

*Transactions Exceed US \$17 Million***Exports to Venezuela Financed by EDC**

Transactions in excess of US\$17 million have recently been concluded by Canadian exporters under a line of credit established by the Export Development Corporation (EDC) and Bariven, S.A., Venezuela.

**Westinghouse Canada Inc.** Hamilton, has sold gas turbine components with EDC financing of US\$9,327,826 to Lagoven, S.A.

**Sierra Drill Manufacturing,** Calgary, sold two drilling rigs to Maraven, S.A. with EDC financing of US\$5,596,533 million.

**Reinforced Plastic Systems Inc.,** Mahone Bay (Nova Scotia), with EDC financing of US\$1,344,050, has sold reinforced plastic pipe to Maraven, S.A.

**Natco Canada** (a Division of Cummings Point Ltd.), Calgary, has

sold gas dehydration equipment to Lagoven, S.A. Financing of US\$1,060,466 was provided by EDC.

The line of credit with Bariven is EDC's first financing facility for the Petroleos de Venezuela S.A. group (PDVSA). Originally signed in January 1992, it represents one of the most rapidly utilized lines of credit ever established by EDC.

PDVSA has indicated its intention to increase its procurement in association with its ambitious expansion plans. This may result in further export opportunities to Venezuela for Canadian companies in the oil and gas sector.

EDC is Canada's official export credit agency responsible for providing export credit insurance, loans, guarantees, and other financial services to promote Canadian export trade. Its offices are located

in Vancouver, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal and Halifax.

**Contracts Awarded**

**Controlled Environments Limited (Conviron),** Winnipeg, has been awarded two contracts. The first, by DuPont De Nemours, France, has a value of \$1.6 million; the second, by the United Nations, has a value of \$1.7 million. **Conviron** will install environmental growth rooms and chambers in both projects.

A US\$540,000 contract has been signed by **Groupe Berclain Inc.,** Sainte-Foy, Quebec, to supply its MOOPI computers to Cartonages Estrella S.A. de C.V. of Mexico.

A two-year contract (with purchase options) in excess of C\$9,500,000 has been awarded to **Mustang Engineered Technical Apparel Corp.,** Richmond, B.C. for the supply of its newest inflatable lifejacket, the Mark V, to the U.S. Navy. The company manufactures a wide range of personal safety and survival products for industrial, leisure and government users.

**Small-to-Medium-Size Firms Favoured at Milan Food Fair**

**Milan** — Organizers of the participation by Canada in **Expo Food** (November 6-10, 1992) have introduced a concept they are sure will encourage and assist medium- to small-size companies to be part of the Canada Stand.

An exhibition area of 30 square metres has been set aside to allow these companies (which are unable to take their own booth) to display their new foodstuffs, food additives, ingredients and equipment — at a very economical cost.

The key to the new product display area is having several companies sharing a common exhibition space — thereby substantially reducing the cost of participation while giving them the opportunity to

present their lines at this international trade show.

Costs are reduced in other ways, as well: the organizing firm, (Interexpo of Montreal), will have a company's descriptive literature translated into Italian; set up a company's sample display (which will be staffed at all times by a qualified Interexpo representative); record trade inquiries received; and make a market report. Arrangements can also be made with Interexpo for taste-testing.

For more information on this 'new product display concept' or for further details on **Expo Food**, contact Louis D. Burke, President, Interexpo Canada Inc., Montreal. Tel.: (514) 933-7819. Fax: (514) 483-6595.

**Cuba Fair** — *from page 5* personally may forward 30 to 40 product catalogues for display at the Information Booth. At the end of the fair, Embassy staff will advise companies of any interest generated by their brochure display.

In either case, the contact for sending brochures or for personal booth information is Commercial Section, Canadian Embassy, P.O. Box 500 (HAVAN), Ottawa, Ontario K1N 8T7. Fax: (011-53-7) 33-2044. Telex: (Destination code 28) 51-1586. Answerback: (CAN CU).