

BUSINESS OPPORTUNITIES

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

BULGARIA — A Bulgarian-Canadian company, with offices in both countries, would like to represent Canadian firms (no commodities specified) in Central and Eastern Europe, and the Commonwealth of Independent States. Sole agency agreement, commission basis agreements and exclusive agent rights are preferred. Contact Kalin Kolev, 19 Sultan Tepe Str., Sofia 1505, Bulgaria. Tel.: (3592) 464-222 or (3592) 445-717. Fax: (3592) 439-459.

CAMEROON — A manufacturing company is seeking bids for significant quantities of the following raw materials, on an annual basis: light-coloured yarn for pointed tips, lacquered plate, machine wire, galvanized sheet metal, cold and hot rolled sheet iron, and sheet aluminum. Contact Mr. Mondomobe, Commercial Officer, Embassy of Canada, Yaoundé, Cameroon. Fax: 923722-10-90. Telex: 8209 KN DOMCAN YUNDE.

CHINA (People's Republic) — The EST Group, a Canadian company based in China, offers business services to Canadian import and export firms. The Group provides assistance in all phases of joint venture set up and a wide range of training services. The firm specializes in agriculture, automotive, electronics, tool and die, and construction industries. Contact: Tao Jiali, P.R.C. Beijing, Hui Ren Import Export Trading Company, Hai Dian Qu, Dai Xipang Yuan, Xi Li 4-

Mexico Hosts Telecommunications Show

Mexico City — Canadian telecommunications companies interested in exploring prime market opportunities in Mexico might find it worth their while to attend **MexCom'94**, a trade show and conference being held here January 26 to 28, 1994.

Now in its 10th consecutive year, **MexCom** is an effective and proven event at which Canadian participants can present their cutting-edge telecom technology to as many as 5,000 qualified buyers — and to a market whose demand is estimated at US\$13 billion by the year 2000!

Telecommunications, data communications, satellite and VSAT networks, fibre optics, hardware and software are only a few of the high-demand products being procured by the rapidly expanding Mexican information technology sector.

During the conference, international experts and local officials from TelMex and the Mexican telecom sector will provide an overview of recent developments in the Mexican telecom industry as well as indicate where the industry is heading.

At the same time, there is **ENERCON'94**, which will focus on energy policy and technology implementation strategies for utilities. With delegates in attendance from throughout Latin America, **ENERCON** could provide opportunities for telecom suppliers to electrical utilities, oil companies and other energy-related telecom buyers.

For further information on costs or on how to participate in **MexCom'94**, contact Ross A. Cowan, Latcom Canada, 81 Ramsgate, Ottawa K1V 8M4. Tel.: (613) 733-7822. Fax: (613) 733-7131.

Building Business in U.S. Mid-West

Minneapolis — Limited space has been booked for companies interested in participating in the **Northwestern Building Products Expo**, being held here February 2-4, 1994.

Now in its 103rd year, this event is considered the premiere building products show in the upper Midwest and covers all types of building products — from bricks, mortar and sidings to sophisticated software for air control in buildings.

This year will mark Canada's ninth participation in the show, an ideal venue that allows Canadian building products companies to es-

tablish distributorships and to show their new products to architects and engineers.

An improving housing and construction market, as well as holding the event in the new Minneapolis Convention Center, are expected to attract record crowds.

Companies interested in participating in the **Northwestern Building Products Expo** should contact Peter Aikat, Canadian Consulate General, Minneapolis. Tel.: (612) 333-4641. Telex: 29-0229.

FITT Number Change

The telephone number for the FITT seminar registration/information article in the October 15 issue has been changed to 1-800-561-FITT (1-800-561-3488). The fax is unchanged: (613) 233-9521.

B-801, 10080. Fax: 011-86-1-257-0458; or The EST Group, 240 Davidson Ave. S., Listowel, Ontario, N4W 2J9. Tel.: (519) 291-5331. Fax: (519) 595-8757.