

# BUSINESS OPPORTUNITIES

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

Canadian companies interested in the following business opportunities in the United States may contact M.M. Ellenbogen, Canadian Embassy, 501 Pennsylvania Ave., N.W., Washington D.C., 20001. Tel.: (202) 682-1740. Fax: (202) 682-7619.

A company is seeking to represent Canadian manufacturers for HVAC/R products which are purchased by companies such as Carrier, York, Trane and Inter-City Products.

A company would like to represent

Canadian manufacturers who can provide Original Equipment Manufacturers (OEMs) with standard and special metal and plastic parts.

A distributor of plastic boxes seeks Canadian manufacturers interested in selling such products in the United States.

A company that sells surplus new/used industrial utility/petrochemical investment recovery-type equipment to third-world markets wishes to contact Canadian suppliers.

An industrial manufacturer's representative who covers the Mid-Atlantic States and specializes in establishing and developing industrial pneu-

matic and hydraulic distribution networks is interested in representing Canadian manufacturers.

A company is seeking Canadian suppliers of moulded, machined and extruded plastics and fabricated metals (stampings, screw machine parts, castings, springs, four slides parts and electro-mechanical assemblies).

A manufacturer's representative covering OEM (Original Equipment Manufacturers) markets in New York, Pennsylvania, New Jersey, Delaware, and Minnesota, seeks Canadian manufacturers of mechanical and electro-mechanical components.

## Firms — from page 1

- the export may be goods or services.

The contacts for more information are:

- Gary Fowlie, B.C. Trade Development Corp., tel.: (604) 844-1915.
- Lynne Kilpatrick, Bank of Montreal, tel.: (416) 867-7014.
- Rod Giles, Export Development Corp., tel.: (613) 598-2904.
- John Ayling, Ontario Ministry of Economic Development and Trade, tel.: (416) 325-6842.

## “Healthy” Exports to the U.S. Focus of Cross-Canada Seminars

Free business development seminars — focusing on opportunities for the Canadian exporter to the U.S. healthcare informatics and consulting sector — will be held in cities across Canada beginning in Vancouver November 2, 1994.

These important half-day briefings will review, define, and identify the opportunities and changes occurring in this sector — one which today represents a US\$5 billion industry. It is expected to

increase by 250 per cent in five years to exceed US\$13 billion by the year 2000.

Sales opportunities, alliances and market entry strategies throughout the United States are some of the topics to be discussed.

All seminar sessions will be presented by Dorenfest & Associates, the leading North American firm in healthcare informatics and consulting, and the developers of the Dorenfest 3000+ Database.

The series is sponsored by the Department of Foreign Affairs and International Trade, Industry Canada and the Canadian Consulate General in Chicago.

Seminar locations and dates are: Vancouver (Nov. 2, 1994); Edmonton (Nov. 3, 1994); Saskatoon (Nov. 4, 1994); Toronto (Nov. 7, 1994); Montreal (Nov. 8, 1994); and Halifax (Nov. 9, 1994).

Contact Matthew Share, Canadian Consulate General, Chicago for additional information, including specific venue locations. Tel.: (312) 616-1860. Fax: (312) 616-1878.

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