

# BUSINESS OPPORTUNITIES

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

**BANGLADESH** — A company seeks a **joint venture partner** for the manufacture of a **pole-top type distribution transformer (5 kva-100 kva)** to be used by the country's Rural Electrification Board. The firm's Canadian representative is Mohammed Hossain, Bacan International, 1442 Lawrence Avenue West, Suite 802, Toronto M6L 1B5, Tel.: (416) 241-7315; Fax: (416) 241-7321.

## Invitations to Tender on Hong Kong Government Internet

Invitations to tender for the supply of goods and services to the Government of Hong Kong now can be accessed on the Internet through a GSD Home Page.

The GSD (Government Supplies Department) is the central purchasing, storage and supplies organization for the Hong Kong Government, serving over 80 government departments and agencies and many non-government organizations, including the Hospital Authority.

In 1994, Canadian companies sold some Cdn\$16 million worth of goods (mostly telecommunications, medical and information

technology equipment) to the Hong Kong Government — which, in the next 12 months, forecasts spending about Cdn\$1 billion on major purchases.

The new service will provide potential suppliers with easier access to information about current tenders. Further inquiries may be sent to them directly by E-mail, though completed tenders must still be placed in the designated tender box.

GSD's Internet services provider is Hong Kong Star Internet Ltd. Their Internet address is: <http://www.hkstar.com/gsd/tender.htm>.

## New Action Plan for Japan — *Continued from page 1*

the "buy Japanese at all costs" mentality is fast disappearing.

### Flexible Plan

Like the Japanese economy itself, Canada's *Action Plan for Japan* is dynamic. This is the fourth version of the *Action Plan for Japan* since it was first launched in May 1993. It responds to changes in Japan and the needs of Canadian exporters who are trying to capitalize in this dynamic and lucrative market.

Two new sectors, health products and consumer products (furniture), have been added. This will help to position many new Canadian small- and medium-size businesses to enter Japan's often confusing market.

Two other sectors, auto parts

and aerospace, have been graduated from Canada's *Action Plan for Japan*. Canadian aerospace and auto parts companies are competitive and mature exporters. In many cases Canadian firms have developed long-term relationships with Japanese partners to develop products for export to Japan and the world.

For example, Mitsubishi's collaboration with Bombardier to produce the Global Express passenger aircraft is a major success story of Canadian business activity in Japan.

### Team Approach The Constant

What has not changed in Canada's *Action Plan for Japan* is the successful Team Canada approach to export development.

Committed industry groups are in the forefront with support from federal and provincial levels of government. Together, all the players can utilize a cost-sharing partnership that maximizes returns to Canadian business.

### Copies/Contacts

An integral part of the Government of Canada's efforts to promote trade in Asia/Pacific, Canada's *Action Plan for Japan* is available from the Japan Division, Department of Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa K1A 0G2.

Further information on Canada-Japan trade matters also may be obtained through the above address or: Tel.: (613) 995-1282; Fax: (613) 943-8286.