

BUSINESS OPPORTUNITIES

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

BELARUS — An independent printing and information agency, Reclamexport Ltd., offers a variety of services for companies wishing to penetrate the Belarussian marketplace. The business provides an extensive network of contacts in Belarus and in other states of the former Soviet Union, as well as good knowledge and ties with prominent local business and governmental organizations. For information, contact, in Canada Randal Eastman, Four One Company, 523 Hamilton Road, London, Ontario, tel.: (519) 433-1351, fax: (519) 433-5903; or Nikolai Sauliak, Recalmexport Ltd., 220030 Republic of Belarus, Minsk, Pervomaiskaya Street 2, tel.: (7-0172) 26-00-42 or 26-00-06, fax: (7-0172) 26-00-43.

BULGARIA — A Bulgarian-Polish commodities trading company, one of Bulgaria's major importers of dry beans, lentils and rice, is interested in contacting Canadian exporters. The company owns warehouses, cold storage and packaging facilities at the biggest Bulgarian port of Varna. Contact Dobrinka Encheva, General Manager, Dowiz Co., 37 Gabrovo St., Varna, Bulgaria. Tel.: (+359 52) 254 043. Fax: (+359 52) 230 174.

BULGARIA — A leader in the design and manufacture of hotel, restaurant, store and office equipment and with a well-established distribution network in Europe and the Commonwealth of Independent States, is seeking joint-venture partners for production

expansion and to increase its exports to third countries. Contact P. Latev, Torgokomplekt Ltd., 45 Vitoshka Blvd., Sofia, Bulgaria. Tel.: (+359 2) 875 509. Fax: (+359 2) 880 857.

CAMEROON — An industrial company is seeking raw materials such as polyol (voranol, volarux), TDI (voranate), plasticizers for the manufacturing of flexible PVC compounds, and polyethylene. Contact Noucti Tchokwago, Batoula, Box 2199, Douala, Cameroon. Tel.: (011-237) 42-24-07 or 42-51-26. Fax: (011-237) 42-47-76.

INDIA — A manufacturer of casing pipes for the oil and gas industry is looking for an experienced partner to provide the latest technology and expertise for the manufacture of granular activated carbon, whose source, primarily, would be coconut shells. The finished product is for use in environmental pollution control, purification of liquids, water treatment and odour removal. Contact: Anil Kumar, Jindal Drilling & Indus-

tries Ltd., 1208 Vikram Tower, 16 Rajendra Place, New Delhi-110008. Tel.: 5751794. Fax: (011)-5754604.

PORTUGAL — An import/export agency is looking for new products in the following lines: fashion clothing and sportswear, shoes, electronic equipment, household and gift ware, car accessories, toys and games, and recreation products. This agency also offers an agent package, which includes sales training of newly recruited agents, along with follow-up and agent replacement. Contact: Erick Jensen, Director, General Discovery Ltd., Avenida General Norton de Matos, 32 - 4º, 4700 Braga, Portugal. Tel/Fax: 351-53-78243.

VENEZUELA — An importer/distributor of films and graphic arts machinery will represent Canadian firms in Venezuela. Contact: Ej Aleman & Cia., C.A., Calle Ayacucho, Centro Side Park, Urb. La Paz, El Paraiso, Caracas, Venezuela. Tel.: 582/443-0116. Fax: 582/442-9024.

CONTRACTS AWARDED

SR Telecom, Inc. (SRT) has signed a supply and development contract with Swedish Telecom (TELIA). The four-year contract, which could be extended to the year 2000, is for the delivery of SR500 systems which will be installed by TELIA. The St. Laurent, Quebec-based company expects the contract to generate \$6 million in revenue over the first 12 months.

The Communications Group of Spar Aerospace Limited has won

five contracts, whose combined total exceeds US\$9 million, to supply a satellite communications network to four oil companies in Nigeria and to the Nigerian Telecommunications Agency. The BIZNET system will provide voice and data communications services to US-owned Chevron Nigeria Limited and Mobil Producing Nigeria Unlimited, French-owned Elf Petroleum Nigeria Limited and Italian-owned Nigerian Agip Oil Company Limited.