

Works Projects on Japan's Internet

Public foreign companies, particularly those involved in civil engineering and public works, now can access, through Internet, a computer database which contains relevant project information posted by Japan's Ministry of Construction (MOC) and other government agencies.

Foreign companies are also allowed, for a fee, to post informa-

tion about their products for government agencies and interested Japanese companies to view.

The move is one of a number of initiatives by the Japanese government to promote the use of foreign materials and equipment in civil engineering and public works projects.

For further information on this database or other initiatives,

contact Francois Rivest, Second Secretary (Commercial), Canadian Embassy, Tokyo, Fax: (011-81-3) 3470-7280; or Japan Construction Information Centre, Fax: (011-81-3) 3505-2966.

BUSINESS OPPORTUNITIES

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

MEXICO — A major food company seeks large amounts of **canola oil** in various presentations, including bulk (1-litre and 4-litre containers) and for private label. The firm also seeks **raw oil** for local refining. Contact Fernando Rodriguez, Commercial Officer, Canadian Embassy, Mexico City, Tel.: (011-525) 724-7989; Fax: (011-525) 724-7982.

MEXICO — Several importers here have a combined demand of 26 container loads per month of: **black beans; white pea beans; great northern beans; pinto beans; eston lentils; and regular lentils.** Contact Fernando Rodriguez, Commercial Officer, Canadian Embassy, Mexico City, Tel.: (011-525) 724-7989; Fax: (011-525) 724-7982.

NEW ZEALAND — A catcher, processor and importer/distributor of fresh and frozen seafood into Australasia seeks to develop a relationship with a **Canadian seafood exporter.** Contact Rod Cavanagh, Seamart Ltd., P.O. Box 90-886, Auckland, New Zealand, Tel.: (64-9) 302-2533; Fax: (64-9) 302-3089.

VIETNAM — Firms here seek **medical supplies and surgical equipment** for use in hospitals; **fish processing plant equipment** (including aquaculture equipment, technology, feeds for shrimp farming, fish plant water supply with a capacity of 200 m³ per hour); and **coal production joint ventures.** Contact Chi Dang, Calgary, Alberta, Tel.: (403) 686-2017; Fax: (403) 242-9639.

BUSINESS AGENDA

Toronto — February 10-March 2, 1996 — **Southeast Asia Business Certificate Course**, Asian Business Studies Program, University of Toronto — On four consecutive Saturdays (9:00 a.m. to 2:30 p.m.) this program focuses on how to successfully market products and services in some of Asia's most dynamic countries: Thailand, Vietnam, the Philippines, Indonesia, Malaysia and Singapore. Provided are: in-depth country profiles, an overview of regional and local marketing strategies, and cross-cultural and negotiation strategies and tactics. Course fee is \$450. Contact sponsor representatives: **Michael Hartmann**, Asian Business Studies Program, Tel.: (416) 978-0184; E-mail: asian@ontrac.ccs.yorku.ca; **Robert Lynn**, Asia Pacific Foundation of Canada, Tel.: (416) 869-0541; Fax: (416) 869-1696.



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> using the Gopher menu.

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