

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

CHINA (People's Republic) — Companies in this country's Xinjiang Autonomous Region are seeking **joint venture partners** in a number of areas. They include: beverage manufacturers, barley beer production lines, textile manufacturers, wool-dyeing technologies, fur garment manufacturers, leather shoe-making technologies, tourist services, livestock and poultry industries, food manufacturers. Contact Lily W. L. He, CW International Trade Company, 3920 Robinson Street, Suite 5, Regina, Saskatchewan S4S 3C8. Tel.: (306) 584-5628. Fax: (306) 584-9648.

CHINA (People's Republic) — Companies interested in entering **joint venture/licensing arrangements, product introductions or seeking business services** with the People's Republic of China (PRC) may contact Richard Griffiths, International Sales Director, KENTONGROUP, 160 East Beaver Creek Road, Unit 16, Richmond Hill, Ontario L4B 3L4. Tel.: (416) 882-1808. Fax: (416) 754-8916. With offices as well in Hong Kong and the PRC, this group has been active, since the early 1980s, in promoting Canadian products in the Far East, particularly in China.

INDIA — Companies interested in entering **joint venture/licensing arrangements** or in providing **production technology** may wish to contact the Canadian representative of a well-established industrialist group in India. Contact Asif Vankalwala, 22 Storey Place, Markham, Ontario L3S 3B4. Tel.: (416) 497-4970/472-

5417. Fax: (416) 472-4957.

NEW ZEALAND — A company here wishes to **act as distributor** for Canadian manufacturers of such products as **hearing aids** and accessories and **diagnostic and screening medical instruments**. The firm's customers include industry, government, defence, marine, hospital, education and services organizations throughout New Zealand. Contact Reid Technology Ltd., 3-5 Auburn Street, Takapuna,

Canadian firms that wish to have their **products distributed in Africa**, via Zimbabwe, or that wish to enter **joint ventures** in Zimbabwe. Contact Bethel Salis, Zim-Can Distributors, 99 Bates Way, Markham, Ontario L6C 1R7. Fax: (416) 887-5326.

VENEZUELA — A firm dealing in office machineries and equipment is willing to represent Canadian companies interested in the Venezuelan market. Contact: Gerardo Viloria, President, Distribuidora Ofamaca,

BUSINESS OPPORTUNITIES

North Shore City, P.O. Box 1898, Auckland, New Zealand. Tel.: 0-9-489-8100. Fax: 0-9-489-8585.

PERU — Companies interested in developing a market in Peru, especially in **high tech voice/data/image/telecommunications** — and having access to the services of an office already established in Lima — may wish to contact Nicolas Salazar, Coronel Portillo 396, Dpt. 112, San Isidro, Lima 27, Peru. Tel.: (5114) 221853. Fax: (5114) 411577.

SLOVENIA — A Canadian-owned, Slovene-based trading company wishes to reach Canadian companies interested in exporting to that country. The firm will also **act as a distributor** to the Slovene market. Contact David Gardner, President, Legend International, Jakceva 39, 61000 Ljubljana, Slovenia. Phone/fax: 38-61-103-364.

TAIWAN — Canadian suppliers of **nepheline syenite** are being sought by Mr. Chang, Wide Channel Co., Ltd., No. 15, Ta-Tun 19 St. W. Area, Taichung, Taiwan, R.O.C. Tel.: 886-4-3280477. Fax: 886-4-3270716.

ZIMBABWE — A number of companies in Zimbabwe are seeking

C.A. Av. FCO. de Miranda, Edif. Galipan, Torre A. Sotano, Caracas, Venezuela. Tel.: 582/951-2239/951-3826. Fax: 582/951-2239.

VENEZUELA — A trading house dealing in **consumer goods** wants to represent Canadian firms in Venezuela and surrounding countries. Contact: Walfredo Hernandez, Evertop Trading, C.A. C/C Los Chaguaramos, Piso 14, Of. 14-01, Urb. Los Chaguaramos, Caracas, Venezuela. Tel.: 582/662-9708. Fax: 582/662-7654.

VENEZUELA — An importer/distributor dealing in **raw materials and machinery for the pharmaceutical industry** is interested in representing Canadian firms in Venezuela. Contact: Begner & Cia., S.R.L., Av. Universidad, Esq. Monroy, Edif. Halven, PISO 4, Caracas, Venezuela. Tel.: 582/572-3497. Fax: 582/571-5629.

VENEZUELA — A **sports goods** importer/distributor wants to contact Canadian companies interested in the Venezuelan market. Contact: Corporacion Ponce & Benzo, Av. La Estancia, CCC Tamanaco, Torre A, PISO 7, Of. 701, Chuao, Caracas, Venezuela. Tel.: 582/959-1282/959-1289. Fax: 582/262-0318.