

BUSINESS OPPORTUNITIES

The Austrian Trade Commission has provided a list of Austrian firms that are interested in representing Canadian companies in Central and Eastern Europe. The activities of the company, the country/region of its interest and the contacts are provided here. Readers are advised, before entering into a contractual agreement, to verify the bona fides of these companies.

An organization involved in **medical equipment, pharmaceutical, equipment for petrochemical industry** will represent firms interested in the Commonwealth of Independent States. Contact Prosystem, Handelgesmbh, Tuchlauben 8, 1010 Vienna. Tel.: 1/5331724. Fax: 1/5336886.

A company engaged in **consumer goods, foodstuffs, textiles, pharmaceutical/medical equipment** will represent firms interested in the Commonwealth of Independent States and the Czech and Slovak Republic. Contact Schillinger Gesmbh, Simmeringer Hauptstr. 36 R6, 1110 Vienna. Tel.: 1/7494590. Fax: 1/7494591.

A company in Moscow involved in **all types of commodities** will represent Canadian companies interested in the Commonwealth of Independent States. Contact Vado International, Import-Export Gesmbh, Mariahilferstrasse 17/11, 1060 Vienna. Tel.: 1/5871786. Fax: 1/569598.

Involved in **consumer goods, machinery, brewery equipment**, a firm will represent companies interested in Eastern Europe. Contact Vienna Trade Gesmbh, Taborstrasse 13, 1020 Vienna. Tel.: 1/216180 0. Fax: 1/216180 4.

A firm engaged in **iron and steel products** will represent firms interested in the Czech and Slovak Republic, Hungary. Contact Voest-Alpine, Stahlhandel CSFR Gesmbh, Lastenstrasse 38, P.O. Box 357, 4021 Linz. Tel.: (0)732/534310. Fax: (0)732/53431 220.

An organization dealing in **lubricants, chemical and pharmaceutical raw materials** will represent firms interested in Slovenia, Croatia, Hungary. Contact Visco, Mineralölhandelsges.m.b.h, Wipplingerstr. 23/23, 1010 Vienna. Tel.: 1/5356653. Fax: 1/5356713.

Involved in **medical and environmental technology, special fittings, machinery**, a company will represent Canadian firms in-

terested in Poland, the Czech and Slovak Republic, Hungary, the Commonwealth of Independent States. Contact Warimpex, Porzellangasse 4, 1090 Vienna. Tel.: 1/3105507 0. Fax: 1/310507 22.

With offices in Moscow, Krasnojarsk an **all types of commodities** company will represent firms interested in Russia. Contact Zema, Handelgesmbh, Kirchengasse 1, 1070 Vienna. Tel.: 1/5261519. Fax: 1/5261521.

A **consumer goods** company will represent Canadian firms interested in Moscow, the Commonwealth of Independent States. Contact Wiehsböck Kg, P.O. Box 110, 1130 Vienna. Tel.: 1/5056125. Fax: 1/5057476 25.

CONTRACTS AWARDED

A North Vancouver personal computer-oriented company, **PenMagic Software Inc.**, has entered into a product licensing agreement with Apple Computer Inc. One of only a handful of software developers selected to team with Apple, the company will provide software for two financial applications for "Newton" — Apple's Personal Digital Assistant (PDA). "In developing this new market with Apple, the business opportunity for PenMagic is enormous," said PenMagic President Norm Francis.

Babcock & Wilcox, Cambridge, Ontario (in conjunction with its partner, **Black & Veatch International**) has been awarded a contract from Taiwan Power

Company to supply a wet Flue Gas Desulphurization (FGD) system to the utility's Taichung Station, units 5-8. The full scope of the project is valued at US\$ 123 million. This project represents a major milestone as the first FGD award for both companies outside of North America.

SR Telecom Inc. (SRT), St. Laurent, Quebec, has been awarded a \$5.4 million contract for the supply of equipment to Entel, the national telephone company of Bolivia. SRT is a world leader in designing, manufacturing and marketing point-to-point microwave products for the provision and upgrade of telephone systems in remote areas. Its systems are now in use in 70 countries.