

BUSINESS OPPORTUNITIES

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ing); **special services** (air conditioning systems, traditional/alternate sources of energy plants, heating pumps); and **research and development services**. Contact F. Banotti, Impianti Per L'Energia di F. Banotti, Tel.: (06) 5570311; Fax: 003965593435; Telex: 620363 ENERBA 1.

MEXICO — A company that has been marketing **ice bars, blocks, cylinders and bottled water** for 80 years, seeks **investors** to help upgrade and expand its facilities so that it can keep ahead of the competition. The upgrade includes the installation of cylinders, refrigerating system, and modern equipment to produce ice and bottled water. Contact Lic. Martha Elean Canals, Business Manager, Fabrica De Hielo, Mier y Pesado 28-C, Col. del Valle, C.P. 03100, Mexico D.F. Tel.: 6-82-43-00/2-72-22/2-88/63.

NEW ZEALAND — The Waitakere City Council is inviting interested companies to submit detailed proposals to provide **services for treating and/or disposing of Waitakere City's solid waste**. It is expected that the waste management service will be put in place before the year 2000. Detailed information on the requirements for submitting a proposal can be obtained from Worley Consultants, Newmarket P.O. Box 4241, Auckland, New Zealand, Tel.: (09) 379 1200; Fax: (09) 379 1201. For assistance in finding local partners, contact the Canadian

Consulate, Auckland, Tel.: (09) 309 3690; Fax: (09) 307-3111.

NEW ZEALAND — An importer and distributor of sports equipment wishes to source suppliers of **snow skis and associated ski equipment, snowboards, and toboggans** for the 1996 season. Contact Ian Little, Managing Director, Trontech Corporation Ltd., Unit 10, 75 Peterborough Street, P.O. Box 1216, Christchurch, New Zealand, Tel.: (64-3) 366-7622; Fax: (64-3) 379-3962.

SPAIN — A commercial and legal firm with international business connections can act as

a **foreign agent for Canadian companies** seeking to penetrate the market in Spain. In addition to providing **market studies and legal advice**, the firm can help: **set up joint ventures; sell a company's products/services; open branch offices; and select agents/distributors**. The firm has direct contacts in sectors such as electrical, sports, pharmaceutical, construction, mechanical, consumer goods and raw materials. Contact Adrian Lopez, Asesoria Juridica y de Empresas, C.C.F.M., C.B., Gral. Alvarez de Castro, 31.B, 28010 Madrid, Spain. Tel./Fax: 447-23-17.

EDC Financing Aids Sales to China

The availability of US\$125 million in Export Development Corporation (EDC) financing should help Canadian exporters of goods and services to the People's Republic of China.

EDC recently renewed a US\$25 million line of credit with the Bank of Communications and a US\$100 million line of credit with the People's Construction Bank of China.

"This EDC financing will help exporters compete and win business in China," said International Trade Minister Roy MacLaren. "China offers Canadian exporters tremen-

dous trade and investment opportunities."

With EDC financing, exporters can offer their buyers pre-arranged financing terms. This gives Canadian companies of all sizes and in all sectors a competitive edge when selling goods or services in foreign markets.

Financing can be arranged through EDC offices in Vancouver, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal or Halifax.

Exporters with sales under \$1 million can call EDC's Emerging Exporter Team at 1-800-850-9626.