

BUSINESS OPPORTUNITIES

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 company that manufactures **water coolers/cold and hot water dispensing units** is being sought to enter into a joint venture. Contact C.Y. Hung, Managing Director, Sahari Trading Limited, Suite 101, 416 Sixth Street, New Westminster, B.C., V3L 3B2. Tel.: (604) 521-7008. Fax: (604) 521-4007.

PORTUGAL — A company in the **professional development and personnel training field** wishes to contact similar companies with a view to **cooperation on projects in Portugal, Angola and Mozambique**. Contact José N. Moreira Ramos, Managing Partner, Humasel, R. Elias Garcia 313 r/c Dto, 2700 Amadora, Portugal. Tel.: 351-1-493-6379. Fax: 351-1-493-8972.

TAIWAN — A leading Taiwanese importer/agent seeks Canadian suppliers of **pharmaceutical, medical, nutritional and vitamin supplements**. Contact Mr. Chih-Hui Lin, Manager, Gerent International Trading Co. Ltd., 20, Ren Yin St., Taichung 402, Taiwan. Tel.: 886-4-2878859. Fax: 886-4-2859985.

Canadians Participate at APEC

Two tangible results are immediately apparent following Canadian participation in the first ever **Asia Pacific Economic Cooperation (APEC) Trade Fair** and the concurrent annual **Global Business Opportunities Convention (GBOC)**, held October 24-27, 1994 in Osaka, Japan:

- the signing of a sister chamber accord between the Vancouver Board of Trade and Osaka Chamber of Commerce and Industry (OCCI); and
- a planned OCCI mission to Canada and a Kansai-CanWest Forum in 1995. The Kansai region is one of growing trade importance between Canada and Japan.

Less tangible, but full of promise, is the business that could evolve from the one-on-one consultations that were pre-arranged between foreign participants and potential business partners with matching interests.

A record 6,700 consultations were arranged, of which 600 involved

Canadian parties! These meetings were particularly appreciated by newcomers to the Japanese marketplace — where credible business introductions are essential.

Designed to encourage APEC members to export products to Japan and to promote intra-APEC trade, the fair attracted the participation of 260 companies from 16 countries and territories.

APEC is a regional consultative body, consisting of Australia, Brunei, Canada, Chile, China, Hong Kong, Indonesia, Japan, Malaysia, Mexico, New Zealand, Papua New Guinea, the Philippines, Singapore, South Korea, Taiwan, Thailand and the United States.

For information about the APEC Trade Fair or the Kansai region, contact Brian Oak, Foreign Affairs and International Trade, Ottawa. Tel.: (613) 996-2458. Fax: (613) 943-8286 or, Ms. Ikbal Demirdache, Canadian Consulate General, Osaka, Japan. Tel.: 816-212-4910. Fax: 816-212-4914.

Business Links Canada and Indonesia

Long-term business linkages between private-sector companies in Canada and Indonesia should get a boost with the recent launching of the **Canadian-Indonesian Business Development Office (CIBDO)**.

The project, which was launched last month by Prime Minister Jean Chrétien, with a contribution from the Industrial Cooperation Division of the Canadian International Development Agency

(CIDA), will be managed by the Ottawa office of the Canadian Exporters' Association (CEA) and three advisors based in Jakarta.

"CIBDO will facilitate a wide range of business cooperation projects with the private sector throughout Indonesia," said Michel Plante, the CEA's Director of International Projects. "We can help with private sector joint ventures, transfer of technology and

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