

# 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 Canadian-based company specializing in design and construction, and with liaison offices in Hong Kong, Quangzhou, Shanghai and Beijing, offers Canadian developers **joint venture partnership arrangements in major development/infrastructure projects with one of the three largest and powerful financial and international investment institutions in China.** This institution will be taking **actual equity contributions** in all projects. A **financial/development consortium** may be formed with additional Hong Kong financial partners. Serious parties may contact R. Fung, C.E.O., Pacific Asia Canada Trade and Development Group Ltd. (PAC), 2/F, 11514 Jasper Ave., Edmonton. Tel.: (403) 488-3888. Fax: (403) 488-0573. Or S.K. Lam, Director, PAC, 1503 Westlands Centre, 20 Westlands Road, Quarry Bay, Hong Kong. Tel.: (852) 880-5226. Fax: (852) 880-5062.

**CHINA (People's Republic) —** A company wishes to enter into a **joint venture** with a Canadian firm to produce silk clothing

for sale to North America Free Trade Agreement countries. The company, which has joint ventures in Argentina and Germany, produces more than two million pieces of silk products per year and comes under the umbrella of the Ministry of Foreign Trade and Economic Cooperation. Contact Cadorel International, 16 Beechwood Avenue, Suite 200, Ottawa K1L 8L9. Tel.: (613) 745-9908. Fax: (613) 745-0110.

**NEW ZEALAND —** A leading manufacturer, importer and exporter of **telecommunications, defence products and advanced systems** wishes to contact similar companies in Canada with a view to **importing** such products or to forming **joint venture partnerships.** Contact David Clist, Manager, Telecommunications Group, Marine-Air Systems Ltd., P.O. Box 30-248, 24 Bridge Street, Lower Hutt, Wellington, New Zealand. Tel.: +64-4-569-2170. Fax: +64-4-566-1247.

**NEW ZEALAND —** A telecommunications firm wishes to **import** or enter into **joint venture arrangements** with Canadian companies engaged in the manufacture of **consumer appliances, defence and aerospace products, computer-based systems for industrial applications, and telecommu-**

**nications products and software.** Contact Peter Crow, Sales and Marketing Manager, Radiola Corporation, Wineera Drive, Porirua, Wellington, New Zealand. Tel.: 64-4-2370159. Fax: 64-4-2371267.

**PARAGUAY —** A company would like to represent, for sale in the local market, Canadian exporters/manufacturers of a variety of **consumer goods.** The firm's clients are interested in importing, among other consumer items: **sweets (candy, chewing gum); canned juices, beer, fruits and vegetables; canned fish (tuna, sardines); tubes and tires; auto parts; and car and truck batteries.** Contact Victor L. Gehrts, Manager, Belmar S.R.L., L.A. de Herrera 185, 1er Piso B, P.O. Box 1595, Asuncion, Paraguay. Tel.: (595) 21-445177. Fax: (595) 21-442514.

**SAUDI ARABIA —** A Riyadh-based company is interested in entering into a **joint venture** with a Canadian firm that specializes in the **leather tannery industry.** Ideally, the Canadian partner would **provide expertise, equipment, and manufacturing and marketing capabilities.** Contact Dr. M.M. Tabba, Saudi Rehab, P.O. Box 52878, Riyadh 11573, Saudi Arabia. Tel.: (966-1) 465-7207. Fax: (966-1) 465-0136.

## 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.

