

BUSINESS OPPORTUNITIES

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) — A Montreal-headquartered company with offices in Dalian has the expertise to assist Canadian companies wishing to embark on **joint ventures in China in the pharmaceutical, construction, high technology and electricity fields.** The firm also arranges incoming and outgoing missions. Contact Jean-Luc Pulinckx or Philippe Wang, AXIM International, Montreal. Tel.: (514) 522-2946. Fax: (514) 522-8057.

CHINA (People's Republic) — A **biscuit factory** in Henan is interested in a **joint venture project** with a Canadian firm for the **manufacture of wafers.** The project (Nr. JV010) includes a wafer production line (with a capacity of 3,000 tons per year) and a complete package system. Contact Frankie Cheng, Global Reliance Group Inc., 2550 Kingston Road, Suite 1412, Scarborough, Ontario M1M 1L7. Tel.: (416) 265-2707. Fax: (416) 265-7712.

CHINA (People's Republic) — A prominent Chinese **cable works company** seeks a Canadian **joint venture partner** to **manufacture the composite covering and all plastic-sheathed local cable for telephone lines.** Cable sizes are 200 to 3,000 pairs.

The capacity is 300,000 km per year. Contact Frankie Cheng, Global Reliance Group Inc., 2550 Kingston Road, Suite 1412, Scarborough, Ontario M1M 1L7. Tel.: (416) 265-2707. Fax: (416) 265-7712.

EASTERN EUROPE — The North American Association For Exports to Eastern Europe (NAAFETEE) is a non-profit association which will **put Canadian firms in touch with Eastern Europe businesses** in search of a wide variety of products. Only fee is annual membership of \$200.00. Contact Ross Hedvicek in Waterloo, Ontario. Tel.: (519) 888-0403. Fax: (519) 888-0487.

GUYANA — A company active in sawmilling operations for the **production of tropical hardwoods** is seeking joint ventures with Canadian companies in **furniture production, prefabricated low-cost housing and other related wood subsidiaries.** Contact Toni Williams, A. Mazaharally & Sons Limited, P.O. Box 10828, 22, Wight's Lane, Kingston, Georgetown, Guyana. Tel.: 592-2-58836. Fax: 592-2-66046.

MIDDLE EAST/ASIA — A company with liaison offices in Saudi Arabia, Kuwait, United Arab Emirates and Pakistan will take **assignments, projects or act as an agent** for Canadian firms interested in the Middle East and Asia. Contact Aamir Rashid, Mark

International Enterprises, A10-Norman Arcade, Shah Suleman Road, Gulshan Iqbal, Block 14, Karachi 75300, Pakistan. Tel.: (021) 493-2479.

SOUTHEAST ASIA — A Singapore-based company with more than 15 years of experience in the **marketing of hand tools and general hardware** can represent, on a commission basis, Canadian manufacturers/exporters to Singapore, Malaysia and countries in Southeast Asia. Interested parties may send catalogues, price lists and agency proposals to S.H. Lim, General Manager, Multi-Outlet Marketing, Boon Lay, P.O. Box 680, Singapore 9164. Fax: (65) 561-6872.

TAIWAN — Manufacturers of **linseed oil, cod liver oil and maple syrup** are being sought by a Taiwanese importer. Contact Lu Sheng-Hsiung, President, Emerald Green Trading Lu Co., Ltd., 40 des Pres Verts, La Prairie, Quebec J5R 4H7. Tel./Fax: (514) 444-2518.

TAIWAN — A company here is seeking Canadian suppliers of **commercial freezers and refrigeration equipment; restaurant and kitchen equipment; and refrigerator compressors.** Contact Stella Wu, Import Department, Holen Freezer Co., Ltd., 1F., #401 Da Nan Road, Shi Lien, Taipei, Taiwan. Tel.: 886-2-8822951. Fax: 886-2-8822950.



Win Export-Looking for Export Opportunities?

Make sure you are registered in the WIN Exports database which will showcase your company's capabilities to foreign buyers. To register, fax your request on your company letterhead to 1-800-667-3802 or 613-944-1078.