tourism
AREA: Multiple Markets
DATE: May 1993
ACTIVITY: Rendez-vous Canada 1993 (17th Annual Tourism Marketplace);
Incoming Buyers to:
LOCATION: Winnipeg
CONTACT: V.A. Doucett ISTC
TELEPHONE: 613-954-3970

Buyers from around the world invited to tourism marketplace where Canadian tourism sellers from across Canada meet with them to sell/promote Canadian tourism products.

(record #: 928)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: Apr 1993
ACTIVITY: Intermodal transportation; national stand: Intermodal
Transportation Trade Show
LOCATION: Atlanta
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

SERVICES: Transportation services and freight forwarding.
SCOPE: 5,000 international shipping and port executives
PARTICIPANTS: Ten Canadian companies

(record #: 929)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: Apr 1993
ACTIVITY: Urban transit; mission from Seattle to
LOCATION: Canada
CONTACT: A. McBride EAITC UTI_
TELEPHONE: 613-944-5149

A small delegation from selected Washington and Oregon State Transit Authorities will visit selected facilities in Canada to observe and view equipment and technologies available from Canadian manufacturers and suppliers.
ATTENDANCE: Invitation for up to 6 state representatives to travel to Canada to meet with industry and transit officials and observe local public transit operations.

(record #: 930)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: May 1993
ACTIVITY: Urban transit; mission from Detroit to
LOCATION: Canada
CONTACT: A. McBride EAITC UTI_
TELEPHONE: 613-944-5149

A delegation from the Detroit Regional Transit Authority and the Detroit's SMART Authority will visit the Toronto Transit Authority to view alternate fueled vehicles used by the TTC, the facilities used to service these vehicles, and discussions on the advantages of using alternate fueled vehicles.

ATTENDANCE: It is expected that up to 6 Detroit transit specialists will be invited to visit Canada for a 2 - 3 day period to view Canadian technology in this sector.

(record #: 931)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: May 1993
ACTIVITY: Urban transit; mission from Los Angeles to
LOCATION: British Columbia
CONTACT: A. McBride EAITC UTI_
TELEPHONE: 613-944-5149

Automated urban transit systems and equipment. The Orange County Fixed Guideway Agency has expanded its membership. The Vancouver Skytrain System is the system that most closely resembles the type of system the Agency would like to see operating in their area. It is expected 4-6 officials will be invited to participate in this mission.

(record #: 932)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: Jul 1993
ACTIVITY: Mass transit; mission to: Solo Mass Transit Show
LOCATION: Cleveland
CONTACT: A McBride EAITC UTI_
TELEPHONE: 613-944-5149

Canadian firms have developed equipment and operating systems designed to facilitate the travel on public transportation by persons with physical handicaps. These products range from wheelchair lifts to kneeling buses. With the "Americans with Disabilities Act" coming into force, transit operators will have the opportunity to observe equipment already in place to assist the disabled, and thereby meet the requirements of the Act. Selected Canadian manufacturers will display their

products to officials of Ohio's three major transit operators, Cleveland, Cincinnati and Columbia.

(record #: 933)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: Oct 1993
ACTIVITY: Urban transportation; national stand: International Public Transit Show
LOCATION: New Orleans
CONTACT: A McBride EAITC ISTC UTI_
TELEPHONE: 613-944-5149 613-954-3443

SCOPE: The IPTE is the world's premier public transportation exposition. Top executives from 57 nations visited the 426 transit industry exhibitors during the 1990 exposition. Thirty-eight Canadian firms participated in the National Stand and a similar, or larger, number are expected for 1993.
ATTENDANCE: Attendance at IPTE is expected to exceed 13,000 public officials, private fleet owners, designers, and OE equipment manufacturers.

(record #: 934)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: Nov 1993
ACTIVITY: SAE Truck and Bus Manufacturers' Show
LOCATION: Detroit
CONTACT: C. Walsh ISTC
TELEPHONE: 613-954-3729

Premier exhibition dealing with technology, research and development and future trends in both the truck and bus industries.

(record #: 935)

SECTOR: Urban Transit and Rail
AREA: United States
DATE: Mar 1994
ACTIVITY: Transportation and trucking; national stand: Mid-America Trucking Show
LOCATION: Louisville
CONTACT: A. McBride EAITC ISTC UTI_
TELEPHONE: 613-944-5149 613-954-3443

Wide variety of trucking parts and accessories, for both the original equipment and aftermarket sectors.

SCOPE: National Exhibition, with over 400 exhibitors.
ATTENDANCE: More than 30,000 buyers, fleetmanagers, owners, and operators.

(record #: 936)

SECTOR: Urban Transit and Rail
AREA: Western Europe and European Community (EC)
DATE: May 1993
ACTIVITY: Major surface transportation; mission to
LOCATION: Finland, Denmark
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-995-4730

Danish and Swedish governments have given the green light to the RESTAD project; a fixed-link (bridge/tunnel) between Copenhagen and Malm for vehicle and rail traffic. Associated with this will be an expansion of the urban rail network including new rolling stock. This project is proposed as a major surface transport projects seminar.

(record #: 937)

SECTOR: Urban Transit and Rail
AREA: Western Europe and European Community (EC)
DATE: Jun 1993
ACTIVITY: Public Transit; buyers from Athens to
LOCATION: Montreal, Toronto, Vancouver, Winnipeg
CONTACT: Gayle McCallum EAITC RWT_
TELEPHONE: 613-996-5263

There have been considerable changes in the Athens public transit system which will create new opportunities for Canadian firms. A mission of four Greek transit companies will visit Canada to explore opportunities.

(record #: 938)

SECTOR: Urban Transit and Rail
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: High speed rail; mission from Paris to
LOCATION: Canada
CONTACT: Helene Guillot EAITC RWT_
TELEPHONE: 613-996-2363

(record #: 939)

SECTOR: Urban Transit and Rail
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Transportation; mission to
LOCATION: Korea
CONTACT: Bonar, John
TELEPHONE: 613-943-0897

EAITC

PNC_

An outgoing mission of a number of Canadian companies involved in the transportation sector will visit Korea.

(record #: 940)

SECTOR: Urban Transit and Rail
AREA: Asia Pacific South
DATE: May 1993
ACTIVITY: Railway equipment; information booth: International Union of Public Transport
LOCATION: Melbourne
CONTACT: Brian Hood
TELEPHONE: 613-995-7652 613-954-3443

EAITC

ISTC

PST_

Major international meeting on urban transit at which Canada will promote capabilities in light rail, subway and other forms of urban transit.

(record #: 941)

SECTOR: Urban Transit and Rail
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Railway equipment; mission to
LOCATION: Melbourne, Sydney, Brisbane
CONTACT: Brian Hood
TELEPHONE: 613-995-7652 613-954-3443

EAITC

ISTC

PST_

Australia is planning several major projects to upgrade, standardize, and expand their national rail network. This mission, within the Pacific 2000 key sector program, seeks to establish and enhance our presence in this burgeoning sector.

(record #: 942)

SECTOR: Urban Transit and Rail
AREA: Asia Pacific South
DATE: Nov 1993
ACTIVITY: Railway equipment; solo catalogue show: Railway Equipment
Catalogue Show
LOCATION: Sri Lanka
CONTACT: Robert Grison EAITC PST_
TELEPHONE: 613-992-0952

To feature literature from 20 Canadian firms to promote
Canadian railway equipment sales (eg. rolling stock, computer
systems, etc.)

(record #: 943)

SECTOR: Urban Transit and Rail
AREA: Africa and the Middle East
DATE: May 1993
ACTIVITY: Transportation; mission to
LOCATION: Algeria, Tunis
CONTACT: Loreta Giannetti EAITC GBT_
TELEPHONE: 613-944-8134

This is a follow up transportation equipment and services
missions to the Maghreb over the past several years. There are
many opportunities in rail and road
transport as well as air transport for Canadian manufacturers
and suppliers.

(record #: 944)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: Apr 1993
ACTIVITY: Database development; venture capitalist
LOCATION: San Jose
CONTACT: EAITC UTI_
TELEPHONE: 613-944-6577

ACTIVITY CANCELLED, APRIL 1993

(record #: 945)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: May 1993
ACTIVITY: Kit folder promoting; seminar
LOCATION: Toronto, Montreal, Moncton
CONTACT:
TELEPHONE: 613-944-9440

EAITC

UTO_

ACTIVITY CANCELLED, APRIL 1993

(record #: 946)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: Jun 1993
ACTIVITY: Roundtable; venture capitalist
LOCATION: New York City
CONTACT:
TELEPHONE: 613-944-6577

EAITC

UTI_

ACTIVITY CANCELLED, APRIL 1993

(record #: 947)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: Sep 1993
ACTIVITY: Technology Cluster Mission to U.S.
LOCATION: New England states
CONTACT: J. Howard
TELEPHONE: 709-772-4918

ISTC

1 week mission to visit various growth zones for technology-based companies and supporting university-industry technology transfer institutes. The mission will include visits to various technology centres/incubation malls. Senior officials + industry reps.

(record #:1007)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: Sep 1993
ACTIVITY: State purchasing; mission to
LOCATION: New York tri-state area
CONTACT: D. Conrad
TELEPHONE: 613-944-9440

EAITC

UTO_

SCOPE: State purchasing officials representing the New York tri-state area
PARTICIPANTS: Eight Canadian companies

(record #: 949)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: Nov 1993
ACTIVITY: Machine tools and other industrial equipment; national stand:
Great Lake Industrial Show
LOCATION: Cleveland
CONTACT: EAITC UTO_
TELEPHONE: 613-944-9475

ACTIVITY CANCELLED, APRIL 1993

(record #: 950)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: TBD 1993
ACTIVITY: 20 various and multi-sectoral; NEBS missions to
LOCATION: Boston
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

EVENT: Boston: 20 NEBS Missions
PRODUCTS: Various and Multi-Sectoral
SCOPE: Investigation of markets immediately across
U.S./Canada border.
ATTENDANCE: 10-20 potential exporters per mission.

(record #: 951)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: TBD 1993
ACTIVITY: 17 various and multi-sectoral; NEBS missions to
LOCATION: Buffalo
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

EVENT: Buffalo 17 Missions
PRODUCTS: Various Sector Specific and Multi-Sectoral
SCOPE: Investigation of market opportunities immediately
across the U.S./Canada border.
ATTENDANCE: 10-20 potential exporters per mission.

(record #: 952)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: TBD 1993
ACTIVITY: 7 various and multi-sectoral; NEBS missions to
LOCATION: Detroit
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

EVENT: Detroit 7 Missions
PRODUCTS: Sector Specific and Multi-Sectoral Missions
including PROFIT.
SCOPE: Investigation of regional markets immediately across
Canada/U.S. border.
ATTENDANCE: 10 to 20 potential exporters.

(record #: 953)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: TBD 1993
ACTIVITY: 4 various and multi-sectoral; NEBS missions to
LOCATION: Minneapolis
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

EVENT: Minneapolis 4 Missions
PRODUCTS: Sector-Specific Missions to be determined including
farm equipment, electronic components and software.
SCOPE: Investigation of regional sector specific markets
ATTENDANCE: 10 to 15 export ready firms.

(record #: 954)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: TBD 1993
ACTIVITY: 20 various and multi-sectoral; NEBS missions to
LOCATION: Seattle
CONTACT: D. Shaw EAITC UTI_
TELEPHONE: 613-944-9474

EVENT: Seattle 20 Missions
PRODUCTS: Sector-specific and multi-sectoral missions
SCOPE: Investigation of regional markets immediately across
the Canada./U.S. border.
ATTENDANCE: 10 to 20 potential exporters per mission

(record #: 948)

SECTOR: Various/Multi-Sectoral
AREA: United States
DATE: Apr 1994
ACTIVITY: Government procurement; mission to: National Association of State purchasers Conference
LOCATION: Tucson
CONTACT: D. Conrad EAITC UTO_
TELEPHONE: 613-944-9440

EVENT: Trade mission to workshop, "Marketing To State Governments"; Tucson, March 1994
PRODUCTS: All sectors
SCOPE: Senior purchasing officials representing over 30 states will offer a workshop to 300 vendors
PARTICIPANTS: Twenty Canadian companies

(record #: 955)

SECTOR: Various/Multi-Sectoral
AREA: Western Europe and European Community (EC)
DATE: Oct 1993
ACTIVITY: Horizontal fair; information booth: Thessaloniki International Fair
LOCATION: Athens
CONTACT: Gaston Thompson EAITC RWT_
TELEPHONE: 613-996-5263

The TIF (Thessaloniki International Fair) is a high-profile event in the Greek commercial community. It provides an opportunity to demonstrate a broad spectrum of Canadian capabilities to public, business and government procurement personnel.

(record #: 958)

SECTOR: Various/Multi-Sectoral
AREA: Western Europe and European Community (EC)
DATE: ONG 1993
ACTIVITY: Industrial research and development and technology development; initiative
LOCATION: Germany
CONTACT: E. Cherrett ISTC
TELEPHONE: 613-998-1041

Use the Canada German intergovernmental consultations under the bilateral S&T agreement to exploit the full potential for industrial R&D and technology development collaboration.

(record #: 957)

SECTOR: Various/Multi-Sectoral
AREA: Western Europe and European Community (EC)
DATE: TBD 1993
ACTIVITY: Europe and Italie Global Corporation Portfolios
LOCATION: Italy, U.S.
CONTACT: R. Levcovitch ISTC
TELEPHONE: 613-941-2381

Business development with ENI/IRI Group of companies/advise on major Canadian transactions.

(record #: 956)

SECTOR: Various/Multi-Sectoral
AREA: Western Europe and European Community (EC)
DATE: Mar 1994
ACTIVITY: Ocean Technology mission to Oceanology International '94
LOCATION: U.K.
CONTACT: B. McShane ISTC
TELEPHONE: 709-772-6602

Gather information on the latest technology developments in Europe by attending Oceanology '94 technical conf. and trade show. Acquire leading edge technology which could be an asset in developing Marine Envirotech opportunitites.

(record #: 959)

SECTOR: Various/Multi-Sectoral
AREA: Japan
DATE: Oct 1993
ACTIVITY: Scientific instruments, medical devices, optoelectronic, biotechnology, food processing, software and waste management; investment mission to
LOCATION: Japan
CONTACT: InvCan
TELEPHONE: 613-992-5204

(record #: 960)

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: Apr 1993
ACTIVITY: Corporate liaison; promotion
LOCATION: Korea
CONTACT: Bonar, John
TELEPHONE: 613-943-0897

EAITC

PNC_

The post in Seoul will organize promotional activities to increase the overall awareness of Canada in this market and Canadian image in regard to trade activities.

(record #: 961)

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: May 1993
ACTIVITY: Railway equipment and services and grain handling; mission from China to
LOCATION: Canada
CONTACT: LeBlond, Robert
TELEPHONE: 613-996-6987

EAITC

PNC_

An incoming mission of Chinese officials will visit Canada and meet with Canadian manufacturers of railway equipment and services and grain handling technology.

(record #: 962)

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: May 1993
ACTIVITY: Korea Workshop
LOCATION: Regina
CONTACT: D. Dix
TELEPHONE: 306-975-4343

ISTC

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One-day workshop on how to do business in Korea.

(record #: 963)

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: Aug 1993
ACTIVITY: Special trade events; seminar
LOCATION: China
CONTACT: LeBlond, Robert
TELEPHONE: 613-996-6987

EAITC

PNC_

The post in Beijing will present information in a seminar format to encourage trade between Canada and China. The interest generated may result in potential joint ventures or partnering arrangements between Canadian companies and their

Chinese counterparts. Appropriate leads resulting from the seminar will be channelled to selected Canadian firms.

(record #: 964)

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Venture capital; seminar
LOCATION: Taiwan
CONTACT: Brophy, Terry
TELEPHONE: 613-996-7582

EAITC

PNC_

The Canadian Trade Office in Taipei will organize a venture capital seminar in Taiwan. This seminar is to encourage potential joint ventures and investment opportunities between Canada and Taiwan. Appropriate leads resulting from the discussions will be channelled to selected Canadian firms.

(record #: 965)

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: Oct 1993
ACTIVITY: Investment; roundtable
LOCATION: Seoul
CONTACT:
TELEPHONE: 613-995-6634

InvCan

(record #: 966)

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: Nov 1993
ACTIVITY: Industry; seminar
LOCATION: China
CONTACT: LeBlond, Robert
TELEPHONE: 613-996-6987

EAITC

PNC_

The post in Beijing will host a seminar to encourage bilateral trade between Canada and China. It will provide China the opportunity of enhancing their knowledge of what Canada has to offer with respect to their local needs.

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: Feb 1994
ACTIVITY: Taiwan Workshop
LOCATION: Saskatoon
CONTACT: D. Dix
TELEPHONE: 306-975-4343

(record #: 967)

ISTC

One-day seminar on how to do business in Taiwan.

SECTOR: Various/Multi-Sectoral
AREA: East Asia
DATE: Mar 1994
ACTIVITY: Trade, investment, tourism (Experience Canada); promotion
LOCATION: Korea
CONTACT: Bonar, John
TELEPHONE: 613-943-0897

(record #: 968)

EAITC

PNC_

EAITC in conjunction with the post in Korea is hosting an event entitled "Experience Canada." The promotional event will combine several activities, shows and seminars. In 1992 the event was represented by more than 50 Canadian companies and included representatives from the provincial and federal governments.

SECTOR: Various/Multi-Sectoral
AREA: Asia Pacific South
DATE: Apr 1993
ACTIVITY: Conference on Asia-Pacific
LOCATION: Regina
CONTACT: D. Dix
TELEPHONE: 306-975-4343

(record #: 969)

ISTC

Conference and workshops to promote trade with Pacific Rim by using invited speakers; workshops to discuss specific countries and sectors relevant to Western Canada.

(record #: 970)

SECTOR: Various/Multi-Sectoral
AREA: Asia Pacific South
DATE: Feb 1994
ACTIVITY: Horizontal all sector; seminar and information booth: Catalogue Show
LOCATION: Bangladesh
CONTACT: Robert Grison EAITC PST_
TELEPHONE: 613-992-0952

To feature catalogues from 150 Canadian companies to promote Canadian capabilities of goods/services. Multi-sector.

(record #: 975)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Telecommunications, power and energy; mission to
LOCATION: Jordan, Lebanon
CONTACT: Sinclair Volk DOC
TELEPHONE: 613-990-4214

Activity cancelled (08/03/93)

(record #: 971)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Apr 1993
ACTIVITY: Consumer and capital goods and services; information booth: Cairo International Fair
LOCATION: Cairo
CONTACT: Maurice Bernier EAITC GBT_
TELEPHONE: 613-944-0396

This is the largest annual fair in Egypt. It is open to the public and features agriculture, consumer goods, manufacturing, electronics and communications. Show case of the Egyptian industrial capabilities. This market still offers many opportunities in all sectors to Canadian industry. Info booth.

(record #: 972)

SECTOR: **Various/Multi-Sectoral**
AREA: **Africa and the Middle East**
DATE: **Apr 1993**
ACTIVITY: **Industrial products and services; information booth: Abu Dhabi International Trade Fair**
LOCATION: **Abu Dhabi**
CONTACT: **Ron Bollman** EAITC GBT_
TELEPHONE: **613-944-6847**

A general fair with emphasis on education, tourism and services of all sorts. Presents good opportunities for assessing market opportunities and accessing local business community in this wealthy emirate. Info booth.

(record #: 973)

SECTOR: **Various/Multi-Sectoral**
AREA: **Africa and the Middle East**
DATE: **Apr 1993**
ACTIVITY: **Industrial products and services; information booth: Riyadh International Fair**
LOCATION: **Riyadh**
CONTACT: **Ron Bollman** EAITC GBT_
TELEPHONE: **613-944-5984**

This fair was established in 1992. General fair featuring apparel, commodities, fashion, hardware, household goods, production machinery and technology, automotive parts, electrical goods and appliances, sporting goods.

(record #: 974)

SECTOR: **Various/Multi-Sectoral**
AREA: **Africa and the Middle East**
DATE: **Apr 1993**
ACTIVITY: **Technology co-operation; forum**
LOCATION: **Tel Aviv**
CONTACT: **n/a** EAITC GBT_
TELEPHONE: **613-944-6983**

CANCELLED.

(record #: 976)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: May 1993
ACTIVITY: Telecommunications, environment and others; mission to
LOCATION: Tel Aviv
CONTACT: n/a EAITC GBT_
TELEPHONE: 613-944-6983

CANCELLED.

(record #: 977)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Jun 1993
ACTIVITY: Jeddah Chamber of Commerce; mission from Jeddah to
LOCATION: Canada
CONTACT: David Marshall EAITC GBT_
TELEPHONE: 613-944-5984

Recruiting for this incoming mission will be done by the post and the Chamber of Commerce. Participants will be senior business people representing a cross section of Saudi interests. Embassy officer will accompany the mission.

(record #: 978)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Jun 1993
ACTIVITY: Technology co-operation; forum
LOCATION: Tel Aviv
CONTACT: n/a EAITC GBT_
TELEPHONE: 613-944-6983

CANCELLED.

(record #: 979)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Sep 1993
ACTIVITY: Industrial products and services; information booth:
International Fair
LOCATION: Damascus
CONTACT: Michael Wooff EAITC GBT_
TELEPHONE: 613-944-6983

This multi-sector fair is a good venue for Canadian companies seeking to break into the Syrian market. Transportation, oil and gas, telecommunications are some of the fields that have

been attracting interest. Recruiting for this event will be done by our embassy in Amman, Jordan.

(record #: 980)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Industrial products and services; national stand: International Trade Fair
LOCATION: Tehran
CONTACT: Fred Matuk EAITC GBT_
TELEPHONE: 613-944-7029

This is the major fair in Iran and draws participants from all the major industrialized countries. Features everything except luxury goods and military equipment. It is a showcase of the industrial capabilities of Iran. Twenty Canadian companies representing transportation, engineering services, aviation, electrical, oil and gas sectors will form the Canadian stand.

(record #: 981)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Oct 1993
ACTIVITY: Environment and transportation sector; national stand: Foire internationale de Tunis
LOCATION: Tunis
CONTACT: Loreta Giannetti EAITC GBT_
TELEPHONE: 613-944-8134

An annual multi-sector fair which highlights Tunisian industrial capabilities. Canadian machinery and heavy equipment manufacturers have used this event to break into the market.

(record #: 982)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Feb 1994
ACTIVITY: Consumer and capital goods and services; information booth: Cairo International Fair
LOCATION: Cairo
CONTACT: n/a EAITC GBT_
TELEPHONE: 613-944-0396

This is the largest annual fair in Egypt. It is open to the public and features agriculture, consumer goods, manufacturing, electronics and communications. Show case of the Egyptian industrial abilities. This market still offers many opportunities in all sectors to Canadian industry. Info

booth.

(record #: 983)

SECTOR: Various/Multi-Sectoral
AREA: Africa and the Middle East
DATE: Mar 1994
ACTIVITY: Trading house; mission to
LOCATION: Iran
CONTACT: Fred Matuk
TELEPHONE: 613-944-7029

EAITC

GBT_

This will be our first trading house mission to Iran. Mission will focus on auto parts and garage equipment, chemicals, non-luxury consumer goods, food products, medical equipment and supplies.

(record #: 984)

SECTOR: Various/Multi-Sectoral
AREA: Latin America and the Caribbean
DATE: Apr 1993
ACTIVITY: Newfoundland Consultants to Caribbean Development Bank
LOCATION: Barbados
CONTACT: K. Warren
TELEPHONE: 709-772-5511

ISTC

To introduce the Newfoundland Services industry to the Caribbean Development Bank process and projects.

(record #: 986)

SECTOR: Various/Multi-Sectoral
AREA: Latin America and the Caribbean
DATE: TBD 1993
ACTIVITY: Investment; strategic partnering
LOCATION: Mexico
CONTACT: Audrey Turner
TELEPHONE: 613-995-0759

InvCan

A series of cross Canada seminars in up to five locations which will expose Canadian companies to investment partnership opportunities with Mexican firms. These seminars will provide advice on practical aspects of establishing and operating successful investment partnerships.

(record #: 985)

SECTOR: **Various/Multi-Sectoral**
AREA: Latin America and the Caribbean
DATE: Mar 1994
ACTIVITY: Health care equipment and services; information booth: Expocomer '94
LOCATION: Panama
CONTACT: Joseph Cogne EAITC LGT_
TELEPHONE: 613-996-6129

This is a multi-sectoral event. EAITC has organized Canadian participation at the EXPOCOMER Show for the past several years. This is a flagship event for the region. Buyers from all of the Central American countries attend. Ten to fifteen Canadian companies are expected to participate.

(record #: 987)

SECTOR: **Various/Multi-Sectoral**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Jun 1993
ACTIVITY: Ukraine Seminar
LOCATION: Saskatoon
CONTACT: D. Dix ISTC -
TELEPHONE: 306-975-4343

One-day workshop on how to do business in Ukraine

(record #: 988)

SECTOR: **Various/Multi-Sectoral**
AREA: Central/Eastern Europe and the Commonwealth of Independent States
DATE: Sep 1993
ACTIVITY: Horizontal; national stand: Zagreb International Fair
LOCATION: Zagreb
CONTACT: Sandra Neidy EAITC RBT_
TELEPHONE: 613-996-7107

(record #: 990)

SECTOR: Various/Multi-Sectoral
AREA: Multiple Markets
DATE: Sep 1993
ACTIVITY: Marine Technology Society Conference and Trade Show at Ocean '93
LOCATION: U.S., Canada
CONTACT: B. McShane ISTC
TELEPHONE: 709-772-6602

To lead a technology exchange mission to the West Coast which would be focused around Subsea robotics and the ocean technology industry.



