

BUSINESS OPPORTUNITIES

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

BRAZIL — A company here wishes to represent Canadian manufacturers of **20 and 40 watt fluorescent lights** for distribution throughout Brazil. Contact Amilton F. Abdo, Commercial Director, Kingdom Importacao E Exportacao, Rue Valinhos, 235, 13170-570 Sumare, SP. Tel.: (55-192) 73-2143. Fax: (55-192) 73-6315.

BRAZIL — A company would like to import **motion sensing devices, photocell devices, wireless door bells and timers**. Contact Ricardo Magalnic, Commercial Manager, Keywest Importacao E Comercio Ltda., Rum Concelheiro Bretaro, 761, 01232-011, Sao Paulo, SP. Fax: (55-11) 270-5343.

CHINA (People's Republic) — Two companies here are looking for the supply of turnkey equipment for the production of: **apple juice concentrates and fruit juice; and wooden sticks for ice cream bars**. Contact C. Y. Hung, Marketing Director, Sahari Trading Ltd., Suite 101, 416 Sixth Street, New Westminster, BC, V3L 3B2. Tel.: (604) 521-7008. Fax: (604) 521-4007.

FRANCE — A long-established small **pharmaceutical com-**

pany is seeking a partner for co-marketing each other's products in respective markets. The company has established distributors in North Africa, Middle East and South America. The company is looking for a partner who can undertake the regulatory approval of its prescription products in Canada. Contact Peter Kallai, CMG Canadian Marketing Group. Tel.: (613) 567-9406. Fax: (613) 567-9170.

NEW ZEALAND — One of Australasia's most experienced **traffic systems companies** specializing in, among other areas, **road signalling intersections, parking installations, and telemetry systems for international telecommunications and power industries** wishes to contact similar Canadian companies with a view to **importing or establishing joint ventures**. Contact John Elston, Commercial Manager, Harding Electronic Systems Ltd., 44 Wainui Road, P.O. Box 36-007, Lower Hutt, New Zealand. Tel.: 64-4-569-6089. Fax: 64-4-569-7119.

PORTUGAL — A company seeks Canadian exporters of **household electronics and small appliances**. Contact Asfer-Malhas de Portugal Lda., Seccao de Electrodomesticos, Avenida Riode Janeiro, 50-A, Alvalade, 1700 Lisboa. Tel.: 351-1-848-3460. Fax: 351-1-849-4879.

SOUTH AFRICA — A company here seeks a **business relationship** with a manufacturer or supplier of **specialized electrical utility equipment** for 11-88kV electrical distribution network. Products should include, but not be limited to, sectionalizers, auto-reclosers, switches, specialized current and voltage transformers, porcelains etc. Interested parties may contact Bruce Fraser at the Canadian High Commission Trade Office in Johannesburg. Fax: 011-27-11-442-3325.

SOUTHEAST ASIA — A Canadian-owned, Asian-based company wishes to **represent railway equipment/machinery manufacturers** in Malaysia, Singapore, Indonesia, the Philippines and Vietnam. The firm deals with large and medium-size distributors in these areas. Contact Andi Winarta or James Kurniawan, GrandCan International, 73 Lorraine Drive, North York, Ontario M2N 2E3. Tel.: (416) 223-9072/730-8736. Fax: (416) 730-8985.

VENEZUELA — A Caracas-based group seeks a **joint venture Canadian partner to start up a new plant for the production of heat-resistant opaline and transparent glass oven and tableware**. Contact Rafael Jimenez, Oficina Tecnica Morgan, C.A., Avda Ppal el Bosque, Edificio Pichincha, Of 93, Chacaito, Caracas 1067. Tel.: 582-710941/710569/721851. Fax: 582-952-1869.



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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.