

BUSINESS OPPORTUNITIES

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

BELGIUM — A company marketing throughout Europe seeks manufacturers of **organic products**, including **organic pumpkin seeds, wild rice, grains, and processed foods**. The firm will act as a broker, distribution partner and/or provide marketing support. Contact J.C. Lindsay, Sirius Marketing, Suite 18, Ige. Beeldensstrasse 161-163, 2060 Belgium. Tel./Fax: 011-32-3-235-9056.

CHINA (People's Republic) — An international company with contacts with importers, distributors and consumers in China wishes to contact producers of a wide variety of products, including **pulp and paper mills; used equipment for a steel melting shop; continuous casting machines; continuous bar and wire-rolling mill; and used equipment for automotive production**. The company also is interested in **joint venture or licensing arrangements**. Contact the firm's Canadian representative, L. O'Neill, Lucky Enterprises, Suite 9, 95 Eddy Street, Hull, Quebec J8X 2W3. Fax: (819) 595-2041.

HUNGARY — A research, development and manufacturing company wishes to enter into a **co-operation arrangement** with

Canadian companies engaged in **systems for mass and public transportation, communications, energy controls, and optoelectronics**. Contact Dr. Akos, Miki Engineering Inc., H-1125 Budapest, Fogaskerek u. 4-6, Budapest, P.O. Box 843, Hungary.

INDIA — A subsidiary of Bolar Bolar & Associates Inc, Canada, with head office in Bangalore, India, seeks Canadian firms interested in **joint ventures and collaboration** with firms in India — particularly in the field of **software development**. Contact M. Bolar, Bolar Bolar & Associates Inc., 706 Clearcrest Crescent, Orleans, Ontario K4A 3E6. Tel.: (613) 834-2956. Fax: (613) 834-3642.

PHILIPPINES — A company in Manila wishes to import a steady supply of **newsprint, plywood and fertilizer products** for distribution in the Philippines. Contact Dr. N.E., Avcar International, Calgary, Alberta. Tel.: (403) 285-3791. Fax: (403) 280-8424.

SCANDINAVIA — Companies looking for a **foothold in Scandinavia or seeking technology transfer** may wish to contact a Copenhagen-based consultant firm established by a former Technology Development Officer at the Canadian Embassy. Contact Mogens Dahm, Northern Technology Associates. Tel.: +45-4164-1612. Fax: +45-3164-1875.

THE SLOVAK REPUBLIC — A biotechnology company, established in 1954 and manufacturing high-quality **biologicals, vaccines against contagious diseases in animals, and dietetic preparations as feed additives**, wishes to contact or enter into a **joint venture** with a similar, well-established Canadian company. Contact Dr. Ivan A. Veliky, President, Tivelco International Inc., 613 Fielding Drive, Ottawa K1V 7G7. Tel.: (613) 733-9688. Fax: (613) 731-2189.

TAIWAN — A company with contracts in highway construction, landfill and golf course construction fields seeks Canadian suppliers of a variety of **geotechnical fabrics and water-soil retention materials**. These include: geomembranes, geogrids and drainage products. Contact Alice Chou, Purchasing Department, BAFE Enterprise Co., Ltd., 6F-4, #561 Min Sheng Road, Taichung, Taiwan. Tel.: 886-4-3716630. Fax: 886-4-3716860.

TAIWAN — A company here is seeking Canadian manufacturers of **high-end tableware** (including flatware and hollowware), and **high-quality hotel amenities** (miniature soaps, skin and hair care products). Contact Jeff Chan, President, Universal Tableware Supplies Co., Ltd., 9F, #3 Section 1, Dun Hwa S. Road., Taipei, Taiwan. Tel.: 886-2-5775911. Fax: 886-2-5775877.

Win Export-Looking for Export Opportunities?

Make sure you are registered in the WIN Exports database which will showcase your company's capabilities to foreign buyers. To register, fax your request on your company letterhead to 1-800-667-3802 or 613-944-1078.

