

BUSINESS OPPORTUNITIES

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

NEW ZEALAND — A well-established designer, manufacturer and importer of electrical and electronic equipment seeks suppliers of **small inverters that plug into cigarette lighters in a car** (for use with hairdryers, televisions, computers, fax machines). The

specifications are compact 12/24V, DC-230V, AC inverters. Economy, constant voltage chargers 12 & 24, 2-50 amperes. The company also is looking for **CAM-type rotary switches** (10-500 amperes) and would prefer to import the components for assembly in New Zealand. Contact Keith Wigglesworth, Manager, Sales and Marketing, Santon N.Z. Ltd., P.O. Box 27-185, Auckland, New Zealand. Tel.: (011-64-9) 694-128. Fax: (011-64-9) 694-122.

SWITZERLAND — A firm active in components, sensors, and temperature controls is interested in representing Canadian firms on an exclusive basis for the Swiss market for **thermal protectors, thermostats, thermo-cutoffs and related thermal control products**. Interested Canadian companies can contact Paul Connors, Second Secretary, Commercial Section, Canadian Embassy, P.O. Box CH-3000 Berne 6. Tel.: 011-41-31-44-63-81. Fax: 011-41-31-44-73-15.

CONTRACTS AWARDED

Bell Canada, Toronto, has signed an agreement having a total value of over C\$40 million with GTE Data Services Inc. (GTEDS) of Temple Terrace, Florida. Its purpose is to create a strategic alliance to develop, share and market information management systems for the telecommunications sector.

Newsco Well Service Ltd., Calgary, has sold three truck-mounted acid pumpers, associated auxiliary equipment and spare parts to the Oil and Natural Gas Commission of India (ONGC) with financing of up to \$424,000 from The Export Development Corporation (EDC). Under the contract The Canadian International Development Agency (CIDA) will provide a contribution of up to 38 per cent of the purchase price of the goods. Newsco Well Service Ltd., established in 1962, provides well service equipment and personnel to buyers around the world.

Build-A-Mold Ltd. and **Cnd. Soil Recycling International Inc.**, two Canadian companies recently concluded transactions worth more than US\$ 4 million under lines of credit established by EDC (Export Development Corporation) with two Mexican banks. **Build-A-Mold Ltd.** of Windsor, Ontario, has sold various automotive molds to Ayareb, S.A. de C.V.. EDC's financing will take the form of an allocation of US\$ 1,575,023 million under a confirmed line of credit with Banco Nacional de Mexico, S.A. **Cnd. Soil Recycling International Inc.** of Vancouver, B.C., has sold an asphalt recycling system and related road management software to Recicladora Mexicana de Vias Terrestres, S.A. de C.V., a Mexican recycling company. This transaction will be financed through an allocation of US\$ 1,953,342 under a confirmed line of credit with Nacional Financiera, S.N.C., a government-owned development bank.

Silicon — from page 1

company had patented a technique for separating blood stem cells from bone marrow — a key technology in the treatment of leukaemia and AIDS. Systemix went public in August 1991, and its share value multiplied eleven times in the next four months.

So, if you are export ready, contact the trade office. Tell the staff what your company does and what your objectives are for your visit to Silicon Valley.

Office staff want to help you take on the world by working with operating companies and investors in this area. Officers can help you make the best use of your time and effort.

"After all ... we know the way to San Jose."

The contact is Canadian Consulate Trade Office, Silicon Valley, 333 W. San Carlos Street, #945, San Jose, California 95110, U.S.A. Tel.: (408) 289-1157. Fax: (408) 289-1168.