

BUSINESS OPPORTUNITIES

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

CZECHOSLOVAKIA — An established engineering firm is looking for **new partners or capital** to expand or diversify its production capacity. The company's primary products are **molds** (thermoplast, cast aluminum, non-ferrous metal pressure molds), **drilling/milling/spreading machines, and measuring instruments for boring machines.** Contact Pavel Buzek, Marketing Manager, Lada a.s. Sobeslav, 377 81 Jindrichuv Hradec, Czechoslovakia. Tel.: (0042) 331 23091. Fax: (0042) 331 26623.

NETHERLANDS — A company

in The Hague wishes to expand its range of **private mobile radio products** and seeks information from Canadian suppliers as well as a **portable radio** whose specifications are: 146-178 MHz and 440-470 MHz; two channels; 20/25/12.5 kHz; 2-8 MHz; -25/+60 temp; IP 54; simplex or semi-simplex; 0.1-1 watt adjustable; 5-tone signal ZVEI; 5-tone sequence encoder-decoder with I.D.; call acknowledge; emergency call; acoustic and optical call signal; encoding one or two single tones; group-collective call CTCSS. Contact M. Voorsluis, Room ST 914, PTT Telecom BV, Mobile Division, P.O. Box 30150, The Hague, Netherlands.

NEW ZEALAND — A major company here wishes to contact Cana-

dian manufacturers of **heavy truck drive trains, clutches, transmissions, drive shafts, power take-offs, differentials, suspension systems, brake systems and axles.** To carry out a major expansion of its product line, the company will consider **any truck/trailer part.** Contact David Wright, Manager, Parts Division, TRT Transport Centre, P.O. Box 10-076, Te Rapā, Hamilton, New Zealand. Fax: 64-7-849-3628.

POLAND — A manufacturer of **guillotine shears, hydraulic and mechanical presses** seeks **potential commercial partners and/or investors.** Contact P. Faruga, General Manager, PLASOMAT, 02-468 Warsaw, ul, Technikow 40. Fax: 4822/238-083. Telex: 813693 fpa pl.

Bidding on United States Federal Contracts

Since being published in the **January 15, 1992, Vol. 10, No. 1** issue of *CanadExport*, the U.S. phone system has changed, as have the contact names and solicitation issuance dates for the federal contract bidding opportunities listed in that article. The amended version, together with the regular introduction, follows.

Canadian companies have an opportunity to bid on the following U.S. federal government schedule contracts with the General Services Administration (which are similar to Supply and Services Canada's Standing Offer Program). Solicitation will be available as noted below; the bid period usually closes 30 days after that.

Instrument and Laboratory Equipment — electrical and elec-

tronic components and test equipment. Expected contract value: **\$300 million.** Next open season solicitation expected **March 1992.** Schedule identification: **66 II H.** Contact: **Mrs. Novelene Burns.** Tel.: (703) 305-6201.

Special Industry Machinery — lithographic printing plates, solutions and masters; printing, duplicating and book-binding equipment; pulverizing, pulping and shredding machines. Expected contract value: **\$108,634,000.** Next open season solicitation expected **June, 1992.** (Call at the end of April to get on the mailing list). Schedule identification: **36 II.** Contact: **Linda Dogan.** Tel.: (703) 305-5994; or **Marg Lyddane.** Tel.: (703) 305-6591.

Laboratory Instruments and Equipment — Blood chemistry

analysis systems; diluter pipettes. Expected contract value: **\$260 million.** Next open season solicitation expected **March, 1993.** Solicitation identification: **66 II A.** Contact: **Oscar Watson.** Tel.: (703) 305-5954.

Upholstered Household and Quarters Furniture. Expected contract value: **\$200,000.** Next open season solicitation expected **April, 1992.** Solicitation identification: **71 I E.** Contact **Jimmy Reid.** Tel.: (703) 305-6221.

To find out about U.S. federal contract opportunities for other products or for more general information on this procurement process, contact Judith Bradt, Canadian Embassy, Washington, D.C., tel.: (202) 682-7746; the fax is (202) 682-7619.