

BUSINESS OPPORTUNITIES

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

CARIBBEAN/LATIN AMERICA

— Established companies in the Caribbean and Latin America seek **technology transfer and joint ventures** with Canadian companies in **cattle, pigs, fowl, feed, corn and new product ideas**. Contact Cleveland Blythe, The EMT Group, Fairview Mall, P.O. Box 55097, 1800 Sheppard Avenue East, North York, Ontario M2J 5B9, Tel.: (416) 410-5109, Fax: (416) 410-5517, E-mail: emtegrp@idirect.com

JAMAICA — Solar heating technologies for home, office and farm are being sought by the Canadian-based representative of a Jamaica company that is interested in **technology transfer and joint ventures**. Quoting code number JA0984, contact Cleveland H. Blythe, The EMT Group, Fairview Mall, P.O. Box 55097, 1800 Sheppard Avenue East, North York, Ontario M2J 5B9, Tel.: (416) 410-5109; Fax: (416) 410-5517; E-mail: emtegrp@idirect.com

CANADA OPEN FOR BUSINESS IN THE U.A.E.

The Canadian Embassy in Abu Dhabi was established in August 1996 with the arrival of the first Canadian resident Ambassador, Stuart McDowall. The Embassy is located in Tawam Tower 1, 1st Floor, Suite 00-1 (between Khalifa Street and the Corniche), Box 6970, Abu Dhabi, United Arab Emirates. Tel.: (971) 2-263655, Fax: (971) 2-263424.

The United Arab Emirates (U.A.E.) represents an import market of \$30 billion per year. Canada has less than 1 per cent of this market, and its goal is to increase its exports to the U.A.E. from \$200 million to \$300 million over the next three years. Opportunities abound in all sectors, especially oil and gas, building materials, construction,

agriculture, telecommunications and information technology, defence and transportation.

The new Canadian Embassy, working in close co-operation with its Trade Division and Mr. Rick Winter, the newly appointed Consul and Senior Trade Commissioner in Dubai, welcomes inquiries from Canadian exporters. Mr. Winter can be contacted at the Canadian Consulate, P.O. Box 52472, Dubai, U.A.E., Tel.: (971) 4-521717, Fax: (971) 4-517722. In Canada, contact Joanne M. Legault, Trade Commissioner, Maghreb and Arabian Peninsula Division, Department of Foreign Affairs and International Trade, Ottawa, Tel.: (613) 944-6983, Fax: (613) 944-7431.

The Action Plan — Continued from page 3

standardization issues, universal service, access to information and the protection of IPR; and,

- exchanging views on their respective development of the information highway in order to identify opportunities for joint development of business and public sector products and services, to provide new cultural links and to enhance their ability to promote cultural and linguistic diversity.

The Action Plan also calls for co-operation on new issues such as trade and environment, trade and competition policy and commits both sides to work together

in the WTO to advance common interests such as adherence to the multilateral trade regime and a successful and substantive follow-up to the December 1996 Singapore Ministerial meeting.

Contacts

Copies of the **Canada-EU Political Declaration and Action Plan** may be obtained from the DFAIT's InfoCentre: 1-800-267-8376 or (613) 944-4000 or through the DFAIT's Internet websites:

- <http://www.dfait-maeci.gc.ca/english/whatsnew/menu.htm>
- <http://www.dfait-maeci.gc.ca/francais/whatsnew/menu.htm>



DFAIT's InfoCentre provides counselling, publications and referral services to Canadian exporters. Trade-related information can be obtained by contacting the InfoCentre at 1-800-267-8376 (Ottawa region: 944-4000) or by fax at (613) 996-9709; by calling the InfoCentre FaxLink (from a fax machine) at (613) 944-4500; by calling the InfoCentre Bulletin Board at 1-800-628-1581 via a computer modem; and by visiting the InfoCentre Internet World Wide Web site at <http://www.dfait-maeci.gc.ca>.

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