

Upcoming Trade Events

October 2002–April 2003

DATES	EVENT	LOCATION
Oct. 2–5, 2002	Expo Hormigon This fair, owned by the Chilean Cement and Concrete Institute (ICH), is a technology transfer show with real, life-sized construction demonstrations and booths for U.S. firms to show their technologies. This is a very important sector in Chile, where most construction uses concrete instead of wood.	Santiago, Chile
Oct. 7–12, 2002	The Bucharest International Trade Fair The Bucharest International Trade Fair is the leading commercial event in Romania and one of the most prominent trade fairs in Eastern Europe. It is a general technical fair, with a strong emphasis on industrial equipment and industrial consumer goods.	Bucharest, Romania
Oct. 8–12, 2002	Machine Tools And Robotics Catalog Show The catalog show will take place in connection with the technical fair, which is the leading Scandinavian industrial trade fair, attracting visitors from northern European and Baltic Sea countries. The product groups include machine tools, robotics, industrial IT, special welding, and other industrial techniques.	Stockholm, Sweden
Oct. 10–13, 2002	CEO Mission At Expopharm '02 Expopharm '02 is Europe's largest pharmaceutical, over-the-counter products, and health supplements show, with over 450 exhibitors and over 20,000 trade-only visitors from 67 countries. The Corporate Executive Office (CEO) at Expopharm is organized by the U.S. Department of Commerce to provide an alternative to exhibiting individually.	Berlin, Germany
Oct. 13–16, 2002	ADIPEC 2002 This is the 20th Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC). Organized every two years, ADIPEC is the premier oil and gas event in the Middle East and North Africa, and one of the largest in the world.	Abu Dhabi, United Arab Emirates
Oct. 15–18, 2002	R&D In Life Sciences And REACH For Process Solutions The international trade show for life sciences research has joined with REACH for Process Solutions to form this event. The show takes advantage of Basel as a European center for the pharmaceutical and chemical industries. Some 200 relevant companies are headquartered in the area. All of these large companies will contribute to the conference, which will be attended by over 1,500 researchers and industry representatives.	Basel, Switzerland
Oct. 16–19, 2002	New Earth 2002 New Earth is an environmental business event held in Osaka every three years, and it is the largest environmental trade show in western Japan. The show features a wide range of products and services for sectors such as water treatment, energy, and air pollution prevention.	Osaka, Japan
Oct. 21–22, 2002	Automation and Energy Management Mission The trade mission will visit Belgium and Germany and provide contacts with key government and business officials, commercial and government policy briefings, and one-on-one business appointments. In Brussels, industry representatives from the Netherlands also will meet with the delegation.	Belgium and Germany
Oct. 22–25, 2002	Electronic Business Development Mission The U.S. Commercial Service will host a trade mission to Moscow and invites interested U.S. companies to explore the increasing opportunities in the Russian ICT market. All trade mission participants will have an opportunity to network and establish contacts with key persons involved in implementing the Russian government's \$2.5 billion program, Electronic Russia 2002–2010, which is intended to boost e-commerce and Internet use in the country.	Moscow, Russia
Oct. 29–Nov. 1, 2002	Fire Rescue Safety & Security Expo Security and safety equipment and services are in high demand in Indonesia and represent an excellent opportunity for U.S. suppliers.	Jakarta, Indonesia
Nov. 4–8, 2002	Laboratory, Analytical, and Scientific Instruments Brussels, Belgium, and Utrecht, the Netherlands, are the stops for a laboratory, analytical, and scientific instruments matchmaker trade delegation. The focus of the delegation will be to match participating U.S. companies with qualified agents, distributors, representatives, licensees, and joint venture partners in these markets.	Brussels, Belgium; Utrecht, The Netherlands

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Highlighted Events

AEROSPACE BUSINESS DEVELOPMENT MISSION**JOHANNESBURG AND DURBAN, SOUTH AFRICA
OCTOBER 14-18, 2002**

The U.S. Department of Commerce's Office of Aerospace, International Trade Administration, will sponsor an executive trade mission to South Africa, on October 14-18, 2002. The focus is on regional airport infrastructure, ground support equipment, perimeter security, baggage handling, cargo operations, aircraft maintenance, and air traffic control systems. Participants will visit six regional airports and meet with civil aviation procurement officers in one-on-one and group settings. U.S. and South African participants will discuss trade opportunities of various airport projects in South Africa.

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TRADE MISSION TO PERU AND CHILE**LIMA, PERU; SANTIAGO, CHILE
DECEMBER 2-6, 2002**

Secretary of Commerce Donald Evans will lead a senior-level business development mission to Lima, Peru, and Santiago, Chile. The delegation will include approximately 15 senior executives of small, medium-sized, and large U.S. firms representing several industries. Service exports have become an important part of U.S. trade with Chile and Peru, including opportunities in areas that support the development of their increasingly export-oriented economies.

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ARAB HEALTH 2003**DUBAI, UNITED ARAB EMIRATES
JANUARY 26-29, 2003**

Arab Health is the premier medical device show in the Middle East. The show features exhibitors from more than 75 countries, and it attracts 8,000-10,000 professional visitors from the Indian subcontinent, North Africa, and the Persian Gulf region, among others. In 2002, the U.S. companies that attended the show reported that the business they got from the event was excellent.

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DATES	EVENT	LOCATION
Nov. 5–7, 2002	Software & E-Commerce Business Development Mission The mission goals are to introduce U.S. software products and e-commerce technologies to the Mexican market via stops in Monterrey, Guadalajara, and Mexico City, and to help the U.S. firms develop contacts and partnerships in Mexico. U.S. participants will include firms that offer software, IT, and e-commerce related products and services that enable companies to develop and utilize electronic commerce in their business operations.	Monterrey, Guadalajara, and Mexico City, Mexico
Nov. 6–8, 2002	Metal Mecanica 2002 This is the fourth international exhibition and conference for precision metal forming, steel construction, manufacturing, transportation, welding, electro-mechanical technologies, and related arts and sciences. This event attracts more than 200 exhibitors and 4,500 professional trade visitors.	Mexico City, Mexico
Nov. 12–15, 2002	Business Development Mission Secretary of Commerce Donald L. Evans will lead a senior-level business development trade mission to Accra, Ghana, and Johannesburg, South Africa. The delegation will include approximately 15 U.S. senior executives of firms of all sizes, representing a variety of business sectors.	Accra, Ghana; Johannesburg, South Africa
Nov. 13–17, 2002	Aviex 2002 Air Show This business forum and exhibition is for the general aviation industry. This year's annual Airline Pilots and Owners Association Conference will be held in conjunction with Aviex. The professional environment will enable small and medium-sized companies to gain exposure for their products and services.	Sydney, Australia
Nov. 29–Dec. 8, 2002	Essen Motor Show This is Europe's largest trade event for automotive specialty products. It focuses on customizing and tuning. It attracts close to 400,000 visitors from the specialty equipment trade as well as car enthusiasts from the general public.	Essen, Germany
Dec. 2–7, 2002	ITU Telecom Asia 2002 This fair will be the largest and most successful regional telecom event ever, attracting world and regional leaders from telecommunications industries and information technology fields, as well as key government officials from across the region. More than 30,000 buyers and 20,000 exhibitors will be present.	Hong Kong
Jan. 8–11, 2003	Heimtextil Heimtextil is the world's largest and oldest textile and home furnishings trade fair in the world. OTEXA has sponsored a U.S. pavilion for the past 21 years. Heimtextil is sponsored by Messe Frankfurt.	Frankfurt, Germany
Jan. 16–19, 2003	Matka Travel Fair 2003 The International Matka Travel Fair takes place annually and is the largest travel fair in Scandinavia by number of visitors. In 2002, more than 74,500 travel trade professionals and consumers visited the fair.	Helsinki, Finland
Mar. 17–21, 2003	Health Care Technologies Matchmaker This Matchmaker will go to Sweden, Denmark, and Norway. It will involve health care and medical companies. There will be a special focus on the tele-health sector, which is experiencing strong growth in these markets.	Copenhagen, Denmark; Stockholm, Sweden; Oslo, Norway
Mar. 17–21, 2003	Automotive Parts and Services Matchmaker This will be a traditional Matchmaker offering one-on-one, pre-screened appointments at each stop. Briefings, logistical support, and hospitality events will be provided in each market. The Matchmaker will focus on the automotive parts and services sector.	Budapest, Hungary; Warsaw, Poland; Bratislava, Slovakia
Mar. 23–Apr. 3, 2003	Medical Device Trade Mission This trade mission will have both policy and commercial components to assist U.S. medical device firms seeking to enhance their presence in the region. The mission will focus on the medical/dental device and clinical laboratory equipment sectors. A limited number of firms from health care services as well as pharmaceutical and biotechnology industries also could participate. Companies are encouraged to participate in all four countries, but participants have the option of selecting stops from the itinerary.	Vietnam, Thailand, Malaysia, Singapore

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**U.S. BOOK DISPLAY AT BOLOGNA
CHILDREN'S BOOK FAIR****BOLOGNA, ITALY
APRIL 9-12, 2003**

The Bologna Children's Book Fair is the largest such event in the world. It features both books and multimedia materials. There have been two U.S. pavilions for years, one in the book section of the fair and one in the multimedia section. The U.S. Book Display, organized by the U.S. Department of Commerce, Office of Consumer Goods, located in the book pavilion, is designed to provide small publishers who do not wish to attend in person an opportunity to exhibit their publications. This display, which was first organized in 2002, will be staffed by Commerce personnel, who will collect the names of interested business visitors and forward them to participating publishers after the event.

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**AUTOMOTIVE PARTS AND SERVICE
EQUIPMENT TRADE MISSION****PANAMA, COSTA RICA, AND GUATEMALA
JUNE 1-6, 2003**

Costa Rica and Panama both rank the automotive parts and service equipment sector as the fourth best prospect for U.S. exports. Guatemala ranks this sector as the leading prospect for U.S. exports. The Central America and Caribbean Regional Working Group of the Western Hemisphere Team will coordinate with Commercial Service (CS) posts in these countries to organize and recruit a trade mission of eight to 10 U.S. firms interested in initiating or expanding export sales of automotive parts and service equipment to this region. The mission will include stops in San Jose, Panama City, and Guatemala City. CS posts will pre-arrange one-on-one meetings for mission members with potential business partners. In addition, briefings will be conducted for members, and at least one business reception will be held to introduce the U.S. firms to additional contacts.

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**A full listing of upcoming trade events
is available via <http://export.gov>.**