

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 publicly-held company in China, with an office in Canada, seeks Canadian manufacturers/exporters of **PCs, PC accessories and communications/electronics products**. Contact Edman Lau, C.H.Y. Electronics (Canada) Inc., 1234 Reid Street, Richmond Hill, Ontario L4B 1C1. Tel.: (905) 882-9300. Fax: (905) 882-2300.

MEXICO — A Canadian/ Mexican export development consultant, with offices in both countries, can assist new exporters in **market penetration, market analysis, joint ventures, staff selection and the arrangement of high-level, direct contacts**. Contact Michael Aleman de Lavergne, 131 Bloor Street West, Suite 1016, Toronto M5S 1S3. Tel.: (416) 968-1332. Fax: (416) 348-8622. In Mexico, contact Sr. Javier Zamora Rios Jr. Tel.: 011-52247-214-66.

SOUTHEAST ASIA — An Asian-based firm is seeking a qualified partner for **investment in a coal-mining industry** in which the deposit is approximately 3 million tons. Contact Andi Winarta, Director, or James Kurniawan, GrandCan International, 73 Lorraine Drive, North York, Ontario M2N 2E3. Tel.: (416) 223-9072. Fax: (416) 730-8985.

Bonds Without Worry — from page 2

reinsures the surety company issuing the bond and shares the risks with the surety. Alternatively, where a reinsurance structure is not feasible, EDC may be prepared to issue surety bonds directly to the beneficiary. In either case, EDC's involvement could facilitate bonding for non-traditional industries and markets.

Furthermore, EDC coverage helps obtain financing. Because an exporter must have adequate collateral for a bank to issue a guarantee, the exporter risks being left

with insufficient working capital to meet its needs. However, Bid Security Guarantees and Performance Security Guarantees provide direct working capital support to an exporter by fully securing the bank's exposure. The exporter can then access existing operating lines of credit or cash reserves, which would otherwise be committed as security to the bank.

For more information, contact Kirk Anderson at EDC, Ottawa. Tel.: (613) 598-2500. Fax: (613) 598-2775.

Exports to Emerging Markets

EDC Introduces New Financing Mechanism

New financing and risk management support, which would enable Canadian exporters to increase their competitiveness in emerging markets, now is available from the Export Development Corporation (EDC).

According to this mechanism, EDC will consider public- or private-sector projects and transactions in countries for which EDC support was previously either closed or heavily restricted, such as Argentina, Ghana, Jamaica, Jordan, Kazakhstan, Lebanon, Romania and Vietnam. Brazil, Peru and possibly, Egypt, could also benefit from EDC support to their private-sector projects and transactions.

Market demand and a combination of financial factors determine EDC's choice of countries. EDC also takes into account such factors as foreign exchange earnings,

other financial partners, level of capitalization and quality of sponsors. Legal and regulatory structures and foreign-investment criteria will also be evaluated by EDC.

For further information, contact Rod Giles, EDC, Ottawa. Tel.: (613) 598-2904.

Open for Business

The Canadian Embassy in the Republic of Kazakhstan still is "open for business"; however, the new address is: Canadian Embassy, 157 Prospect Abaya, 6th Floor, 480009 Almaty, Republic of Kazakhstan. Tel.: 011-7-3272-509381. Fax: 011-7-3272-509380.

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.

