

Conclusion

This Guide is intended to demonstrate clearly that successful participation in an international trade fair can be achieved by logical and practical means. It can be seen how such fairs bring the craft producer and exporter face-to-face with an audience of active buyers from many different market channels. Each chapter of this publication provides a step-by-step approach, combined with checklists, to help either individual craft enterprises or TSIs to achieve the best results from international fairs. It has been shown that:

- Using effective market research identifies new target countries, customers and products, and helps to adapt existing products and increase business with existing customers.
- Searching for the best trade fair at which to participate means allocating time and money to the best options for business development.
- Selecting the optimum stand location, combined with the provision of accurate briefing information to stand designers, provides the exhibitor with the ideal stand for display.
- Using the findings of accurate market information enables product designers to develop the most suitably priced, high-quality craft items for effective market penetration in the intended target market.
- Graphic and exhibition designers provide craft enterprises with the most appropriate promotional material and techniques to ensure maximum exposure of new products.
- By learning to use the most practical display and promotion techniques, stand management and participation style, craft enterprises can benefit from the most direct and effective form of selling, that is, using trade fairs to develop contacts, networking and producing sales.

Annex I Directory

This Directory is a selected compilation of international trade fairs in which crafts enterprises have a substantial rate of participation. The information is based on the industry standard as used in most directory sources.

The fairs listed were selected according to the following criteria: foreign exhibitors participate in these fairs; they are specialized trade fairs; and they are acknowledged international fairs in that they have taken place on at least two occasions.

On principle, specialist international craft trade fairs are included, but in a market or country where no specialist craft event of substance is thought to exist, a general trade fair or a consumer fair has been listed instead.

The Commonwealth Secretariat, ITC and UNESCO will help to maintain updated data on the selected fairs on their own agency websites.

Listings information

Listings in the Directory are given alphabetically by country and city, with fairs in each city presented in alphabetical order.

Exhibition prices are not given, being subject to change.

Fixed dates are not given for events because of annual timetable variations. Approximate times of the month are given merely as a guide.

Categories of trade fair

Specialized trade fairs. As a rule, these shows prohibit the cash sale of goods or samples at the show venue itself. Samples of products are exhibited so that potential buyers may examine goods, place orders or ask for sample consignments with a view to placing further orders. Visitors are trade professionals, many with extensive product and market knowledge, seeking information about products, prices, payment and delivery terms and schedules, and transportation arrangements.

No cash sales at specialized trade fairs.

Directory listings

General or consumer trade fairs. Products and samples may be sold here, but professional buyers with longer-term commercial interests tend to be fewer. Nevertheless, such fairs can be useful for testing a product in a new market. They also provide participants with a good picture of current fashions, tastes, prices, competitors and the need to adapt their products to market requirements.

Some of the fairs listed bear titles like 'Gifts and Houseware', 'Home Textiles', 'Consumer Goods', 'Decoration and Furniture' or 'Toys and Hobbies'; they are included because a large number of exhibitors and products belong to the craft sector.

Note on using these listing

The data contained in the event listings of this Directory have been compiled from various sources. The Commonwealth Secretariat, ITC and UNESCO decline all responsibility for any errors and omissions in the listings. Information may have been changed without warning by event organizers.

In the absence of standard definitions for crafts producers, the publishers cannot be certain that any fair listed will suit the needs of every potential participant.

In light of the above constraints, all parties interested in participation are advised to make direct contact with the organizers of events to obtain the latest information on:

- Product categories in the show
- Possibilities for foreign organizations to participate
- Exhibition stand availability for particular dates
- Stand sizes and latest prices for rental
- Exact dates of opening of the show concerned
- Additional information about participation and regulations

Country: **Argentina**City: **Córdoba**

NAME OF FAIR/EXHIBITION

Artesanías – Feria Internacional de Artesanías

APPROXIMATE DATES

Ten days in either March or April (around Easter time)

FREQUENCY

Annual

REGISTRATION DEADLINE

Approximately one month prior to the exhibition

LOCATION

Predio Ferial CórdobaSIZE OF EXHIBITION (M²)**(2001) 5,446 covered space****National: 2,863 Foreign: 2,583**

MAIN PRODUCT TYPES

Craft products: ceramic, leather, wood, metals, precious metals, stone, textile, musical instruments, dress, glass, paper

PROFILE OF EXHIBITORS

(1999) 685 independent artisans, micro-enterprises, official organizations and institutes fostering crafts**National: 451 Foreign: 234**

PROFILE OF VISITORS

Open to public (1997) 82,700**National: 74,688 Foreign: 8,012**

SHOW ORGANIZERS

Fundación para las Artesanías y Arte y las Ciencias (FUNDART)**c/o Feriar S.A. (Predio Ferial Córdoba)****Casilla de Correo 348, C. P. 5000 Córdoba****Argentina****Tel.: Int+ 54 351 48 10 759 (rotating lines)****Fax: Int+ 54 351 48 11 381/48 90 023****E-mail: fico@fico.com.ar****Website: www.feriar.com**

Country: **Bahrain**City: **Manama**

NAME OF FAIR/EXHIBITION

**Jewellery Arabia – Middle East International Gold, Jewellery,
Clock and Watch Exhibition**

APPROXIMATE DATES

Four days in first/second week November

FREQUENCY

Annual

REGISTRATION DEADLINE

Approximately one month prior to the exhibition

LOCATION

Bahrain International Exhibition Centre

SIZE OF EXHIBITION (M²)

(2000) 8,000

National: Foreign:

MAIN PRODUCT TYPES

**Gold, fine and gem-set jewellery, clocks, watches, gems, pearls,
parts and components, bullion dealers, specialized service suppliers,
packaging, manufacturing machinery and equipment**

PROFILE OF EXHIBITORS

(2000) 320 from 20 countries

PROFILE OF VISITORS

**Jewellery trade importers, wholesalers, retailers
National: Foreign:**

SHOW ORGANIZERS

**Worldwide Overseas Exhibition Ltd
11 Manchester Square
London W1M 5AB
United Kingdom
Tel.: Int+ 44 (0)20 7862 2000
Fax: Int+ 44 (0)20 7862 2001
E-mail: exhibit@montnet.com
Website: www.aeminfo.com.bh**

Country: **Belgium**City: **Ghent**

NAME OF FAIR/EXHIBITION

INTIRIO by Textirama

APPROXIMATE DATES

Four days at end January, beginning February

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizer

LOCATION

Exhibition Centre Flandres ExpoSIZE OF EXHIBITION (M²)**(2000) 10,318****National: 8,240 Foreign: 2,078**

MAIN PRODUCT TYPES

Interior decoration and household textiles

PROFILE OF EXHIBITORS

(2000) 191**National: 143 Foreign: 48**

PROFILE OF VISITORS

(2000) 9,355 retailers**National: 8,340 Foreign: 1,015**

SHOW ORGANIZERS

Textirama**Poortakkerstraat 90****9051 Ghent****Belgium****Tel.: Int+ 32 9 2438450****Fax: Int+ 32 9 2438455****E-mail: info@textirama.be****Websites: www.decosit.be www.textirama.be**

Country: **Brazil**City: **São Paulo**

NAME OF FAIR/EXHIBITION

São Paulo International Gift Fair

APPROXIMATE DATES

Mid-August

FREQUENCY

Annual

REGISTRATION DEADLINE

May in the year of exhibition, but check with organizer

LOCATION

International Trade Mart – Centro TextilSIZE OF EXHIBITION (M²)**(1999) 23,000****National: Foreign:**

MAIN PRODUCT TYPES

**Houseware (illuminations, furniture, landscapes, landscaping, artificial flowers and pictures),
tableware (crystal, porcelain, silverware), personal care (jewellery, pens, watches, smoking
accessories), supri-shop (shop furnishings), home textiles (bed, table, bath, carpet),
kitchenware (kitchen, cleaning, interior design)**

PROFILE OF EXHIBITORS

(1999) 660 manufacturers and wholesalers**National: 600 Foreign: 60**

PROFILE OF VISITORS

(1999) 20,160**National: 20,000 Foreign: 160**

SHOW ORGANIZERS

**Grafite Professional Fairs Division,
Rua Dr. Sodre 169
04535 São Paulo
Brazil
Tel.: Int+ 55 11 8206900
Fax: Int+ 55 11 8206900
E-mail: grafitelda@grafitelda.com.br
Website:**

Country: **Burkina Faso**City: **Ouagadougou**

NAME OF FAIR/EXHIBITION

SIAO – International African Arts and Crafts Trade Show of Ouagadougou

APPROXIMATE DATES

Nine days at end October or early November

FREQUENCY

Biennial, in even years

REGISTRATION DEADLINE

June in year of exhibition

LOCATION

Exhibition parks, OuagadougouSIZE OF EXHIBITION (M²)**(1998) 9,000****National: Foreign:**

MAIN PRODUCT TYPES

**Traditional and Europeanized arts and crafts, high-quality arts and crafts,
items of practical use**

PROFILE OF EXHIBITORS

(1998) 238**National: 150 Foreign: 88**

PROFILE OF VISITORS

(1998) 239,935 public and 300 professional**National: Foreign:**

SHOW ORGANIZERS

Secretariat Permanent du SIAO**B.P. 3414****Ouagadougou 01****Burkina Faso****Tel.: Int+ 226 370492****Fax: Int+ 226 361990****E-mail: sgp@siao.bf****Website: www.siao.bf**

Country: **Chile**City: **Santiago**

NAME OF FAIR/EXHIBITION

Feria Internacional de Artesanía Tradicional

APPROXIMATE DATES

Eleven days in early December

FREQUENCY

Annual

REGISTRATION DEADLINE

Check with organizer

LOCATION

Parque Manuel RodríguezSIZE OF EXHIBITION (M²)**Check with organizer****National: Foreign:**

MAIN PRODUCT TYPES

Artisan products

PROFILE OF EXHIBITORS

(1999) 145**National: 100 Foreign: 45 from 22 countries**

PROFILE OF VISITORS

(1999)**National: 6,914 Foreign:**

SHOW ORGANIZERS

Pontificia Universidad Católica de Chile**Facultad de Arquitectura y Bellas Artes****El Comendador 1916****Providencia – Santiago****Chile****Tel.: Int+ 56 2 686 5636****Fax: Int+ 56 2 232 5811****E-mail:****Website:**

Country: **Colombia**City: **Bogotá**

NAME OF FAIR/EXHIBITION

Expoartesanías – Handicrafts Exhibition

APPROXIMATE DATES

Second week in December

FREQUENCY

Annual

REGISTRATION DEADLINE

August

LOCATION

Corporación de Ferias y Exposiciones de Bogotá – CorferiasSIZE OF EXHIBITION (M²)**(2000) 15,000****National: Foreign:**

MAIN PRODUCT TYPES

Ceramics, pottery, textiles, tapestry, carved stones, glass, wood crafts, furniture, leather crafts, jewellery, silverware, hand-made home accessories, traditional, indigenous and contemporary crafts

PROFILE OF EXHIBITORS

(1998) 800 traditional, contemporary, indigenous and foreign artisans**National: Foreign:**

PROFILE OF VISITORS

(1998) 92,000 trade visitors and public**National: Foreign:**

SHOW ORGANIZERS

Corporación de Ferias y Exposiciones S.A.**CORFERIAS****Apartado postal 6843****Bogotá****Colombia****Tel.: Int+ 57 1 3810000****Fax: Int+ 57 1 4282622****E-mail: expoarte@trauco.colomsat.net.co****Website: www.expoarte.com**

Country: **Cuba**City: **Havane**

NAME OF FAIR/EXHIBITION

Feria Internacional de Artesanía (FIART)

APPROXIMATE DATES

End of January

FREQUENCY

Every two years

REGISTRATION DEADLINE

Ten days before scheduled date

LOCATION

Recinto Ferial de Pabexpo**Calle 17 e/170 y 190 Siboney, Ciudad de la Habana****Tel. (53 7) 21 66 14 – Fax (53 7) 21 90 65**SIZE OF EXHIBITION (M²)**National: 940 Foreign: 248**

MAIN PRODUCT TYPES

Artistic and utilitarian crafts

PROFILE OF EXHIBITORS

(1999)**National: 2,000****Foreign: 47****46 stands****32 stands**

PROFILE OF VISITORS

(1999) 40,000**National: 35,000 Foreign: 5,000**

SHOW ORGANIZERS

Fondo Cubano de Bienes Culturales**Calle 36 y Ave. 47****4702, Kohly, Playa****Ciudad la Havane****Cuba 10100****Tel.: (Int+ 53 7) 24 80 05, 23 65 23, 23 81 44****Fax: (Int+ 53 7) 24 03 91****E-mail: fcbbc@cubarte.cult.cu****Website:**

Country: **France**City: **Paris**

NAME OF FAIR/EXHIBITION

BIJORHCA/Éclat de Mode (International Trade Show for Costume Jewellery, Silver Jewellery and Fashion Accessories)

APPROXIMATE DATES

Four days near end of January, four days beginning September

FREQUENCY

Twice a year

REGISTRATION DEADLINE

June in the year of exhibition

LOCATION

Paris Expo – Porte de Versailles

SIZE OF EXHIBITION (M²)

(1999) 3,010

National: Foreign:

MAIN PRODUCT TYPES

Jewellery and fashion accessories

PROFILE OF EXHIBITORS

(September 1999) 283 (January 2000) 213

National: (September) 187 (January) 145

Foreign: (September) 96 (January) 68

PROFILE OF VISITORS

Trade visitors, wholesale and retail (September 1999) 6,400 (January 2000) 6,387

National: (September) 5,003 (January) 4,304

Foreign: (September) 1,397 (January) 2,083

SHOW ORGANIZERS

Groupe Miller Freeman

70, rue Rivay

92532 Levallois-Perret Cedex

France

Tel.: Int+ 33 1 47 56 50 00

Fax: Int+ 33 1 47 56 24 21

E-mail: info@bijorhca.com

Website: www.bijorhca.com

Country: **France**City: **Paris**

NAME OF FAIR/EXHIBITION

Foire de Paris – Paris Fair

APPROXIMATE DATES

Thirteen days around end April, beginning May

FREQUENCY

Annual

REGISTRATION DEADLINE

Check with organizer

LOCATION

Paris Expo – Porte de VersaillesSIZE OF EXHIBITION (M²)**(1998) 97,762****National: 83,680 Foreign: 11,224 Special: 2,858**

MAIN PRODUCT TYPES

Camping, caravanning and outdoor, new inventions, fitness and well-being, housing and lodging, home improvement, garden and pool, furniture and interior decoration, domestic appliances and bathroom equipment, table arts, do-it-yourself and hobbies, arts and crafts, multimedia, TV, video, audio and computers, collectors' items, consultancy (money saving, credits, pensions, health, profession, education, leisure activities), used cars, tourism, world geography, international craft, wine and gastronomy

PROFILE OF EXHIBITORS

(1998)**National: 2,324 Foreign: 630**

PROFILE OF VISITORS

(1998) 922,181 open to public**National: Foreign:**

SHOW ORGANIZERS

**Comité des Expositions de Paris
55, quai Alphonse Le Gallo, B.P. 317
92107 Boulogne Billancourt Cedex
France
Tel.: Int+ 33 1 49 09 60 00
Fax: Int+ 33 1 49 09 60 03
E-mail: info@comite-expo-paris.asso.fr
Website:**

Country: **France**City: **Paris**

NAME OF FAIR/EXHIBITION

Maison et Objet – International Home Decoration, Giftware and Tableware Exhibition

APPROXIMATE DATES

Four days in mid-January, early September

FREQUENCY

Twice a year

REGISTRATION DEADLINE

Check with organizer

LOCATION

Paris-Nord – Villepinte HallSIZE OF EXHIBITION (M²)**(January 1999) 72,200 (September 1999) 73,540****National: Foreign:**

MAIN PRODUCT TYPES

Home decoration, home textiles (household linens, accessories, trimmings, fabrics, hand-crafted work), fragrances (bath accessories, toiletries, scented candles), tableware (silverware, cutlery, place settings, crystal, table accessories, table decorations, earthenware, silver/gold plate, pewter, china and porcelain, everyday tableware, glassware), interior decoration (home building, framing, floral decoration), Mic-Ailleurs et Authentique (decorative styles and objects from the five continents, antiques, lamps, decorative furniture, decorative objects, rugs and carpets), arts and crafts (ceramics, wall decorations, sculptures, dolls, puppets, jewellery, clothes, games and stationery)

PROFILE OF EXHIBITORS

Manufacturers, distributors and importers**(January 1999) 2,126 (September 1999) 2,328****National: (January) 1,642 (September) 1,809****Foreign: (January) 484 (September) 519**

PROFILE OF VISITORS

(January 1999) 50,908 (September 2000) 54,922**Buyers from independent retailers, department stores, multiple chains, mail-order companies, interior designers****National: (January) 37,481 (septembre) 41,192****Foreign: (January) 13,427 (September) 13,730**

SHOW ORGANIZERS

SAFI – Salons Français et Internationaux**4, Passage Roux, 75017 Paris****France****Tel.: Int+ 33 1 44 29 02 00****E-mail: info@decoplanet.com info@maison-objet.com****Fax: Int+ 33 1 44 29 02 01****Websites: www.decoplanet.com www.maison-objet.com**

Country: **France**City: **Paris**

NAME OF FAIR/EXHIBITION

Salon Univers d'Enfants

APPROXIMATE DATES

Five days at end January, beginning February

FREQUENCY

Annual

REGISTRATION DEADLINE

Check with organizer

LOCATION

Paris-Nord – Villepinte HallSIZE OF EXHIBITION (M²)**Check with organizer****National: Foreign:**

MAIN PRODUCT TYPES

Toys and games

PROFILE OF EXHIBITORS

(2000) 800 from 35 countries**National: Foreign:**

PROFILE OF VISITORS:

(2000) 16,822 from 70 countries**National: Foreign:**

SHOW ORGANIZERS

Salon International du Jouet**103, rue Lafayette****75481 Paris Cedex 10****France****Tel.: Int+ 33 1 40 16 00 15****Fax: Int+ 33 1 40 16 03 58****E-mail: jouet@jouet.com****Websites: www.jouets.com www.univers-enfants.com**

Country: **France**City: **Paris**

NAME OF FAIR/EXHIBITION

TAPIS – International Carpets and Tapestries Exhibition

APPROXIMATE DATES

Five days in mid-January

FREQUENCY

Annual

REGISTRATION DEADLINE

One month before, but check with organizer

LOCATION

Paris Expo – Porte de VersaillesSIZE OF EXHIBITION (M²)**(1999) 3,000****National: Foreign:**

MAIN PRODUCT TYPES

Hand-made rugs, oriental rugs, machine-made rugs, hides and furs, fitted carpets, tapestries

PROFILE OF EXHIBITORS

(1999) 15**National: 11 Foreign: 4**

PROFILE OF VISITORS

(1999) 52,927 dealers and distributors**National: Foreign: 10,263 from 90 countries**

SHOW ORGANIZERS

C.O.S.P. – Compagnie d'Organisation des Salons de Professions**22, Avenue Franklin Roosevelt****75008 Paris****France****Tel.: Int+ 33 1 40 76 45 00****Fax: Int+ 33 1 45 63 78 24****E-mail:****Website: www.salondumeuble.com**

Country: **Germany**City: **Berlin**

NAME OF FAIR/EXHIBITION

Import Shop Berlin – Sales Exhibition for Clothing, Interior Furnishing, Leather Goods, Gifts and Home Accessories

APPROXIMATE DATES

Five days at end March/beginning April and end November in the pre-Christmas period

FREQUENCY

Biannual

REGISTRATION DEADLINE

Three months before exhibition

LOCATION

Messegelände

SIZE OF EXHIBITION (M²)

(1999) 6,101

National: 1,638 Foreign: 4,304 Special: 159

MAIN PRODUCT TYPES

Apparel, home textiles, fabrics, knitwear, travel goods, furs, fur goods, leather, leather goods, imitation leather goods, leather wear, sportswear, bags, gloves, smaller items of furniture, wooden products, gifts, art and crafts, decorative items, carpets, wall hangings, precious stones, jewellery, silverware, accessories, toys

PROFILE OF EXHIBITORS

(1999) 571 from 71 countries: producers, exporters, trading organizations, importers

National: 110 Foreign: 461

PROFILE OF VISITORS

(1999) 24,606 importers, import managers, buyers, retailers, entrepreneurs, industrial representatives, commission agents.

National: 24,078 Foreign: 528

SHOW ORGANIZERS

**Messe Berlin GmbH
Messedamm 22
14055 Berlin
Germany
Tel.: Int+ 49 30 30380
Fax: Int+ 49 30 30382325
E-mail: central@messe-berlin.de
Website:**

Country: **Germany**City: **Frankfurt/Main**

NAME OF FAIR/EXHIBITION

Ambiente International Frankfurter Messe

APPROXIMATE DATES

Five days in mid-February

FREQUENCY

Annual

REGISTRATION DEADLINE

Check with organizer

LOCATION

MessegeländeSIZE OF EXHIBITION (M²)**(1999) 186,273****National: 103,720 Foreign: 82,553**

MAIN PRODUCT TYPES

**Table art, kitchen and houseware with gourmet shop, table decorations and accessories,
interior design, classic interior, country home, gallery, giftware, jewellery**

PROFILE OF EXHIBITORS

4,996 exhibitors from 92 countries**National: 2,316 Foreign: 2,680**

PROFILE OF VISITORS

122,775 trade, retail and wholesale**National: 89,295 Foreign: 33,480**

SHOW ORGANIZERS

Messe Frankfurter GmbH**Postfach 150210****60062 Frankfurt/Main****Germany****Tel.: Int+ 49 69 75750****Fax: Int+ 49 69 75756433****E-mail: info@messefrankfurt.com****Website: www.messefrankfurt.com**

Country: **Germany**City: **Frankfurt/Main**

NAME OF FAIR/EXHIBITION

Heimtextil – International Trade Fair Floor-Wall-Window Decoration and Furniture

APPROXIMATE DATES

Four days in mid-January

FREQUENCY

Annual

REGISTRATION DEADLINE

Twelve months before

LOCATION

MessegeländeSIZE OF EXHIBITION (M²)**(1999) 143,905****National: 54,230 Foreign: 89,675**

MAIN PRODUCT TYPES

Textile floor coverings: carpets, carpetings. Walls: wallpapers and wall coverings, handicrafts, home accessories. Window decorations: decoration fabrics, curtains, curtain accessories, sunblinds, embroidery design. Furniture fabric salon: upholstery fabrics, upholstery leather. The bedroom: bedding, fillings, water beds, bedsteads, mattresses, slatted wooden frames, blankets and pillows, bed linen. The bathroom: towelling, bath curtains, bath mats, carpets, bathroom accessories. Tables: table linen, decorations, non-textile table coverings. Kitchen: kitchen linen, textile kitchen supplies. Design: studios, CAD/CAM. Textile processing: fibres, yarns, woven fabrics, chemicals, home technology, printing systems. Marketing: sales promotion, shop fittings, product presentation, trade publishers. Textiles for market contract

PROFILE OF EXHIBITORS

(1999) 2,844 manufacturers from 60 countries**National: 720 Foreign: 2,124**

PROFILE OF VISITORS

(1999) 72,471 trade visitors. Specialized, retail, wholesale and foreign trade, purchasing agencies, department stores, warehouses, mail order companies, architects, interior decorators, shop constructors, interior fitters, designers

National: 40,134 Foreign: 32,337

SHOW ORGANIZERS

Messe Frankfurt GmbH**Postfach 150210****60062 Frankfurt/Main****Germany****Tel.: Int+ 49 69 75750****Fax: Int+ 49 69 75756433****E-mail: info@messefrankfurt.com****Website: www.messefrankfurt.com**

Country: **Germany**City: **Frankfurt/Main**

NAME OF FAIR/EXHIBITION

Tendence International Frankfurter Messe

APPROXIMATE DATES

Five days at end August

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

MessegeländeSIZE OF EXHIBITION (M²)**(1998) 179,713****National: 106,245 Foreign: 71,892 Special: 1,576**

MAIN PRODUCT TYPES

Table art, kitchen and houseware with gourmet shop, table decoration and accessories, interior design, classic interior, country home, gallery, giftware, jewellery, paperware, party articles, perfumery and accessories

PROFILE OF EXHIBITORS

(1998) 5,095 manufacturers from 90 countries**National: 2,619 Foreign: 2,476**

PROFILE OF VISITORS

(1998) 104,438 specialist dealers, retail trade, importers, exporters, wholesale trade**National: 83,008 Foreign: 21,430**

SHOW ORGANIZERS

Messe Frankfurt GmbH**Postfach 150210****60062 Frankfurt/Main****Germany****Tel.: Int+ 49 69 75750****Fax: Int+ 49 69 75756433****E-mail: info@messefrankfurt.com****Website: www.messefrankfurt.com**

Country: **Germany**City: **Hanover**

NAME OF FAIR/EXHIBITION

DOMOTEX HANOVER – World Trade Fair for Carpets and Floor Coverings

APPROXIMATE DATES

Four days in mid-January

FREQUENCY

Annual

REGISTRATION DEADLINE

30 April in the year before the event

LOCATION

MessegeländeSIZE OF EXHIBITION (M²)**(1999) 93,772****National: 41,576 Foreign: 49,522 Special: 2,674**

MAIN PRODUCT TYPES

**Woven carpets, textile floor coverings, flexible floor coverings, carpets (hand-made),
parquet floors, laminates, fibres, yarns, fabrics, application and laying techniques, display,
publications, associations, design**

PROFILE OF EXHIBITORS

(1999) 1,065 from 52 countries**National: 357 Foreign: 708**

PROFILE OF VISITORS

**(1999) 39,378 retail and wholesale trade, furniture stores, interior decorators,
department stores, mail order houses, building markets, architects, industry, authorities,
public institutions****National: 22,327 Foreign: 17,051****Trade: 21,456 16,859**

SHOW ORGANIZERS

Deutsche Messe AG**Messegelände****30521 Hannover****Germany****Tel.: Int+ 49 511 890****Fax: Int+ 49 511 8932626****E-mail: info@messe.de****Website:**

Country: **Germany**City: **Leipzig**

NAME OF FAIR/EXHIBITION

Cadeaux – Trade Fair for Gifts and Lifestyle Ideas

APPROXIMATE DATES

Three days in mid-March and mid-September

FREQUENCY

Twice a year

REGISTRATION DEADLINE

Four months before exhibition date

LOCATION

MessegeländeSIZE OF EXHIBITION (M²)**(1999) 12,334****National: 11,510 Foreign: 824**

MAIN PRODUCT TYPES

Gifts, glass/china/ceramics, arts and crafts, jewellery, clocks, watches, decorative items, toys, hobby, stationery, florists' supplies and artificial flowers, basketry, fancy goods and party articles, souvenirs, candles and accessories, pictures and frames, services

PROFILE OF EXHIBITORS

493 exhibitors from 18 countries, manufacturers, wholesalers, importers, handicraft**National: 436 Foreign: 57**

PROFILE OF VISITORS

10,642 wholesale and retail trade, chemist's shops, florists, interior decorators**National: 10,557 Foreign: 85**

SHOW ORGANIZERS

Leipziger Messe GmbH**Postfach 100720****04007 Leipzig****Germany****Tel.: Int+ 49 341 6780****Fax: Int+ 49 341 6788762****E-mail: info@leipziger-messe.de****Website: www.leipziger-messe.de**

Country: **Germany**City: **Nuremberg**

NAME OF FAIR/EXHIBITION

EUROTEFA – European Trade Fair for Oriental Carpets

APPROXIMATE DATES

Three days in mid-September

FREQUENCY

Annual

REGISTRATION DEADLINE

Early May

LOCATION

MessezentrumSIZE OF EXHIBITION (M²)**(1999) 6,185****National: 5,600 Foreign: 585**

MAIN PRODUCT TYPES

Hand-knotted oriental carpets and kilims, handwoven carpets, machine-made carpets in fixed sizes, oriental arts and crafts, equipment and articles for the carpet supply trade, trade literature, services and accessories

PROFILE OF EXHIBITORS

(1999) 64 from 7 countries**National: 55 Foreign: 9**

PROFILE OF VISITORS

(1999) 3,867 buyers from specialist supply companies for oriental carpets, carpets and home textiles, buyers from specialist departments of furniture shops, stores and department stores in Europe**National: Foreign:**

SHOW ORGANIZERS

NürnbergMesse GmbH**90471 Nürnberg****Germany****Tel.: Int+ 49 911 86060****Fax: Int+ 49 911 8606228****E-mail: info@nuernbergmesse.de****Website:**

Country: **Germany**City: **Nuremberg**

NAME OF FAIR/EXHIBITION

Spielwarenmesse – International Toy Fair

APPROXIMATE DATES

Early February

FREQUENCY

Annual

REGISTRATION DEADLINE

Eight/nine months before exhibition – check with organizer

LOCATION

MessezentrumSIZE OF EXHIBITION (M²)**(1999) 101,822****National: 60,207 Foreign: 41,615**

MAIN PRODUCT TYPES

Model construction kits, hobby and handicraft items, model railways and supplies, mechanical and electronic toys, sports toys, construction toys, motor-racing circuits, video games, dolls, cuddly toys, wooden toys, small wickerwork articles, books for children and young people, Christmas decorations

PROFILE OF EXHIBITORS

(1999) 2,793 from 59 countries**National: 1,268 Foreign: 1,525**

PROFILE OF VISITORS

(1999) 50,787 from 120 countries**National: 34,114 Foreign: 16,673**

SHOW ORGANIZERS

Spielwarenmesse**Münchener Str. 330****90471 Nürnberg****Germany****Tel.: Int+ 49 911 998130****Fax: Int+ 49 911 869660****E-mail: info@toyfair.de****Website:**

Country: **Italy**City: **Florence**

NAME OF FAIR/EXHIBITION

International Handicraft Fair

APPROXIMATE DATES

Ten days end-April, beginning May

FREQUENCY

Annual

REGISTRATION DEADLINE

Four months before show

LOCATION

Fortezza da BassoSIZE OF EXHIBITION (M²)**(1999) 55,000****National: Foreign:**

MAIN PRODUCT TYPES

Home furnishings, textile and metal articles, interior decoration, costume jewellery, ceramics, leather and fur articles

PROFILE OF EXHIBITORS

(1999) 787**National: 720 Foreign: 67**

PROFILE OF VISITORS

(1999) 204,591**National: Foreign:**

SHOW ORGANIZERS

Firenze Expo S.p.A.**Viale Filippo Strozzi 1****50129 Firenze****Italy****Tel.: Int+ 390 55 49721****Fax: Int+ 390 55 490573****Telex: 574320****E-mail: info@sogese.it****Website:**

Country: **Italy**City: **Milan**

NAME OF FAIR/EXHIBITION

L'Artigiano in Fiera – International Handicrafts Selling Exhibition

APPROXIMATE DATES

Eight days in early December

FREQUENCY

Annual

REGISTRATION DEADLINE

Before mid-September

LOCATION

Fiera MilanoSIZE OF EXHIBITION (M²)**Check with organizer****National: Foreign:**

MAIN PRODUCT TYPES

Giftware and fancy goods, ceramics, wood, iron, copper, textiles, paper and card, marble and semi-precious stones, glass, silver. Furniture, decorative items, curtains, carpets and rugs, household linen, tableware, kitchenware, lamps and lighting, frames, pictures, sculptures. Gold and silver, coral, semi-precious stones. Costume jewellery. Biological and natural products. Handicraft trade and services

PROFILE OF EXHIBITORS

(1998) 1,600 artisans, import and export companies, crafts guilds from 55 countries**National: 1,309 Foreign: 291**

PROFILE OF VISITORS

(1998) 1,159,000 buyers, retailers, general public**National: Foreign:**

SHOW ORGANIZERS

MEDIA EXPO Srl.**Via Canova 19****20145 Milano****Italy****Tel.: Int+ 390 2 31911911****Fax: Int+ 390 2 33608733****E-mail: gefi@enter.it****Website:**

Country: **Japan**City: **Tokyo**

NAME OF FAIR/EXHIBITION

Ambiente Japan (IFM Asia) – International Trade Fair for Consumer Goods

APPROXIMATE DATES

Around third week in June

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

Tokyo Big SightSIZE OF EXHIBITION (M²)**(1999) 2,425****National: 864 Foreign: 1,561**

MAIN PRODUCT TYPES

Table decorations and accessories, crystal and glass, porcelain and ceramics, silver/silverplate and gold/gold-plated metalware, metal/plastic wares.

Kitchen and houseware: cutlery, cutting tools and accessories, pots and pans, kitchen utensils, cleaning tools. Interior: living area and accessories, interior classic, country home, pictures and frames, lighting. Anthology presents: arts and crafts, games and toys, leather goods and bags, jewellery and watches, seasonal articles, stationery.

Cosmetics and perfumes, manicure and pedicure, bath accessories, hair care and hairdressing accessories

PROFILE OF EXHIBITORS

(1999) 123 exhibitors from 13 countries**National: 8 Foreign: 115**

PROFILE OF VISITORS

(1999) 15,115 from industry, wholesale and retail, importers, stores, service companies from 46 countries

National: 14,236 Foreign: 879

SHOW ORGANIZERS

Messe Frankfurt GmbH**Ludwig-Erhard-Anlage 1****60327 Frankfurt/Main****Germany****Tel.: Int+ 49 69 7576323****Fax: Int+ 49 69 7576604****E-mail: overseas-exhibitions@messefrankfurt.com****Website: www.messefrankfurt.com**

Country: **Japan**City: **Tokyo**

NAME OF FAIR/EXHIBITION

TIGS – Tokyo International Gift Show

APPROXIMATE DATES

Two days early February, two days early September

FREQUENCY

Twice yearly

REGISTRATION DEADLINE

Contact organizers

LOCATION

Tokyo Big SightSIZE OF EXHIBITION (M²)**71,140****National: Foreign:**

MAIN PRODUCT TYPES

Young fashion, kids' stuff, stationery, collectors' articles, hobby and decorative items, lighting, floral accessories, gardening equipment, fragrance, table top, housewares, jewellery, sporting articles and outdoor goods, imported goods

PROFILE OF EXHIBITORS

2,000 with imported goods being shown in two halls**National: Foreign:**

PROFILE OF VISITORS

Trade visitors**National: Foreign:**

SHOW ORGANIZERS

Business Guide-sha Inc.**2-6-2 Kaminarimon****Taito-ku****Tokyo 111-0034****Japan****Tel.: Int+ 81 3 38439851****Fax: Int+ 81 3 38439850****E-mail: n-haga@giftshow.co.jp****Website: www.giftshow.co.jp**

Country: **People's Republic of China** City: **Hong Kong SAR**

NAME OF FAIR/EXHIBITION

Asia's Fashion Jewellery and Accessories Fair

APPROXIMATE DATES

Four days mid-May

FREQUENCY

Annual

REGISTRATION DEADLINE

Check with organizers

LOCATION

Hong Kong Convention and Exhibition Centre

SIZE OF EXHIBITION (M²)

Check with organizers

National: Foreign:

MAIN PRODUCT TYPES

Fashion jewellery, beads, minerals and other materials, jewellery parts and components, belts and buckles, hair ornaments, fashion watches, badges, pins and buttons, perfumery items, scarves and gloves, handbags, wallets and purses

PROFILE OF EXHIBITORS

(1998) 250

National: 120 Foreign: 130

PROFILE OF VISITORS

(1998) 9,200

National: 6,800 Foreign: 2,400

SHOW ORGANIZERS

**Fiera Milano International
c/o Miller Freeman Asia Ltd
102-1-5, Stanhope House
738, King's Road, Quarry Bay
Hong Kong
Tel.: Int+ 852 282 75121
Fax: Int+ 852 282 77064
E-mail:
Website:**

Country: **People's Republic of China** City: **Hong Kong SAR**

NAME OF FAIR/EXHIBITION

Hong Kong Gifts and Houseware Fair

APPROXIMATE DATES

Three days mid-April

FREQUENCY

Annual

REGISTRATION DEADLINE

Check with organizers

LOCATION

Hong Kong Convention and Exhibition Centre

SIZE OF EXHIBITION (M²)

Check with organizer

National: Foreign:

MAIN PRODUCT TYPES

Check with organizer

PROFILE OF EXHIBITORS

(1999) 2,048

National: 877 Foreign: 1,171

PROFILE OF VISITORS

(1999) 46,300

National: 21,218 Foreign: 25,082

SHOW ORGANIZERS

Hong Kong Trade Development Council

Exhibitions Department

Unit 13, Expo Galleria

Hong Kong Convention and Exhibition Centre

Tel.: Int+ 852 25844333

Fax: Int+ 852 28240026

E-mail: exhibitions@tdc.org.hk

Website:

Country: **Philippines**City: **Manila**

NAME OF FAIR/EXHIBITION

Manila F.A.M.E. International Gifts and Houseware Market Week

APPROXIMATE DATES

Three days in mid-April, three days in mid-October

FREQUENCY

Twice yearly

REGISTRATION DEADLINE

Contact organizers

LOCATION

**Philippine International Convention Center, Philippine Training Center (PTTC),
World Trade Center, Metro Manila**SIZE OF EXHIBITION (M²)**(1998) 8,995****National: 8,665 Foreign: 330**

MAIN PRODUCT TYPES

**Gifts, decorative accessories, houseware, domestics and textiles, fashion accessories,
leather goods, Christmas and holiday decoration, toys and games, handmade paper and
paper-covered items, stationery items**

PROFILE OF EXHIBITORS

(1998) 688**National: 670 Foreign: 18**

PROFILE OF VISITORS

(1998) 3,094**National: 1,058 Foreign: 2,036**

SHOW ORGANIZERS

**CITEM-Center for International Trade Expositions and Missions,
International Trade Complex
Roxas Boulevard 1300
Pasay City, Metro Manila
Philippines
Tel.: Int+ 63 2 8323982
Fax: Int+ 63 2 8323965
E-mail: citemdo@info.com.ph
Website:**

Country: **Russian Federation**City: **St Petersburg**

NAME OF FAIR/EXHIBITION

Baltica

APPROXIMATE DATES

Four days during first/second week June

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

LenExpo Exhibition Centre, St PetersburgSIZE OF EXHIBITION (M²)**(1999) 6,000****National: Foreign:**

MAIN PRODUCT TYPES

Consumer goods, gifts, housewares and appliances, novelty and souvenir stores

PROFILE OF EXHIBITORS

(1999) 321**National: 88% Foreign: 12%**

PROFILE OF VISITORS

(1999) 40,125**National: 89% Foreign: 11%**

SHOW ORGANIZERS

LENEXPO**103, Bolshoy pr., V.O.****199106 St Petersburg****Russian Federation****Tel.: Int+ 7 812 119 53 97****Fax: Int+ 7 812 119 53 91****E-mail: baltic@mail.lenexpo.ru****Website: <http://www.lenexpo.ru>**

Country: **Spain**City: **Barcelona**

NAME OF FAIR/EXHIBITION

Expohogar Regalo/Otoño – International Trade Fair for Gifts, House and Home

APPROXIMATE DATES

Five days in first week of September

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

Montjuic-1SIZE OF EXHIBITION (M²)**(1998) 22,815****National: 21,394 Foreign: 1,421**

MAIN PRODUCT TYPES

Gifts in general, arts and crafts, crystal, glass, china, pottery, tableware, furnishings, lighting, household appliances

PROFILE OF EXHIBITORS

(1998) 658 from 9 countries**National: 589 Foreign: 69**

PROFILE OF VISITORS

(1998) 31,512**National: 30,400 Foreign: 1,112**

SHOW ORGANIZERS

Fira de Barcelona**Av. Reina Ma. Cristina s/n****Barcelona****Spain****Tel.: Int+ 34 93 2332000****Fax: Int+ 34 93 2332001****E-mail: info@firabcn.es****Website:**

Country: **Spain**City: **Madrid**

NAME OF FAIR/EXHIBITION

Intergift

APPROXIMATE DATES

Four days in mid-January

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

Parque Ferial Juan Carlos ISIZE OF EXHIBITION (M²)**(1998) 59,252****National: 57,073 Foreign: 2,179**

MAIN PRODUCT TYPES

Tableware and accessories, artificial flowers and wickerware, decoration and furniture, young and promotional gifts, handicrafts, miscellaneous gifts

PROFILE OF EXHIBITORS

(1998) 1,025 exhibitors from 43 countries**National: 962 Foreign: 63**

PROFILE OF VISITORS

(1998) 51,068 trade visitors**National: 48,859 Foreign: 2,209**

SHOW ORGANIZERS

IFEMA**Parque Ferial Juan Carlos I****28080 Madrid****Spain****Tel.: Int+ 34 91 7225000****Fax: Int+ 34 91 7225801****E-mail: infoifema@ifema.es****Website: www.ifema.es**

Country: **Spain**City: **Santa Cruz de Tenerife**

NAME OF FAIR/EXHIBITION

Muestra Iberoamericana de Artesanía

APPROXIMATE DATES

End of October-beg. of November

FREQUENCY

Annual

REGISTRATION DEADLINE

Cheek with organizers

LOCATION

International Centre for Trade Shows and Congresses (Tenerife)SIZE OF EXHIBITION (M²)**National: Foreign:**

MAIN PRODUCT TYPES

Utilitarian and artistic crafts

PROFILE OF EXHIBITORS

(1999) 255 exhibitors from 18 countries**National: 150 Foreign: 105**

PROFILE OF VISITORS

National: Foreign:

SHOW ORGANIZERS

Institución Ferial de Tenerife, S.A.**Avenida de la Constitución, 12****38005 Santa Cruz de Tenerife****Spain****Tel.: Int+ 34 92 222 29 52, 223 84 00****Fax: Int+ 34 92 220 47 40****E-mail: iftsa.iftsa@cabtfe.es****Website: www.iftsa.com**

Country: **Spain**City: **Valencia**

NAME OF FAIR/EXHIBITION

Feria Internacional de Juguetes – FEJU

APPROXIMATE DATES

Three days in second week of February

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

Feria ValenciaSIZE OF EXHIBITION (M²)**(1999) 8,968****National: 8,879 Foreign: 89**

MAIN PRODUCT TYPES

**Toys, prams, cradles, baby furniture, sporting and camping goods,
joke and party articles, Christmas decorations, carnival costumes, hobby toy-manufacturing
machines and accessories**

PROFILE OF EXHIBITORS

(1999) 140 importers, wholesalers, manufacturers and distributors from 12 countries**National: 135 Foreign: 5**

PROFILE OF VISITORS

(1999) 17,073 wholesalers, retailers, importers, agents**National: 16,119 Foreign: 954**

SHOW ORGANIZERS

Feria Valencia**Apartado postal 476****46080 Valencia****Spain****Tel.: Int+ 34 96 3861100****Fax: Int+ 34 96 3636111****E-mail: feriavalencia@feriavalencia.com****Website: www.feriavalencia.com**

Country: **Spain**City: **Valencia**

NAME OF FAIR/EXHIBITION

Textilhogar – International Fair of Home Textiles and Decoration

APPROXIMATE DATES

Three days in last week of January

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

Feria ValenciaSIZE OF EXHIBITION (M²)**(1999) 31,290****National: 29,465 Foreign: 1,825**

MAIN PRODUCT TYPES

**Carpets, blankets, table linen, curtains, bathroom textiles, ready-to-wear,
knitwear and complements, machinery**

PROFILE OF EXHIBITORS

(1999) 442 manufacturers, importers, wholesalers, distributors from 27 countries**National: 369 Foreign: 73**

PROFILE OF VISITORS

(1999) 16,769 wholesalers, retailers, importers**National: 14,937 Foreign: 1,832**

SHOW ORGANIZERS

Feria Valencia**Apartado postal 476****46080 Valencia****Spain****Tel.: Int+ 34 96 3861100****Fax: Int+ 34 96 3636111****E-mail: feriavalencia@feriavalencia.com****Website: www.feriavalencia.com**

Country: **Thailand**City: **Bangkok**

NAME OF FAIR/EXHIBITION

BIG – Bangkok International Gift and Houseware Fair

APPROXIMATE DATES

Five days around third week of April

FREQUENCY

Annual

REGISTRATION DEADLINE

Two and a half months prior to show dates

LOCATION

Bangkok International Trade and Exhibition CentreSIZE OF EXHIBITION (M²)**(1999) 16,361****National: Foreign:**

MAIN PRODUCT TYPES

Gifts, household, decorative items, toys and games, stationery, small furniture

PROFILE OF EXHIBITORS

(1999) 493 exhibitors**National: 483 Foreign: 10****Exhibitors from Hong Kong, Japan, Republic of Korea, Malaysia, Pakistan, Viet Nam**

PROFILE OF VISITORS

(1999) 38,200 drawn from 8 countries**National: 30,000 Foreign: 8,200**

SHOW ORGANIZERS

Department of Export Promotion
TITF Division, Ministry of Commerce,
22/77 Rachadapisek Road
Chatuchak, Bangkok 10900
Thailand
Tel.: Int+ 66 2 5115066
Fax: Int+ 66 2 5131828
E-mail: tidep@mocnet.moc.go.th
Website:

Country: **United Kingdom**City: **Birmingham**

NAME OF FAIR/EXHIBITION

Spring Fair Birmingham (Gift Trade)

APPROXIMATE DATES

First or second week in February

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizers

LOCATION

Birmingham International Exhibition CentreSIZE OF EXHIBITION (M²)**Check with organizers****National: Foreign:**

MAIN PRODUCT TYPES

**General giftware, jewellery, watches, clocks, tabletop, china and glass,
fashion accessories, leather goods, stationery/greetings, frame and fine art,
design-led giftware and volume giftware**

PROFILE OF EXHIBITORS

(2000) 4,308**National: 3,614 Foreign: 694**

PROFILE OF VISITORS

**(2000) 82,460 independent retailers, multiple retailers, department-store buyers,
wholesalers/volume buyers, agents, distributors, mail-order buyers, gifts premium and
incentives buyers, garden centres and florists**

National: 73,307 Foreign: 9,153

SHOW ORGANIZERS

**Trade Promotion Services Ltd
6 Warren Lane
London SE18 6BW
England
Tel.: Int+ 44 20 8855 9201
Fax: Int+ 44 20 8316 5719
E-mail: tps@tps.emap.co.uk
Website: www.gift-gardenmart.com**

Country: **United Kingdom**City: **London**

NAME OF FAIR/EXHIBITION

British International Toy and Hobby Fair

APPROXIMATE DATES

Five days at end January

FREQUENCY

Annual

REGISTRATION DEADLINE

Six to seven months prior to show

LOCATION

OlympiaSIZE OF EXHIBITION (M²)**(2000) 19,790****National: Foreign:**

MAIN PRODUCT TYPES

Toys, hobbies, games, crafts, electronic and video toys

PROFILE OF EXHIBITORS

(2000) 355 from 35 countries**National: Foreign:**

PROFILE OF VISITORS

(2000) 16,481 buyers from 60 countries**National: 14,396 Foreign: 2,085**

SHOW ORGANIZERS

British Toy and Hobby Association**80 Camberwell Road****London SE5 0EG****England****Tel.: Int+ 44 20 77017127****Fax: Int+ 44 20 72525925****E-mail: toyfair@btha.co.uk****Website:**

Country: **United States**City: **New York**

NAME OF FAIR/EXHIBITION

New York International Gift Fair

APPROXIMATE DATES

Five days around last week of January; third week of August

FREQUENCY

Twice a year

REGISTRATION DEADLINE

Contact organizer

LOCATION

Jacob K. Javits Convention Center and Passenger Ship TerminalSIZE OF EXHIBITION (M²)**(1999) 46,000****National: Foreign:**

MAIN PRODUCT TYPES

**Accent on design, handmade, at home, general gifts, tabletop and homewares,
personal accessories**

PROFILE OF EXHIBITORS

(1999) 2,577 national pavilions for 18 countries**National: Foreign:**

PROFILE OF VISITORS

(1999) 46,182**National: Foreign:**

SHOW ORGANIZERS

George Little Management, Inc.**10 Bank Street****White Plains, NY 10606-1954****USA****Tel.: Int+ 1 914 4213200****Fax: Int+ 1 914 9486289****E-mail: susan_hallifax@glmshows.com****Website: www.glmshows.com**

Country: **United States**City: **San Francisco**

NAME OF FAIR/EXHIBITION

San Francisco International Gift Fair

APPROXIMATE DATES

Three days around first week of August, and again first week of February

FREQUENCY

Twice a year

REGISTRATION DEADLINE

Contact organizer

LOCATION

Moscone CenterSIZE OF EXHIBITION (M²)**(1999) 29,749****National: Foreign:**

MAIN PRODUCT TYPES

General giftware, tabletop, houseware, decorative and personal accessories, museum gifts, ethnic, traditional, country and contemporary craft, contemporary design products, juvenile products, floral products

PROFILE OF EXHIBITORS

(1999) 1,762 national pavilions for 4 countries**National: Foreign:**

PROFILE OF VISITORS

(1999) 26,011 speciality and department stores, gift shops, jewellery stores, interior designers, importers and distributors of home products, mail order houses, museums and galleries, stationery stores, gourmet shops, juvenile stores, crafts retailers**National: Foreign:**

SHOW ORGANIZERS

George Little Management**10 Bank Street****White Plains NY 10606-1954****USA****Tel.: Int+ 1 914 4213200****Fax: Int+ 1 914 9486289****E-mail: sfigf@glmshows.com****Website: www.glmshows.com****Western Exhibitors, Inc.****2181 Greenwich Street****San Francisco CA 94123****USA****Int+ 1 415 3466666****Int+ 1 415 3464965****showinfo@weshows.com****www.weshows.com**

Country: **Venezuela**City: **Barcelona**

NAME OF FAIR/EXHIBITION

Muestra de Artesanía Iberoamericana (MAI), Ibero-American Crafts Fair

APPROXIMATE DATES

Five days at end of August

FREQUENCY

Annual

REGISTRATION DEADLINE

Contact organizer

LOCATION

Venezuela (no fixed venue)SIZE OF EXHIBITION (M²)**National: Foreign:**

MAIN PRODUCT TYPES

Artistic and utilitarian crafts

PROFILE OF EXHIBITORS

(1999) 86 from 14 countries**National: 60 Foreign: 26**

PROFILE OF VISITORS

General public, tourists**National: Foreign:**

SHOW ORGANIZERS

Artesanía y Folklore**Apartado 336****Barcelona****Estado Anzioategui****Venezuela****Tel.: Int+ 58 81 86 28 57****Fax: Int+ 58 81 86 33 64****E-mail: ismandacorrea@cantav.net****Website:**

Annex II Sources of information

Agencies jointly publishing this Guide

Commonwealth Secretariat

Industrial Development Department
Export and Industrial Development Division
Marlborough House
Pall Mall
London SW1Y 5HX
United Kingdom
Tel.: +44 (0)20 7747 6312
Fax: +44 (0)20 7747 6307
E-mail: p.sardana@commonwealth.int

International Trade Centre UNCTAD/WTO (ITC)

Market Development Section
Division of Product and Market Development
54-56, rue de Montbrillant
Postal address:
Palais des Nations
1211 Geneva 10
Switzerland
Tel.: +41 22 730 04 49
Fax: +41 22 730 04 46
E-mail: sala@intracen.org

United Nations Educational, Scientific and Cultural Organization (UNESCO)

Unit for Crafts and Design
Division for Creativity, Cultural Industries and Copyright
1, rue Miollis
75732 Paris Cedex 15
France
Tel.: +33 1 45 68 43 26
Fax: +33 1 45 68 55 91
E-mail: i.vencatachellum@unesco.org

Directories, databases, websites and other sources of information on trade fairs

International Trade Show Directory

Published biannually, available on CD-ROM from m+a Publishers, for Fairs, Exhibitions and Conventions, P.O. Box 200128, D-60605, Frankfurt/Main, Germany

Tel.: Int+ 49-69-7595-02

Fax: Int+ 49-69-7595-1280

E-mail: info@m-averlag.com

Websites: www.expobase.com
www.m-averlag.com

Calendrier des foires/salons agréés par l'UFI

Union des Foires Internationales, Paris

World Trade Fairs Calendar

Focus on ASEAN Trade Fairs, published by Malaysia External Trade Development Corporation, Kuala Lumpur

Arts and Crafts Shows

www.artsandcraftshows.net

Subtitled *A Searchable Database of Events*, this site lists over 2,000 arts and crafts shows, festival or fairs all over the United States for the coming twelve months. It is searchable by date, city, state or region. Provides the name of the show, location and dates.

Arts/Crafts Business

www.artsandcrafts.about.com

Under this address (completed by the path: /hobbies/artsandcrafts/msubl.htm), Trade Show Tips are given on Pricing, Terms and Minimums; Shipping and Lead Time; What to Bring; What to Say and Do.

EUROPAGES, the European Business Directory

www.europages.com

500,000 businesses in Europe listed, with contact information given, access to company catalogues and the European Yellow Pages, with additional links to worldwide Yellow Pages. Searching can be initiated by company name, a thematic search, and an open-text search (product/service). The Business Information section provides business news/trends with trade fair lists by category (link to Trade Show Central below), contact information for chambers of commerce, patent offices, statistical data sources, and more. Available in English, French, German, Italian and Spanish.

Expoworld

www.expoworld.net

International directory of more than 500 websites useful for events and trade industry. Can be searched geographically and by type of event. Also available in German, French, Italian, Japanese and Portuguese.

FAIRBASE

Online monthly database in English covering approximately 15,000 trade shows, exhibitions and conferences in 102 countries. Fairbase Database Ltd, Hanover, Germany

FERIAS

Online periodically updated database in Spanish covering over 3,000 European Community trade fairs and exhibitions. Instituto de la Pequeña y Mediana Empresa (IMPI), Madrid, Spain

First Fairs' Fair

www.f3.com

Information on 14,000 fairs.

International Trade Fair and Conference Directory

www.baldhead.com/comar

List of 20,000 events, including 5,300 trade fairs in more than 75 countries

Neptune Inc.

www.messenweltweit.com

International trade fairs information classified by: date, product, cities, names, organizers, exhibitors (multilingual)

Smartbiz

www.smartbiz.com

Worldwide trade fair information.

Tradeshow Central

www.tscentral.com

Information on over 50,000 trade shows, exhibitions, conferences and seminars worldwide. Searchable.

Tradeshows News Network

www.tsnn.com

Includes a searchable guide to major trade shows and top news from the industry. Once you find a show you want to attend, you can also check out information about the location and find hotels, car hire and more.