

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

**CHINA (People's Republic)** — A major Chinese brewery with fixed assets of U.S. \$60 million and annual sales of U.S. \$6 million is looking for joint venture partners to help improve its productivity and to upgrade its products. The brewery will provide the cash flow, lands and people and the partner will provide new/used equipment, advanced technology and/or part of the cash. Construction and real estate concerns also are interested in foreign involvement. Contact Walden Lee, Oliway Enterprises Inc., 695 Markham Street, Toronto M6G 2M2. Tel.: (416) 538-9743/534-8360. Fax: (416) 538-6285.

**CHINA (People's Republic)** — A locally-based company with liaison offices in Hong Kong, Guangzhou, Shanghai, Qingdao and Chengdu, offers its joint venture, transfer know-how and marketing services to companies interested in the Chinese market. The greatest interest is in buying complete manufacturing plants to be relocated in China. Contact C.Y. Hung, Managing Director, Sahari Trading Limited, Suite 101, 416 Sixth Street, New Westminster, British Columbia V3L 3B2. Tel.: (604) 521-7008. Fax: (604) 521-4007.

**CZECH REPUBLIC** — An import/export trading house seeks to import various Canadian consumer products. ISES is located at Madrova 9, 143 00 Prague 4, Czech Republic. Fax: (011) 42-2-401-1266. Companies may forward their products list to the firm's Canadian representative, George

Sigmund, GDS Business Services, 94 Ridgfield Crescent, Nepean, Ontario K2H 6T2. Fax: (613) 726-1390.

**INDIA** — Companies interested in entering joint venture/licensing arrangements, technology sales or distributorships in India might wish to contact Sagar Sachdev who, in the last week of January, 1994, will be heading on a two-months business trip to India. With wide contacts and an office in

India, Mr. Sachdev, formerly CEO of Alcan's subsidiary in India and Vice President of Alcan International Ltd., currently is President, ASU International Holdings Inc., 335 Kensington Avenue, Montreal, Quebec H3Z 2H2. Tel.: (514) 939-5890. Fax: (514) 939-3299.

**IRAN** — A Canadian-owned, Iranian-based company with more than 22 years of experience in that market, wishes to reach Canadian manufacturers interested in exporting to Iran. The firm will act as a distributor, with all orders being financially supported by the head office in Canada. Contact Roger Mahlouji, General Manager, Taim Canada Inc., 350 Highway 7 East, Suite 4, Richmond Hill, Ontario L4B 3N2. Tel.: (416) 882-0968. Fax: (416) 882-1292. Telex: 06-986967.

**NEWZEALAND** — Involved in the New Zealand packaging industry for 20 years, an Auckland-based company seeks Canadian suppliers to this sector. Particularly sought are: polypropylene strapping tape; strapping machines and hand tools; shrink-wrapping machines; blister-packing and tamper-evident sealing machines. Contact: Kevin Newton,

Sales Manager, W. Rutter & Associates, P.O. Box 4268, Auckland 1, New Zealand. Tel.: 0064-9-629-3410. Fax: 0064-9-262-0324.

**SAUDI ARABIA** — A Saudi company is seeking a Canadian joint venture technical partner for the manufacture of fluorescent tubes in Saudi Arabia. Contact Mr. Sulaiman M. Al-Saadi, Director, Gulf Lighting Factory, P.O. Box 3467, Dammam 31471, Saudi Arabia. Tel.: (966-3) 834-5194. Fax:

(966-3)  
832-2683.  
Interested parties may also

contact Fouad R. Soueid, Commercial Officer, Commercial Section, Canadian Embassy, P.O. Box 94321, Riyadh 11693, Saudi Arabia. Tel.: (966-1) 488-2288. Fax: (966-1) 488-0137.

**THAILAND** — A well-established Thai company that manufactures Sorbitol, Dextrose and Maltitol for domestic and export markets, is looking for a joint venture/licensing arrangement or technology for the manufacture of other starch-based products. Interested parties may contact the firm's Canadian representative, Sagar Sachdev, 335 Kensington Avenue, Montreal, Quebec H3Z 2H2. Tel.: (514) 939-5890. Fax: (514) 939-3299.

**VENEZUELA** — A well-established, reputable, Caracas-based trader seeks Canadian exporters of innovative bank security products, medical and surgical equipment and mass consumer products (except foodstuffs and pharmaceuticals). Contact Jorge Besos, Banvalor Trading, C.A., Ave. Ppapl de la Castellana, Esq. FCO, de Miranda, Edificio Castellana Uno, Ofic 301, Caracas. Tel.: 582-263-6847/261-9304. Fax: 582-261-7749.

## BUSINESS OPPORTUNITIES