

## BUSINESS OPPORTUNITIES

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

**CZECH REPUBLIC** — ISES, an import-export trading house, is seeking various Canadian consumer products to import. ISES is located on Madrova 9, 143 00 Prague 4, Czech Republic. Fax: (011) 42-2-401-1266. Please fax your products list to the Canadian representative, George Sigmund, GDS Business Services, 94 Ridgefield Crescent, Nepean, Ontario K2H 6T2. Fax: (613) 726-1390.

**EASTERNEUROPE**—The North American Association For Exports to Eastern Europe (NAAFETEE) is a non-profit association which will put Canadian firms in touch with Eastern Europe businesses in search of a wide variety of products. Only fee is annual membership of \$200.00. Contact Ross Hedvicek in Waterloo, Ontario. Tel.: (519) 888-0403. Fax: (519) 888-0487.

**PAKISTAN** — An international trading company with excellent contacts with importers, distributors and consumers in Pakistan wishes to contact producers of **newsprint paper, pulp, paper and board, oil and gas drilling production equipment, iron and steel products and re-conditioned and used machinery, plants and spare parts.** The company also is interested in **joint venture/licensing arrangements** and in the provision of **production technology.** Contact the company's Canadian representative, M. Naseer Hossain, Bulk Marketing Services, 100 Parkway Forest Drive, #901, Willowdale, Ontario M2J 1L6. Tel.: (416) 491-8693. Fax: (905) 946-9643.

## Tourism Target of Cuba Trade Show

Havana—Through the display of product literature or through their own stand, companies have an opportunity to get in on Cuba's burgeoning tourism industry.

The vehicle is **Tecnotur'94**, a trade show which runs May 24-29.

The Canadian Embassy in Havana will have an information booth to promote Canadian exporters.

Directed to Cuba's tourist sector, **Tecnotur** has presented an excellent opportunity for Canadian exporters, entrepreneurs or potential investors to establish direct and personal contact with officials from Cuba's various tourist organizations.

**Tecnotur** also is a low-cost means for Canadian exporters with no experience in the market to introduce their products.

Given the high priority accorded to tourism and tourism development, Cuba continues to make substantial purchases for this sector. In spite of the country's economic difficulties, the Cuban state enterprises are prepared to pay for such imports on a confirmed

letter of credit basis.

Opportunities exist not only in new hotel construction or renovations, but for ongoing sales of food products and consumer goods for guests and to stock the country's duty-free and hotel shops.

Canadian firms already sell glassware, swimming pool equipment and accessories, sports and recreation equipment, furniture, kitchen and refrigeration equipment, air conditioning systems, communications hardware items, electrical supplies and plumbing fixtures.

Companies wishing to send product literature should forward as soon as possible 30 brochures, some posters, promotional items and, if possible, product samples to Commercial Division, Canadian Embassy, P.O. Box 500 (Havan), Ottawa, Ontario K1N 8T7.

Companies planning to have their own stand (minimum size 9 square meters at US\$135.00/sqm) may contact PABEXPO. Fax: 20-3450/22-8382. Samples should be consigned to PABEXPO, Feria Tecnotur 94.

## Food on Menu at Montreal Fête

Montreal — From April 24 to 26, 1994 the ninth consecutive **Super Salon de l'Alimentation (SSA)** will be crowning the SSA gold prize winners in all categories: edible dry products, perishables, non-edible dry products, equipment, new technologies, environment and foreign markets.

The most sought-after prize is without question the SSA Platinum, the National Grand Prize awarded to a product of all-round distinction and excellence. Among the criteria considered are nutritive value in the case of food, innovation, technical properties, and

impact on Canadian and foreign markets. Who will win the prize? Come to the Food Gala this April 23 and find out.

The winner of an SSA Gold, Silver or Bronze prize will be guaranteed recognition in the trade magazines, both in Quebec and the rest of Canada. In addition, prize winners may use the official competition logo on their packages and promotional material. It is expected that about 100 products will be in the running.

For further information, telephone (514) 289-9669 or 1-800-363-3923.