

# 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)** — Canadian companies interested in exporting their **technologies and products** to China — most likely through a **joint-venture association** — may wish to contact Zhang Mao, General Manager, Strain Eighth Co. (Canada), Room 1, No. 3, Lane 1634, West Nanjing Road, Shanghai, China 200040. Tel.: 8621-2533551. Fax: 8621-3248360 Ma Xinkui, % Shao Zhixiong.

**JORDAN** — The Canadian Embassy in Amman reports that a number of Jordanian investors are in the market for **low-cost factories and complete production lines that can be procured only as used or second-hand and in good working condition**. Specifically, the requirement is for, among other items: **industrial factories for the production of foodstuffs and food preparation; plastics products; sanitary ware; electric and fluorescent bulbs; paints; chemicals; medical disposables; automotive filters; radiators; and spare parts**. Interested parties may submit their offers to the Canadian Embassy which will then forward them to potential Jordanian clients and investors for study and eventual direct negotiations with suppliers. Contact Sahid Museitif, Senior Commercial Officer, Canadian Embassy, P.O. Box 815403, Amman, Jordan. Tel.: (011-962-6) 666-124. Fax: (011-962-6) 689-227. Telex: (Destination code 0493) 23080 (23080 CANAD JO).

**NICARAGUA** — A local company seeks to form a **partnership or investment plan** to carry out the second phase of a **tourist development complex**. Contact Antonio Barberena Salinas, Del Calvario 2 Cuadras al Oeste, Jinotepe, Carazo, Nicaragua, Central America. Tel.: (011-505-2) 41-737.

**TANZANIA** — A small **apparel manufacturer** wishes to enter into a **joint venture with a Canadian textiles/garments manufacturer**. The company's

emphasis is on setting up a **knitting mill** with an annual production capacity of 600,000 T-shirts and other knitted fabrics. The joint venture would involve **investment in a variety of knitting, sewing and other machinery, plant equipment and technical personnel**. Contact Raza Kara, Managing Director, Teena Garments Manufacturers Ltd., P.O. Box 5416, Dar-es-Salaam, Tanzania. Tel.: 63786. Fax: (255) (051) 46150/62409. Telegram/Cable: DAR ES SALAAM (TEENAGAM).

## CONTRACTS AWARDED

**B & H Architects International Inc.**, Toronto, a subsidiary of Bregman & Hamann Architects, has been awarded the contract to design the new airport terminal at China's Xiamen Gaoqui International Airport. In a joint venture with the East China Architectural Design Institute, B & H was the only western design firm shortlisted by the jury. Construction for the new terminal is scheduled to start this year. When completed, the terminal will handle eight million to ten million passengers annually.

**Canatom**, in association with **Atomic Energy of Canada Limited (AECL)**, Montreal, has obtained a contract to build two new CANDU stations, Wolsong 3 and 4, in South Korea. Canatom will take part in design, procurement and construction management, for an estimated value of \$40 million spread over the next four to five years.

**COM DEV Ltd.**, Cambridge, Ontario, has won a \$7 million contract with Alenia Spazio of Rome, Italy, to supply on-board signal processors for the communications payload that will be used on the European Space Agency's European Mobile Satellite. A world leader in the development of on-board signal processing, COMDEV is the only North American company to be involved in this European Space Agency-sponsored project.

**SR Telecom Inc. (SRT)**, Montreal, has been awarded a \$1.6 million (US \$1.4 million) contract in an ongoing project to provide first-time telephone service and to expand existing telephone installations in Botswana. SRT designs, manufactures and markets point-to-multipoint microwave products for the provision and upgrading of telephone services to remote areas. The company is a world leader in this technology and its systems are now in use in 68 countries.