



BUSINESS OPPORTUNITIES

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

AUSTRALIA — A major food ingredient distributor for more than 20 years and with offices, warehouses and staff in all major cities in Australia and New Zealand, seeks companies wishing to expand into the industry markets which it supports. These include the **bakery, dairy and ice cream, beverages, prepared meals and smallgoods industries.** The firm also seeks **high fibre ingredients, gum products (e.g. agar, guar), bread softeners, Glucono Delta Lactone, fruit puree and concentrates, native and modified starches, emulsifiers, intense sweeteners, cold-pressed oils, and protein products.** Contact Grant Muirhead, Manager-Food Ingredients, Chemiplas Australia Pty Ltd., P.O. Box 545, Epping, New South Wales 2121, Australia, Tel.: 61-2-9869-8333; Fax: 61-2-9868-4441.

CHINA (People's Republic) — A Toronto-based company can provide, at cost, detailed project specifications for a total of 102 **environmental infrastructure projects** to be implemented over the next four years in 11 provinces and autonomous regions of China. The projects, which will be internationally tendered within the next year, cover **water and waste water treatment; control and prevention of airborne pollution; acid rain prevention and environmental improvement; solid waste management; construction of power plants and energy supply networks; and comprehensive environmental protection and management.** The project

specification package (costing \$60, plus \$15 for shipping and handling) consists of project background, technology/equipment requirements, project schedule, contact persons, addresses and telephone numbers. Contact Ivy Li, Millian Business Inc., 985 Gerard Street East, Unit 3, Toronto M4M 1Z4, Tel.: (416) 805-5018; Fax: (416) 469-0097.

MIDDLE EAST — An import/export company with 30 years of experience in **water works** and with offices in Toronto and Tehran seeks **Canadian suppliers with new innovations in the supply, treatment, transmission and distribution of potable and industrial waste waters.** Contact M. Hedayat-zadeh, 40 Harding

Boulevard West, Suite 602, Richmond Hill, Ontario L4C 9S5, Tel.: (905) 508-1025; Fax: (905) 508-0125.

PHILIPPINES — The representative of a Philippines-based company, with a view to entering a **technology transfer or joint venture arrangement,** is seeking **straw, wheat and rice board producers and equipment manufacturers.** Contact (quoting code number PH9005) Cleveland H. Blythe, The EMT Group, Fairview Mall, P.O. Box 55097, 1800 Sheppard Avenue East, North York, Ontario M2J 5B9, Tel.: (416) 410-5109; Fax: (416) 410-5517; E-mail: emtecgrp@idirect.com

GATT, WTO Tender Invitations On-Line

Invitations to tender from General Agreement on Tariffs and Trade (GATT) and World Trade Organization (WTO) countries (this includes the 15-member states of the European Union, the U.S.A., Japan) around the globe are now available on-line. *Tenders Electronic Daily (TED)* is a database developed under the authority and directives of the European Commission. Said to be the best available source of **information on current worldwide public purchasing,** TED covers all areas that are subject to government spending, including supply, service and public works contracts

above certain monetary thresholds. With an average 30,000 documents in TED each day, there is a good chance that most companies will find one in their particular field.

For a free document search and sample invitation to tender or contract award, registration and subscription fees, as well as on-line charges, contact Advanced Information Databases Inc. of Woodstock, Ontario — the official gateway in North America for the databases of the European Union. Tel.: 1-800-890-1692. Fax: (519) 539-3176. E-mail: adinfo@adinfo.com