

# BUSINESS OPPORTUNITIES

*Before entering into a contractual agreement with a company, readers are advised to verify the bona fides of the companies listed here.*

**CHINA (People's Republic)** — A factory in Qingdao is interested in a **joint venture project with Canadian electrical or mechanical products manufacturers**. The firm can supply a covered plant up to 3,000 square metres and an office up to 1,300 square metres, as well as two sets of three-ton hoist systems. Contact Joanna Siu, Sahari Trading Ltd., Suite 101, 416 Sixth Street, New Westminster, B.C. V3L 3B2. Fax: (604) 521-4007/540-2689.

**EASTERN EUROPE** — A Bulgarian company which distributes Canadian-made alcoholic beverages throughout Bulgaria and which has offices in Montreal and Lebanon wishes to expand its business by importing **food products and food-related technologies** for distribution in Eastern Europe. The contact in Canada is: Softrade Ltd., Loris Bedrossian, 3426 St-Antoine West, Montreal H4C 1A8. Tel.: (514) 938-4723. Fax: (514) 938-4799.

**HONG KONG** — A company here is looking for the long-term supply of **off-grade low/high density polyethylene** (two containers monthly). Contact C.Y. Hung, Director, Sahari Trading Ltd., Suite 101, 416 Sixth Street, New Westminster, B.C. V3L 3B2. Tel.: (604) 521-7008. Fax: (604) 521-4007.

**INDIA** — A subsidiary of Bolar Bolar & Associates Inc. Canada, and with head office in Bangalore, seeks Canadian firms interested in **joint ventures, technology**

**transfers, sales and distributorships in India**. Contact M. Bolar, Bolar Bolar & Associates Inc., 706 Clearcrest Crescent, Orleans, Ontario K4A 3E6. Tel.: (613) 834-2956. Fax: (613) 834-3642.

**LEBANON/SYRIA** — A company here would like to **import** all types of items that are sold in gift shops: **stationery; small leather goods; photo frames; cameras; toys; novelties; watches; cosmetics; etc.** Contact Arthur K. Hart Trading Co., P.O. Box 16-6386, Ashrafieh, Beirut, Lebanon. Tel.: 961-1-398438. Fax: 961-1-602801.

**SAUDI ARABIA** — A prominent Saudi company wishes to enter into a **joint venture for the supply of equipment and machinery and to set up a plant for a non-woven fabric industry**. Contact Al-Othame for Trading, P.O. Box 42814, Riyadh 11551, Saudi Arabia. Tel.: (966-1) 477-0432. Fax: (966-1) 476-5157.

## Tender Notice!

## NOT TO BE PUT ON ICE!

Cannon Program Management, Grand Island, New-York, has been retained by the Sabres to act as owners' agents in the construction of a new 19,250-seat hockey and multi-purpose arena in Buffalo. Construction of this U.S.\$ 110 million project is expected to begin this spring with a late 1995, early 1996 completion date.

Opportunities for Canadian suppliers **include seating (\$5.5 million), refrigeration and**

**SAUDI ARABIA** — A prominent Saudi agricultural company is looking for **equipment suppliers and formulation management through joint venture**. Contact Mr. Turki Faisal Al-Rasheed, President, Golden Grass Inc., P.O. Box 21570, Riyadh 11485, Saudi Arabia. Tel.: (966) (1) 478-3024. Fax: (966) (1) 478-4630.

**SPAIN** — **Automobile accessories** are being sought by Darryl Martyn Access Imports, Apartado 47, Savatierra (Alva), Spain. Fax: 34-4-531-2354.

**VENEZUELA** — A well-established firm in Caracas will represent Canadian companies engaged in **environmental protection** (specifically in the oil and gas sector). Contact Debarr, C.A. Av. Universidad, Misericordia a Monroy, Ed. Monroy, Piso 1, Caracas 1010A, Venezuela. Tel.: 582-577-3741/576-3834. Fax: 582-576-4792.

**ice systems (\$3.5 million), the display clock (\$3 million) and related equipment**. These items are expected to be a direct buy.

Cannon advises interested contractors and suppliers to register with Richard DeJean, office of the prime contractor, Huber, Hunt & Nichols, Indianapolis. Tel.: 317-241-6301. Only experienced suppliers to sport facilities will be considered.