

*Opportunities in Israel***Increase in Market for Oil, Gas Equipment**

The Israeli market for oil and gas exploration equipment and services has expanded greatly over the past few years — primarily because private investor limited partnerships have been providing capital for exploration.

Indeed, a report from the Canadian Embassy in Tel Aviv indicates that, during 1995-1996, Israel is expected to invest some \$200 million in oil exploration.

And there are opportunities for Canadian exporters, as was discovered when an Israeli delegation of private companies and government officials participated in the National Petroleum Show (NPS) in Calgary in June 1994.

The NPS, says the report, made Canadian companies realize the extent of growth in Israel's oil and gas sector. At the same time, it

gave the Israeli delegates an opportunity to see what Canada has to offer in this field and to discuss business agreements and joint ventures with Canadian companies.

As a matter of fact, participation in NPS resulted in one major contract being signed and negotiations were begun for joint ventures and for representation for Canadian companies!

Major areas on which the Israeli market is focussed lie in, among others:

- testing and production equipment and procedures (including various pumps);
- coring equipment and methods;
- various logging facilities and services; and
- conventional and specialized drilling and fishing tools and

methods.

There is also an interest in:

- drilling platforms for deep water (between 500 and 1500 metres);
- shallow, high-pressure gas drilling methods;
- coal-bed methane production;
- generation of electricity with natural gas turbogenerators; and
- oil sand recovery and technology.

For further information, contact Avi Goldstein, Commercial Officer, Canadian Embassy, 220 Hayarkon Street, Tel Aviv 63405, Israel. Tel.: 972-3-527-2929. Fax: 972-3-527-2333.

**Canadian Apparel
Appealing in Britain**

According to the Canadian High Commission in London, the United Kingdom is a growth market for Canadian clothing exporters. Here are a few figures:

- sales of Canadian-made women's and girls' jackets, skirts, trousers and shorts rose from \$33,047 in 1990 to \$3.1 million in 1993;
- exports of women's and girls' dresses rose from \$12,000 in 1990 to \$1.3 million in 1993;
- exports of T-shirts and vests were \$131,299 in 1990; three years later they had passed the \$1 million mark;
- men's and boys' trousers — from zero only four years ago — rose to over \$1 million in 1993.

If you are interested in the UK clothing market, you may wish to contact Mr. Gil Martin, Canadian High Commission, Macdonald House, One Grosvenor Square, London W1X 0AB England. Tel.: 011-44-71-258-6600. Fax: 011-44-71-258-6384.

EDC Aids Exporters to Romania

Canadian companies looking to sell goods and services in Romania can benefit from a US\$4.8 million line of credit agreement between the Export Development Corporation (EDC) and Banca Romana de Comert Exterior S.A. Bucharesti (BRCE).

This line of credit is valuable as a marketing tool, especially for small- and medium-size companies. Since the terms and conditions of sale are already established, the financing of individual transactions can be more quickly finalized.

"Canada wants to expand its trade relationship with Romania, particularly in such sectors as telecommunications and informatics, oil and gas exploration, cattle breeding, and veterinary and pharmaceutical products," noted International Trade Minister Roy MacLaren.

"This new financing facility, as well as the recently signed Canada-Romania agreement on economic cooperation, provides the impetus to achieve our trade potential."

Exporters interested in knowing more about this and other EDC credit arrangements can contact an EDC regional office in Vancouver, Calgary, Winnipeg, London, Toronto, Ottawa, Montreal or Halifax.