

*Application Deadline Nears***Canadian Airlines Puts Business on Export Flight Path**

Canadian Airlines will put up to 80 small businesses on the flight path to international success this year by doubling the number of flights awarded under its *Small Business International Expansion Program*.

The airline will present international airfare and accommodation to 20 national award winners, and up to 60 additional companies will receive airfare to the destination named in their application.

In 1995, the program's inaugural year, 10 national awards were presented along with 31 regional awards.

According to Tony Johnson, Vice-President, Employee Devel-

opment and Public Affairs, Canadian received such a large number of top-notch applications from entrepreneurs across Canada that it decided to double its efforts to help businesses expand into foreign markets.

Proposal Submissions

Entrepreneurs are invited to submit proposals to the Canadian Airlines Foundation outlining their business development plans for any of the following destinations: Tokyo, Nagoya, Beijing, Hong Kong, Taipei, Bangkok, Auckland, Sydney, Mexico City, São Paulo, London, Paris, Frankfurt and Rome.

To be eligible, applicants must possess international growth potential, have been operating for at least two years, be financially stable, and have annual gross sales of between \$1 million and \$10 million. Proposals are reviewed by a panel of experts, including representatives from Canadian Airlines and the Canadian Chamber of Commerce.

Applications Contact

The deadline for entries is *May 17, 1996*. Applications are available in the March issue of *Canadian Inflight Magazine*, or by contacting the Canadian Airlines Foundation at (905) 612-2071.

Market in Africa for Mining Equipment, Services — *Continued from page 1*

until more mines become operational, but this is clearly a market of the future.

Services, particularly in consulting and environmental assessment, are becoming increasingly important as development of Tanzania's natural resources continues. Now is the time for Canadian companies to position themselves for this market.

Zimbabwe, a more mature market with an active private sector, is the site of recent exciting developments, including a Canadian company, Redauram, being part owner of Zimbabwe's first, and only, diamond mine.

As well, the Wankie Colliery in Hwange, a 75-year-old mine, will be expanding its operations by 50 per cent to meet the country's future energy needs.

The delegation's visit to the mining centre of Bulawayo revealed a high level of interest in working with Canadian firms and familiarity with Canadian equipment and techniques.

Canadian firms wishing to pursue opportunities in Zimbabwe will find that maintaining a local agent is an effective means of promoting their products, developing contacts and building relations with local firms.

Zambia, which has long-relied on the Zambia Consolidated Copper Mines (ZCCM) to support its economy, is in the midst of effecting far-reaching reforms to the operations and management of the ZCCM.

Canadian managers and engineers have been hired to help reorganize the Chingola mine. As the government moves towards privatization of the mines, it is encouraging attempts to reduce costs, improve productivity and increase efficiency.

The most obvious manifestation of these changes is the creation of a central equipment purchasing office at the Kalulushi mine.

Zambia Mining Tenders

Vancouver resident Deepak

Malik, General Manager, Group Supply Services, is coordinating the nearly \$500-million annual purchasing program for the three major mining operations.

Canadian suppliers wishing to bid on upcoming tenders are advised to register with ZCCM's UK purchasing agent, Techpro International. Write to Deepak Malik about your products and services and he will register you as a potential supplier and maintain contact with the technical managers at each mine to ascertain their requirements and preferences.

Contact

Companies wanting more information on the mission or in obtaining a complete listing of ZCCM and Techpro contacts and coordinates, may contact Elaine Butcher, Africa and Middle East Business Development Division, DFAIT, Ottawa, Tel.: (613) 944-6586; Fax: (613) 944-7437.