

# BUSINESS OPPORTUNITIES

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

**UNITED STATES** — Pennsylvania's largest builder and developer plans to compile a potential **supplier/bidders list for building/construction products** utilized by the company. Parties should be manufacturers of Canadian products and be able to supply literature on their products for sale. Contact: Manuel M. Ellenbogen, Canadian Embassy,

Washington DC, Fax: (202) 682-7619.

**UNITED STATES** — Companies have an opportunity to supply **specialized new technologies/ databases** to an Orlando, Florida-based firm that numbers among its primarily defence clients the U.S. Army and the U.S. Air Force. The firm, Lockheed-Martin Information Systems, Inc. (L-M.I.S.), provides and manages the infrastructure, architecture, and processes necessary to develop and implement Advanced Distribution Simulation Technology (ADST) and Distributed Interactive Simulation (DIS).

Opportunities are in: **mission rehearsal simulation, with appropriate databases; infrastructure; and simulation software engineering and compatibility.** L-M.I.S. is seeking a

deliverable product — not expertise in a particular area like LAN/WAN.

Companies should forward a "scope" of their work to Colin McArthur, Business Development Manager, L-M Information Systems, Inc., 12506 Lake Underhill Road, Orlando, Florida 32825, Tel.: (407) 356-0421; Fax: (407) 356-0427, with copies to Bradford Kelly, Canadian Consulate General, Atlanta, Fax: (404) 524-5046.

## France-Canada Commission

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technologies, notably multimedia, environmental industries, and the transport sector, notably high-speed train projects.

The ministers recognized the importance of trade shows of all kinds and missions by business people to promote and develop new business partnerships; they also noted the need to mobilize business associations at all levels to explore avenues for developing new business opportunities between Canadian and French companies, and to foster a productive trans-Atlantic dialogue.

The upcoming high-level visits between the two countries will also provide an opportunity to develop and diversify trading relations.

Minister Galland was accompanied by a delegation of French industrialists that visited Ottawa, Toronto and Montréal.

## Corel Corporation

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For more information on Corel or its products, contact Director of Sales and Marketing for Asia-Pacific, Mark Alberdingk-Thijm. Tel.: (613) 728-0826, ext. 1571. Fax: (613) 761-1403.

## Canada, Ecuador Sign Pact

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ment, expropriation, transfers of funds, trade-related investment measures, transparency, investor-to-state and state-to-state dispute settlements.

This agreement is based on Canada's new model, which incorporates key provisions from NAFTA's investment chapter; in it, Ecuador has agreed to significantly higher commitments on investment protection.

Agreements under the new model also have been signed with Ukraine, Latvia, Trinidad and Tobago, the Philippines, South Africa and Romania.

Negotiations, begun in 1994 and based on the new model, are under way with several key economic partners (China, India, Indonesia, Colombia), where existing and potential Canadian investment is substantial.

Canada has several longstanding FIPAs in force with, for example, Hungary, Poland, the Czech Republic, and Argentina.

Contact Diane Harper, Services, Investment and Intellectual Property Division, Foreign Affairs and International Trade, Ottawa, Tel.: (613) 992-0326; Fax: (613) 944-0679.