

Promoting Canada in U.S. Environment Market

An excellent way for Canadian companies to promote their environmental technologies, products and services in the United States marketplace is through participation in trade fairs, missions, seminars and workshops.

External Affairs and International Trade Canada, through its U.S. Trade and Tourism Division (UTO) and in cooperation with Canadian Consulates in the United States, is promoting Canadian participation in such events in an effort to help Canadian firms explore environmental opportunities in the U.S. market.

Following is the last list of "selected activities" Canadian firms might find worth pursuing. (Previous

lists were published in *Canad-Export*, March 2, 1992 and March 16, 1992).

WORKSHOPS/SEMINARS

• **Environmental Strategy Matching/Partnering Workshops** — Seattle/Washington/Pittsburgh/Chicago/Los Angeles/Atlanta—Autumn, 1992—Several Canadian companies will be matched with similar U.S. firms to view the possibilities of technology sharing, strategic alliances and subcontracting arrangements.

• **Ocean Technology Workshop** — Newport, Rhode Island — February 27, 1993 — The event is designed to promote trade, joint ven-

tures, strategic alliances and joint development projects between Canadian and U.S. institutions engaged in all aspects of marine technology, including hardware, software, engineering, exploration, consulting and environmental protection. Participants can exhibit products/services and meet with potential partners, collaborators and buyers.

Persons interested in participating in one or more of these activities and wanting additional information should contact Donald Marsan, U.S. Trade and Tourism Development Division, External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Fax: (613) 990-9119.

BUSINESS OPPORTUNITIES

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

CZECHOSLOVAKIA — A company wishes to enter into a **joint venture** with a view to **constructing housing units** in this country. Contact Ing. Postrihac, Friendship 58, Plzen, Czechoslovakia. Tel.: 011-42-19-45094.

LEBANON — A firm wishes to **represent Canadian manufacturers of quality gift-ware, leatherware, sportswear, unisex wear, footwear, cosmetics, fast foods and consumer electronics.** Contact Garen Koundakjian, General Manager, Hart Trading Company, P.O. Box 16-6386, Ashrafieh, Beirut, Lebanon. Tel.: 01-398438. Telex: 41384LE.

MEXICO — Engaged in the distri-

bution of **oil hydraulic equipment and machinery for the plastics industry**, a company here, with an annual turnover of US\$5,500,000, wishes to diversify, especially in the field of **engineering plastics.** The company also is interested in **co-investment, licensing and technical know-how.** Contact Antonio Barajas Gonzalez, President, DIMYESA, Distribuidora de Maquinaria y Equipos, S.A., de C.V., Loma Bonita No. 7, Lomas Altas, Mexico 11950 D.F. Fax: 570-73-54. Telex: 1761955 DIMEME.

MEXICO — A firm wishes to **import products related to the oil industry or to represent Canadian manufacturers of such products.** Contact Jorge Peyrou, Manager, Intergolfo S.A., M. Abasolo, CP 86100, Villahermosa, Tab, Mexico. Tel/Fax: (931) 3-38-25.

TAIWAN — A manufacturer, importer and distributor of **therapeutic and diagnostic pharmaceuticals**, and with annual sales averaging US\$20 million, wishes to **import medicines, diagnostics and biologicals (including vaccines) for medical use.** Contact Patrick P.A. Lee or Pen-Tui Lai, Lifeguard Pharmaceutical Co., Ltd., 11th Floor, No. 78, Chang-An E. Road, Section 2, Taipei, Taiwan. Tel.: 886-2-5045709. Fax: 886-2-5094303.

TAIWAN — A manufacturer and exporter of **sleeping bags and baby bibs**, and with annual average sales of US\$2.2 million, wishes to **import warmth-retaining micro fibre** for use in sleeping bags and bedding. Contact Peter Chiu or Johnson Shin, Z-Way Industries Inc., No. 61, Lane 296, Section 3, Ta To Road, Peitou, Taipei, Taiwan. Tel.: 886-2-8951551/6. Fax: 886-2-8933153.