

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) — An Edmonton-based company with liaison offices in Hong Kong, Guangzhou, Jinan, Shanghai and Beijing offers **technology transfer, real estate development consulting, joint ventures and marketing services** to companies interested in the Chinese and Hong Kong market. The company is engaged primarily in building materials, real estate development, construction equipment, and new/used plants. Contact R. LaBrie, Director, Pacific Asia Canada Trade (PAC) & Development Group Ltd., 2/F, 11514 Jasper Avenue, Edmonton. Tel.: (403) 488-3888. Fax: (403) 488-0573. Interested parties may also contact Joseph Lam, Director, PAC, 1503 Westlands Centre, 20 Westlands Road, Quarry Bay, Hong Kong. Tel.: (852) 880-5226. Fax: (852) 880-5062.

INDIA — A well-established trading house in this country seeks an **experienced partner, on a joint-venture basis**, to help set up a **factory** in India. Contact P.P. Singh, P & S Trading Corporation, 6200 McKay Avenue, Suite 145-785, Burnaby, B.C. Tel.: (604) 444-4294. Fax: (604) 433-1552.

INDIA — A very prominent company which operates a major chemical complex and which has wide experience in a variety of chemically-related projects wishes to enter into a **joint venture arrangement in the area of chemicals production**. Contact G.M. Kapur, Managing Director, Sanderson Industries Ltd., 240B,

Acharya J.C. Bose Road, Calcutta-700 020. Tel.: 247-1561/3427/6190. Fax: (91) 33-2476876/2486336. Telex: 215141 SAND IN.

MOROCCO — An investor group is seeking **equipment for making all kinds of sandpaper**. Interested companies may contact Abdellah Azelmad, Vice-President, Goal Electronics. Tel.: (514) 523-0192. Fax: (514) 528-1017. Send all information to 805 Gilford, Montreal H2J 1P1.

NETHERLANDS — A well-established Dutch importer/distributor seeks direct contact with Canadian manufacturers of **fasteners for the building industry**. The firm works on the basis of exclusive representation only. Contact Johan P. Hooijkaas, President, Northern Engineering Services BV, P.O. Box 431, 1380 Ak Weesp, Netherlands. Tel.: (2940) 18844. Fax: (2940) 14881.

NEW ZEALAND — An importer/wholesale distributor company wishes to contact top-performing, quality-conscious manufacturers of **industrial work stations and storage items**. The company seeks, particularly, manufacturers of work benches, storage systems, metal tool boxes and industrial type "containers" of any size or description. Contact E. Sime & Company Limited, 61 Seaview Road, P.O. Box 31-332, Lower Hutt, New Zealand. Tel.: (04) 568-4126. Fax: (04) 568-3027.

VENEZUELA — A trading house with excellent connections in the **oil, mining and petrochemical industries** wishes to contact Canadian counterparts wishing to export their products to this market. Contact Ernesto Muchacho, Almar, C.A., Centro Empresarial Miranda, Av. Fco. de Miranda. Tel.: 582-238-4530. Fax: 582-238-6067.

CONTRACTS AWARDED

Stone Marine Canada Ltd./Ltée, Iberville, Quebec, through the Canadian Commercial Corporation, has been awarded a C\$1.7 million contract, under terms of the U.S./Canada Defence Production Agreement, for the production and delivery of propeller blade sets for the U.S. Naval Sea Systems Command, Arlington, Virginia.

Lab-Volt Ltée/Ltd., Montreal, Quebec, through the Canadian Commercial Corporation, has won an important C\$13.1 million contract with the Ministry of Education and Culture of the Republic of Ecuador. Under the three-year contract, Lab-Volt will manufac-

ture educational, hands-on training equipment for use in the study of electricity, electronics, electro-mechanical, refrigeration and air-conditioning instrumentation and process control, and of hydraulics and pneumatics, in various technical institutes throughout Ecuador. The company also will provide related installation and training services.

Polygon Fire Protection Inc., Saint-Laurent, Quebec, has been awarded a \$600,000 contract to provide a complete fire protection system for the Jordanian Fine Hygienic Paper Company.