

BUSINESS OPPORTUNITIES

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

CHINA (People's Republic) — A Canada-based representative of a Chinese firm seeks suppliers of **potassium sulphate**, the first order being for 12,500 tons. The yearly requirement will be for between 40,000 tons and 50,000 tons. Contact Guogen International Enterprises, Ottawa, Tel.: (613) 824-6198; Fax: (613) 824-6735.

HUNGARY — A Hungarian-Canadian company is looking for Canadian **joint venture partners** and exporters to set up **manufacturing facilities** and/or **commercial and industrial warehousing** in Northeastern Hungary. There is particular interest in **fruit processing (frozen, canned) and water bottling companies**. For more information, contact John N. Vinnai, 4009 Greenlane Road, Beamsville, Ontario L0R 1B1, Tel.: (905) 562-5863; Fax: (905) 562-7463. In Hungary, contact Miklos Vinnai, 3950 Sarospatak,

Nagy Lajos u. 12, Tel./Fax: (36) 47-322-729 or (36) 47-312-500.

INDIA — Indian Crown Corporation, engaged in manufacturing machine tools (with ISO 9001 accreditation) is interested in **joint venture or technical tie-up for manufacturing state-of-the-art machine tools, forgings and castings**. Contact Mr. G.D. Pawan Kumar, Deputy Manager (Export, Import), Praga Tools Limited, 6-6-8/32, Kavadi-guda Road Hyderabad 500 080, India, Tel.: (040) 833 272 821 010; Fax: (040) 930365.

INDIA — Established in 1983, a private-sector manufacturer of ventilation and air pollution control equipment is interested in **licensing agreement to manufacture and market heavy-duty industrial fans in India**. Contact in Canada: Mr. Sudhin Mukherjee Consultant, 4905 Cavendish Blvd., Montreal, Quebec, Tel.: (514) 489-8460; Fax: (514)

489 6554. Contact in India: Mr. J.P. Lahiri, BKM Engineering Enterprises, 251 Nagendra Nath Road, Satgachi, Calcutta 700 028, Tel.: (033) 244 6137.

NEPAL — An importer/distributor of pharmaceutical products wishes to contact manufacturers of **cancer-treatment drugs**. Contact Ramesh M. Tuladhar, Managing Director, Meditrade Bureau Nepal, Kathmandu, Nepal, Tel.: 977-1-224734/216446; Fax: 977-1-225837/220040.

SOUTHEAST ASIA — A complete and operational **wood pulp and paper mill** (of the mechanical or chemical type) is being sought for relocation to a client in Southeast Asia. Contact Frank Fileccia, President, Surplus Supply Ltd., Fort Frances, Ontario, Tel.: (807) 274-2988; Fax: (807) 274-8351; International Trade BBS: (807) 274-1771.

EDC Launches New Small Business Finance Group

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EDC credit insurance protects exporters for up to 90 per cent of the value of their exports if the foreign buyer does not pay. In addition, smaller exporters use EDC-insured export receivables as collateral to access increased working capital from their banks.

Other highlights reported by EDC in 1995 include:

- a record 2,462 customers served, up 15 per cent from 1994, with more than 80 per cent of these being SMEs;
- productivity ratio up 46 per cent to \$302 (business volume supported per dollar spent on administration);
- non-performing loans down 27 per cent to \$1.9 billion, or 19 per cent of total receivable loans;
- net income of \$44 million, including operating income of \$33 million and \$11 million in debt-relief payments from the federal government (excluding debt relief, net income rose 65 per cent from the previous year).

In addition to its record business volume, EDC's capital base rose \$82 million to \$1.17 billion, consisting of \$851 million in share capital and \$322 million in retained earnings. Exports supported by EDC on the basis of investment helped create or sustain more than 500,000 jobs in 1995.

To receive copies of the annual report, contact Aline Bordeleau at (613) 598-6849.