

BUSINESS OPPORTUNITIES

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

ARGENTINA — A Canadian firm with offices in Canada and Argentina can assist enterprises wanting to penetrate this market in South America. The firm can provide **market analysis, legal advice, search and select distributors, open branch offices, and help in establishing joint ventures.** Contact Guido Dinelli, Contact Sur Ltd., 7581 Jane Street, Suite 211, Concord, Ontario L4K 1X3. Tel.: (905) 738-5809. Fax: (416) 744-0788. Or, contact directly, Carlos Carugo, Monroe 2970, Buenos Aires, Argentina. Tel/Fax: 011-541-544-0384.

ARGENTINA — A leading dairy products company wishes to purchase 50 tonnes per month of **aluminum foil** to be used as lids on individual yogurt containers. Interested suppliers should contact José A. Maltagliatti, Mastellone Hnos. S.A., Avda. L.N. Alem 720, 1001 Buenos Aires, Argentina. Tel.: 54-1-311-6206. Fax: 54-1-313-6206.

CHINA (People's Republic) — A company is seeking a Canadian supplier of **scraped bare copper wire** (95 per cent or up) to be delivered regularly at 100 metric tonnes per month. Contact the

firm's Canadian representative, G. Oh, Managing Director, Wellelsian Co. Ltd., Unit 11, 7170 Warden Avenue, Markham, Ontario. Tel.: (905) 470-9002. Fax: (905) 470-9986.

GABON — A Libreville-based company seeks Canadian suppliers of **soft drinks, computers and accessories.** Contact La Commerciale d'Import Export, S.A., B.P. 18178, Libreville, Gabon. Tel.: + (241) 70.23.42/3. Fax: + (241) 70.23.45.

HUNGARY — A meat processor in this country requires **container lot shipments of frozen deboned horsemeat, beef and pork.** Contact Mr. Zsolt Goffa, Executing Manager, Zemplen hus Kft., 3980 Satoraljaujhely, Berecki u. 1 sz. Tel.: 011-36-47-322-745. Fax: 011-36-47-322-654.

NETHERLANDS — An importer/distributor is interested in representing Canadian manufacturers/producers of **quality cosmetics** (bodycare, haircare, beautycare) and **food supplements.** Contact W.M.A. van Winsberghe, Mercari Sluis, Netherlands. Tel.: 31-1178-62393. Fax: 31-1178-62628.

SAUDI ARABIA — A prominent Saudi group of companies is seeking a **Canadian partnership for the establishment in Saudi Arabia of a drug and pharmaceutical manufacturing facility.** Interested parties may contact

directly, The Experts Co. Ltd., P.O. Box 2110, Jeddah 21451, Saudi Arabia. Tel.: (966-2) 653-4585. Fax: (966-2) 682-2387.

SPAIN — A company here is seeking offers from Canadian manufacturers/exporters of **cosmetic and dietetic products** (slimming diets, vitamins) and other **health/sports-related (not drugs) products.** Contact Daniel J. Ybarra, Marketing Director, Iberia Farmaceutica, S.A., Calle Mercurio, 3 (P.I. San José de Valderas) 28917 Leganes, Madrid. Tel.: (341) 610-8684. Fax: (341) 612-4557.

TAIWAN — A company in Taipei is seeking Canadian suppliers of **health food products.** Contact Mr. E.F. Chou, Import Manager, Cernitin Taiwan Incorporated, 11F, 35, Fu-Hsing N. Road, Taipei. Tel.: 886-2-7509011. Fax: 886-2-7402295.

UNITED STATES — A Mid-Atlantic States manufacturer's representative wishes to represent **producers/exporters of custom structural foam moulders** which are designed for use in the manufacture of items for children (sliding boards, furniture, pallets, computer cabinets, and various other enclosures). Contact Manuel M. Ellenbogen, Commercial Officer, Canadian Embassy, Washington DC. Fax: (202) 682-7619.

Win Export-Looking for Export Opportunities?

Make sure you are registered in the WIN Exports database which will showcase your company's capabilities to foreign buyers. To register, fax your request on your company letterhead to 1-800-667-3802 or 613-944-1078.

