

Sales prospects in Britain, Czechoslovakia

BRITAIN—Manufacturer's representative for a portfolio of non-competitive overseas suppliers of horticultural and gardening products seeks Canadian products immediately for the 1990 season. These suppliers sell to Britain's twelve major chain stores, the U.K.'s eight garden centre chains, the independent garden centres, local authorities, and U.K. wholesalers. Contact Nick Barton, Barton Exports, 374 Cowbridge Road East, Cardiff. CF5 1JJ, Tel./Fax: 0222 388160.

BRITAIN—Agencies to provide hi-tech/natural animal health/feed supplement products, especially enzyme/bacterial products to Forum Feeds. This subsidiary of Finn Sugar sells to animal health merchants, veterinarians and pre-mix manufacturers. Contact Nick Everington, Forum Feeds, Forum House, Brighton Road, Redhill, Surrey, RH1 6YS England. Tel: 0737 773711. Fax: 0737 773116.

BRITAIN—A British distributor of quality sportswear seeks a first class manufacturer of designer sportswear, especially golfwear (t-shirts, jumpers and trousers). Contact S.A. Scott, Import Export Agent, 11 Foxglove Road, Birstall, Batley, West Yorks, England WF179NN.

CZECHOSLOVAKIA—The Czechoslovak State Enterprise, VUKOV, seeks Canadian firms engaged in robotics, sensors, transport systems and robotics components. VUKOV designs and manufactures a wide range of robotics systems and components. VUKOV would represent the Canadian company in the Czechoslovak and Eastern European markets; the Canadian partner would market YUKOV's products in Canada. For further information, contact the Canadian Embassy, Prague. Tel.: (011-42-2) 326941. Telex: (Destination code 66) 121 061 (DOMCN C).

CZECHOSLOVAKIA—Frucona, a Czechoslovak State Enterprise, is a large

and diversified food and beverage manufacturer with a product range of over 450 items including Pepsi-Cola, alcoholic beverages, fruit juices, and preparations of vegetables and meat. Frucona seeks new food processing and production processes with the overall objective of improving food quality, increasing nutritional levels and making maximum utilization of their supply of fruit, vegetables, meat, and raw materials. Particularly, the firm is interested in exploring deals involving the purchase of advanced food processing technologies and production under licence. For further information, contact the Canadian Embassy, Prague.

Exports to Sweden jump slightly

The Swedish Central Bureau of Statistics says that imports from Canada increased by 30% last year. The value of imports was 15% higher for the first quarter of 1989.

The rise is mostly attributed to engineering and energy products. Steel imports increased by 31% and other minerals by 35%. Imports of crude oil increased by 26% and engineering products by 18%.

Imports from the U.S. increased by 34% and from the E.E.C. countries by 12%.

EDC finances sales

The Export Development Corporation (EDC) announced financing support of up to \$3,568,094 (US) for sales by five Canadian exporters to Carbones de Colombia S.A. (CARBOCOL), an industrial corporation controlled by the Colombian Ministry of Mines and Energy.

VME Equipment of Canada Ltd., a producer of off-highway vehicles, made the single largest sale of the group. The Guelph, Ontario company will sell nine Michigan wheel dozers valued at \$3,063,292 (US) to be used in the development of the El Cerrejon Norte coal mining project.

The other exporters include: Boliden Allis Canada Inc. of Belleville, Ontario who are supplying parts for a coal handling system and a stacker reclaimer; Barer Engineering Co. of Montreal for the supply of control electronic cards; Canadian RGL Electronics of Scarborough, Ontario for the sale of a telemetric signal controller; and Goodyear Canada Inc. of Toronto for the supply of parts for a coal handling system.

It is the second time this year that Boliden Allis and Canadian RGL Electronics have made sales using the financing provided under this project loan agreement. Sixteen different exporters have been served under this credit facility, which is 52 per cent utilized.

Chairman named under FTA

A. L. (Tony) Halliday has been appointed Canadian Chairman of the Subsidies and Trade Remedies Working Group established under the Free Trade Agreement.

Thomas Bernes, General Director of the International Trade and Finance Branch of the Department of Finance has been named Vice-Chairman of the Working Group's Canadian team. He is presently the Canadian Subsidies Negotiator in the current round of Multilateral Trade Negotiations.

The Working Group has been charged by the Canada-U.S. Trade Commission, which is composed of Minister for International Trade John C. Crosbie and U.S. Trade Representative Carla Hills, with developing new rules and disciplines for subsidies and countervailing and anti-dumping duties, over a period of five to seven years.

Yaounde number

The facsimile number for the Canadian Embassy in Yaounde, Cameroon is (237) 22-10-90. (Extension 311 during working hours only).

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