

## BUSINESS OPPORTUNITIES

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

**SAUDI ARABIA** — A prominent industrial company is seeking **Canadian expertise in shoe manufacturing and all types of paper tissues.** Contact Ahmed Y. Al-Hassan Bros. Company, P.O. Box 46, Hofuf, Al-Ahsa 31982, Saudi Arabia. Tel.: (966-3) 582-8233. Fax: (966-3) 587-6666.

**VENEZUELA** — A trader involved in the Venezuelan chemicals market for 20 years and specializing in **silicones, urethanes, coatings and petroleum refinery products** wishes to **represent Canadian manufacturers.** Contact Ricardo Urbina, Quimica Internacional Imex, S.R.L., av. Romulos Gallegos, Edif. Park Avenue, Piso 12, Ofic 127, Caracas 1070-A, Venezuela. Tel/Fax: 582-238-5963.

**WASHINGTON** — A value-added reseller (VAR) is seeking Canadian software companies interested in having their products/services distributed in the United States. The company specializes in **development and network management tools** to the Fortune 250 and the federal government. The firm has sales offices in the U.S. and more than 100 consultants who are developing client/server applications. Contact M. M. Ellenbogen, Canadian Embassy, Washington DC. Tel.: (202) 682-1740. Fax: (202) 682-7619.

## Asian Development Bank Seminars

The Asian Development Bank (ADB) finances annually \$5 billion worth of contracts in Asia that Canadians could be pursuing!

Canada has not been as active as many other Organization for Economic Cooperation and Development countries in chasing these contracts. Canada risks losing ground to its competitors in these rapidly expanding markets.

To address this shortfall, Foreign Affairs and International Trade (DFAIT) has arranged for the ADB to provide seminars in May that would give practical and informed advice on how to prepare good bids on contracts financed under loans and under the ADB's own technical assistance program.

Speakers will be staff of the ADB who are responsible for developing and monitoring all bidding for ADB contracts.

These sectorally-focussed sessions, in which procurement opportunities in energy and telecommunications will be highlighted, should interest consulting, contracting and manufacturing, agriculture, forestry, transportation, health, communications, energy and environment firms.

ADB bidding guidelines are precise. To prosper, Canadian companies will need to understand the rules thoroughly; your participation will be crucial.

The one-day seminar will be conducted between May 12 and 24, 1994 in Vancouver, Edmonton, Toronto, Montreal, and Halifax. Time will be set aside for one-on-one company interviews.

Contact your local International Trade Centre, or the Asia Pacific South Trade Division of DFAIT in Ottawa. Tel.: (613) 995-7659.

## Trade Conference in S. Carolina

**Greenville, South Carolina** — Canadian firms have an opportunity — May 3-4, 1994 — to establish or improve their trade with South Carolina.

The first step is to participate in **The Second Canada-South Carolina Trade and Investment Conference** being sponsored by The Canadian American Society of South Carolina (CASSC).

The event, which will specifically emphasize joint ventures between Canadian and South Carolina firms, is being held in conjunction with **Automated Manufacturing'94 (AM'94)**, the largest industry trade show in South Carolina and at which there will be a Canadian Pavilion anchored by the Canadian Consulate General in Atlanta. Estimated attendance is 11,000 persons.

In addition to the environmental control industry, the leading trade sectors between Canada and South Carolina will be highlighted. They are, in descending order of importance: industrial machinery and equipment; electronics/electric products; chemical and allied products; textile mill products; transportation equipment; rubber and miscellaneous products; paper and allied products; fabricated metal products; and apparel and other textile products.

For details on both the **AM'94** and the **CASSC Trade Conference**, contact Canadian-American Society of South Carolina, % S.C. State Board for Technical Education, 111 Executive Center Drive, Columbia, South Carolina 29210. Tel.: (803) 737-9348. Fax: (803) 737-9343.