

## Geelong the Place to Belong — from page 3

ented **braking system** (technology has been patented in Canada) for use in off-track and rough terrain vehicles in mining, logging and recreational applications.

- **Paratus Industries Pty., Ltd.**, 26-30 Holmes Street, North Geelong, Victoria 3215, Australia. Fax: Gerit de Grotenhuis 052-78-9177. Major manufacturer of **leather trim for auto industry**, this winner of State 1992 small business excellence award seeks **new products and technology for automotive application** (trim and accessories) for **joint venture or manufacture under license** in Australia.

- **Idyll Vineyards Pty.**, Ballan Road, Moorabool, Victoria 3221, Australia. Contact Nini Sefton. A producer of premium, high-quality **white wine**, this firm seeks **representation** for Canadian and North American markets.

- **Kempe Project Engineering**, 5 George Street, Portland, Victoria 3305, Australia. Fax: Alf Jones 055-23-5105. Seeking Canadian source of **crucible cleaning equipment** for aluminum smelters for **manufacture under license or joint venture** in Australia. Also interested in **co-marketing** in South East Asia.

- **Blahan Industrial Co. Pty., Ltd.**, P.O. Box 340, Geelong, Victoria 3220, Australia. Fax: Brian Hanrahan 052-48-5440. Seeking Canadian suppliers of **chemicals for the textile industry** for possible **joint marketing** in South East Asian markets.

- **Industrial Control Technology**, P.O. Box 165, Newton, Victoria 3220, Australia. Fax: Mark Crittenden 052-21-2799. This firm supplies **instrumentation and process control equipment** to major refineries, smelters, cement and other industries in the Geelong

region. Interested in **representing** new exporters in this field. Also can manufacture a range of process control equipment **under license or as a joint venture** for Australian and regional markets.

The Canadian Consulate in Melbourne, Victoria, is responsible for trade development in the states of Tasmania, South Australia, Western Australia and Victoria.

Trade staff would be pleased to provide additional information and assistance regarding the above-noted firms or other potential sales opportunities in their territory.

The High Commission in Canberra, ACT and Consulate General in Sydney, New South Wales, also provide a full range of export market development assistance and services to Canadian firms interested in the Australian market.

For more information concerning opportunities in Geelong and the State of Victoria, contact the Consul and Senior Trade Commissioner, Canadian Consulate, No. 1 Collins Street, 6th Floor, Melbourne, Victoria 3000. Tel.: 61-03-654-1433. Fax: 61-03-650-5939.

### *Cuba Sends out Quotation Request for Supply of Steel Sheets*

The purchasing agency for Cuba's Ministry of Steel Industry has sent out a quotation request (No. C2-7365) for **steel sheets for bus manufacturing**. Specifications are numerous but total quantities for steel sheet (hot and cold-rolled) amount to 930 tons. Prices should be quoted FOB Montreal. Payment is by irrevocable letter of credit, payable at

sight. Delivery (two to three shipments) can be discussed but will start 30-45 days after issuance of letter of credit. Companies may send price quotations to or request specifications from the Canadian Embassy, Havana. Fax: (011-53-7) 33-2044. Telex: (Destination code 28) 51-1586 CAN CU. Staff will forward and follow up on behalf of interested parties.

#### Deadline Near:

### **Ethiopia Invites Sealed Bids for Supply of Various Items**

With a bid closing date of March 29, 1993, the Institute of Agricultural Research (IAR) is inviting sealed bids (tender no. IDA-1521-ET-1-91) for the supply of a number of items. They include: **laboratory** (including supplies and chemicals) **and field equipment, audio visual equipment, microcomputers and electronic typewriters and calculators, vehi-**

**cles** (station wagons, double cabin pick-ups, mini buses and trucks), **and two green houses**. Source of financing is the IDA. A two per cent bid bond is required and documents cost approximately C\$13.00. Interested Canadian suppliers may contact the Canadian Embassy, Addis Ababa. Fax: (011-251-1) 51.28.18. Telex: 21053 (DOMCAN ET).