

## BUSINESS OPPORTUNITIES

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

**CAMEROON** — A company is looking for suppliers of **steel rerolling billets for concrete iron, band iron for shovels and ploughs, and square and sheet metals.** Contact Honoré Justin Mondomobé, Commercial Officer, Embassy of Canada, Box 5721, Yaoundé. Fax: (011-237) 22-10-90. Telex: (3970) 8209 KN DOMCAN YUNDE.

**INDIA** — A manufacturer seeks a joint venture partner for the possible setting up of a **cotton yarn spinning or terry towel manufacturing unit.** Contact: GEETA EXPORTS (India), 610 6th Floor Taramandal Complex, Saifabad, Hyderabad-500 004, India. Tel.: 234372 or 234635. Fax: 0091-842-230940.

**TAIWAN** — A company is seeking Canadian suppliers of **automobile accessories** for use on such autos as Mercedes Benz, BMW, Volvo, Audi and VolksWagen. Contact T. L. Lieu, Towering International Corporation, P.O. Box 42-101, Shihlin, Taipei, Taiwan. Tel.: 886-2-8818277. Fax: 886-2-8812016.

**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.

## Unique Opportunity Afforded Would-Be Exporters to China

Exporters wanting to promote their products and services in the People's Republic of China now have a unique opportunity to do so.

All they need do is take out ads in a Chinese-language export catalogue, 30,000 copies of which will be distributed freely to Chinese senior managers, decision-makers, private companies and government organizations. Actual readership is estimated at two million people.

What's more, *CanadExport* subscribers — depending on the type of ad they select — could be offered a discount of as much as \$500.

The vehicle to use is *Showcase North America*, published by the Vancouver-based trade consulting firm Global Link Marketing Co. Ltd., in distribution cooperation with the China Council for the Promotion of International Trade (CCPIT).

The CCPIT, whose credibility has been endorsed by the Canadian and U.S. embassies in Beijing, has been strengthening Chinese business ties with foreign countries since 1952. Now it is keying its efforts to help Canadian (and North American) firms to reach markets in China.

Phenomenal growth in China in recent years has created opportunities for exporters and importers of both technical and consumer products. Indeed, with annual imports of US\$71 billion, China has increased its trade 12 per cent per year since 1980.

For complete details on how *Showcase North America* operates, *CanadExport* subscribers and other interested Canadian companies should contact, **before February 28, 1994**, Brian de Wit or Candy Wong, Global Link Marketing. Tel.: (604) 251-3381. Fax: (604) 251-1068/3691/2261.

### New "Grand Prix" Awards

## Food Sector Companies Eligible

If you are a manufacturer, broker or supplier in the food sector, you may be interested in a recently inaugurated national competition for innovation in food products. The **Canadian Grand Prix New Product Awards** rewards excellence in new products in the food distribution industry. The award, sponsored by the Canadian Council of Grocery Distributors in cooperation with *Canadian Grocer*, will be awarded by an independent national jury composed of consumers, distributors and journalists.

All new food and grocery products marketed in the retail trade between January 1993 and December 1993, anywhere in Canada, are eligible for the award, given in the

following 11 categories: baked and baking products, beverages, dairy and allied foods, dietetic and biological products, edible grocery (biscuits, preserves, desserts, etc.), frozen foods, meats, prepared foods, health and beauty aids, non-food and new products.

The winners will receive a bronze trophy and broad press coverage, and will participate in promotional events.

Interested companies must apply **before January 14, 1994**. For further information, please contact Pierre Gareau, General Manager, 300 rue Léo-Pariseau, Office 2516, Box 1082, Place du Parc, Montreal, Quebec, H2W 2P4. Tel.: (514) 282-9422. Fax: (514) 987-1598.