

BUSINESS OPPORTUNITIES

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

ARGENTINA — Parties interested in bidding on the **sanitary service concession** for the city (and district) of Olavarria, Buenos Aires, may obtain the bid specifications (US\$10,000) from the Secretaria de Obras y Servicios Publicos de la Municipalidad de Olavarria, San Martin esquina Rivadavia, (7400) Olavarria, Pcia. de Buenos Aires, Tel.: (54-284) 20368 or (54-284) 27475, ext. 226/229 and 245 (between 0700 and 1300 Argentine time). Proposals will be opened April 30, 1996

CHINA (People's Republic) — A fermentation company seeks a **joint venture partner to provide key equipment, advanced technology and/or cash for the production of edible alcohol and vodka** for marketing in China and the former Soviet Union. Contact Jay Zhang, Vice President, C & C International Inc., Waterloo, Ontario, Tel.: (519) 747-9783; Fax: (519) 747-2755; or contact directly, Mr. Miao, Chief Engineer, China International Economic Consultants Co. Ltd., Tel.: (10) 4662072; Fax: (10) 4662468.

EGYPT — Manufacturers here are interested in **importing a variety of equipment** and in discussing **joint venture partnerships, technology transfer and the manufacture under license** in areas such as: **plastics** (household products, toys); **plastics recycling equipment; technology for the production of VHS video tape, computer and compact discs; health and**

beauty products; and medical supplies. Contact Mark Nader Behelak, Cart-Aide Inc., Montreal, Tel.: (514) 288-2068; Fax: (514) 288-5321.

ITALY — The famous Italian race car and sports car manufacturer, **Ferrari**, would like to hear from Canadian **automotive suppliers** of: dies and related equipment for aluminium die forging; dies and related equipment for steel stamping; low-iron content, high-quality aluminium ingots for smelting; Canadian **aerospace companies/suppliers** of aeronautical quality: titanium and aeronautical composite materials; piston explosion engine; variable-displacement hydraulic/oil pumps; gears; structural components; steel for camshafts; and transmissions. Contact at Ferrari and specifications for the aluminium ingots are available from Luc Santerre, Vice-Consul and Assistant Trade Commissioner, Canadian Consulate General, Via Vittor Pisani, 19, 20124 Milan MI, Italy, Tel.: (011-39-2) 6758-3365; Fax: (011-39-2) 6758-3900; E-mail:

luc.l.s.santerre@milan.01.x400.gc.ca.

ITALY — An Italian manufacturer of **truck loaders/cranes** is looking for a Canadian manufacturer with a **distribution network** to assemble one or two of its models for the **Canadian and U.S. markets.** The company currently sells 20-25 loader/cranes a year in Canada through distributors. With local assembly, the

company believes the potential would increase to 150-200 cranes a year. Contact at Italian company available from Luc Santerre, Vice-Consul and Assistant Trade Commissioner, Canadian Consulate General, Via Vittor Pisani, 19, 20124 Milan MI, Italy, Tel.: (011-39-2) 6758-3365; Fax: (011-39-2) 6758-3900; E-mail: luc.l.s.santerre@milan.01.x400.gc.ca.

ITALY — An Italian assembler of **urban buses, specializing in shuttle buses,** is interested in contacting Canadian bus manufacturers to discuss **mutual technology transfer.** The company employs 130 people and has annual sales of about \$125 million. It is looking for a partner of similar size that could adapt its shuttle bus technology to North American standards and could do the same for the European market for the Canadian company. Contact at Italian company available from Luc Santerre, Vice-Consul and Assistant Trade Commissioner, Canadian Consulate General, Via Vittor Pisani, 19, 20124 Milan MI, Italy, Tel.: (011-39-2) 6758-3365; Fax: (011-39-2) 6758-3900; E-mail:

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TAIWAN — A Taiwan-based company wishes to import **cosmetic beauty equipment** (as well as export similar products to Canada). Items being sought include: **elastometer, moisture gauge** (digital voltage metre); **equipment to measure skin**

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