

Business Opportunities

ARGENTINA — A company wishes to contact Canadian investors (approximately \$250,000) interested in developing a **borax mine**. Contact Hugo V. Barros, Canteras Fray M. Esquiú, La Carrera, Fray Mamerto Esquiú, 4700 Catamarca, Argentina. Tel/Fax: 54-833-25507.

CZECHOSLOVAKIA — A company that produces **air processing equipment** (filters, separators, ventilators), **transport and desulfurization equipment** is interested in a **cooperative relationship**, including **joint production and technology transfer**. Contact Stanislav Kazecky, Director, Zavody na Vyrobu Vzduchotechnických Zarizení, 399 25 Milevsko, Czechoslovakia. Tel.: (0042 368) 81-2661. Fax: (0042 368) 3570.

CZECHOSLOVAKIA — A producer of **industrial equipment and systems** is looking for a partner for a **joint venture**. The company specializes in **waste water treatment** and is interested in **cooperation** to introduce **technology for removal and recycling of heavy metals from waste water**. Contact Vladimír Relich, Manager, Technical Department, Kralovopolska Strojirna, Krizikova 68, 660 90 Brno, Czechoslovakia. Tel.: (0042 5) 7116 ext. 514. Fax: (0042 5) 747 700.

KUWAIT — A publishing, advertising, visa, visitor, car and building materials firm can represent Canadians interested in doing business in Kuwait and Gulf markets. Contact Faisal Al Khadra, Al-Siyouf Al-Thahabiya, P.O. Box 472 Hawailli, Kuwait. Fax: 2446623 Kuwait.

CUBA

1992-1993 Trade Events Calendar

The Canadian Embassy in Havana, Cuba will be involved in a number of trade fairs (listed below) that are scheduled to be held on this Caribbean island during 1992-93.

Participation in such events, say commercial officers at the Embassy, is extremely valuable to exporters and would-be exporters, allowing them to learn about the market, to assess the market potential, and to meet key decision-makers.

• **ALIMEXPO'92** — September 16-21 — This trade show is oriented toward the food processing (machinery) industry, the use of non-conventional energy sources, and the packaging industry.

• **Havana International Fair** — November 2-8, 1992.

• **Health for All** — April 1993 — A specialized trade show for health care and hospital supplies and equipment.

• **Quimindustria'93** — May 11-

14 — This show features equipment, technology, products and services for the chemical industry.

• **Tecnotur'93** — May 19-25 — This is an international trade fair on technologies, designs, projects, products and equipment for the hotel/tourism industry.

• **International Trade Fair on Second Hand Equipment** — June 22-26, 1993.

*These trade fairs cover products, equipment and services that have a high priority in Cuba's import programs and attract buyers who take advantage of the presence of foreign suppliers to negotiate contracts.

Exporters interested in further information on these fairs, on the costs of participation or on specific export opportunities in Cuba should contact Commercial Division, Canadian Embassy, P.O. Box 500 (HAVAN), Ottawa K1N 8T7. Tel.: (011-53-7) 33-2516/17/27. Fax: (011-53-7) 33-2044. Telex: (Destination code 28) 51-1586.

Contracts Awarded

CAE Electronics, Toronto, has been awarded an \$8-million contract by Electricity Supply Board (ESB) of Dublin, Republic of Ireland, to design and manufacture two full-scope fossil fuel-fired power station simulators. It is the only company to have manufactured full-scope power plant simulators for all three nuclear reactor types commonly used in North America.

SHL Systemhouse Inc. companies (headquarters Ottawa), have won contracts totalling \$15 million to design, build and implement a Document Imaging system (\$6 mil-

lion) for a United Nations Agency; to design, develop and implement a computerized construction management system (\$6.3 million) for the Ohio Department of Transportation; and to provide computer and outsourcing services (\$2.7 million) for the District of Columbia Department of Human Services.

Lovat Tunnel Equipment Inc., Etobicoke, has received an order from the joint venture of Campenon Bernard and GTM, to design and manufacture a 7.4M shielded hard rock tunnel boring machine designed to excavate twin tunnels for the Paris Metro.