

# BUSINESS OPPORTUNITIES

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

**COSTA RICA** — The Canadian Embassy has been approached by the project head to see if there are Canadian companies interested in participating in the **planning, design, and construction of a meat packing plant** in the rapidly developing San Carlos region. The plant will be designed to process **48,000 beef animals per year** and to eventually include **by-product processing facilities**. Information on the availability of Canadian programs to assist exporters in this type of venture is available through the International Trade Centres (of Industry, Science and Technology Canada) in major Canadian cities. It is possible that Canadian International Development Agency funding could also be available. Interested Canadian companies wishing to discuss the project or requiring more information may contact Rodrigo Alberto Carazo Z., Project Executive, Apartado 896 Centro Colon (1007), San Jose, Costa Rica. Tel/Fax: 506-28-6149.

**COSTA RICA** — A well-established company in San Jose seeks **investors interested in equity investment opportunities for a tourism/development project** on the Pacific Coast. The project involves the construction of a high-quality resort with 10 four-person bungalows, an additional 14-room, one-storey building, casino facilities, swimming pool, pool side bar and tennis courts. Contact Freddy Alvarado, Centram Enterprises Ltd., #408-2120, San Francisco, Goicoechea, San Jose, Costa Rica. Tel.: (506) 33 01 86. Fax: (506) 23 91 51.

**COSTA RICA** — A specialist in the

assembly of light electronics seeks **a joint venture partner to locate assembly operations offshore** and to take advantage of **free trade zone facilities** in the region. The company has had extensive experience in the production of **security devices, PCBs and consumer electronics**. Contact Freddy Alvarado, Centram Enterprises Ltd., #408-2120, San Francisco, Goicoechea, San Jose, Costa Rica. Tel.: (506) 33 01 86. Fax: (506) 23 91 51.

**COSTA RICA** — A regional manufacturer of industrial and

agricultural conveyor systems seeks **a joint venture partner to manufacture and distribute conveyor systems** in both domestic and export markets. The company currently produces a wide assortment of conveyors, including **motorized belt conveyors, grain transportation systems and gravity conveyors**. Contact Freddy Alvarado, Centram Enterprises Ltd., #408-2120, San Francisco, Goicoechea, San Jose, Costa Rica. Tel.: (506) 33 01 86. Fax: (506) 23 91 51.

## Agriculture Market in Mexico

Changes taking place in Mexico's agricultural sector are creating numerous opportunities for Canadian exporters interested in doing or expanding business with that country.

According to the latest information, that country's constitutional adjustments "will open a new chapter in Mexican agriculture, creating many private investment opportunities in the agricultural sector which is currently one of the most dynamic sectors in the Mexican economy."

One example of these adjustments is that foreign corporations now are able to buy land, within the limits established by law, for agricultural, livestock and forestry purposes.

Mexico's attempts to take a long-term agricultural development perspective and to introduce various forms of deregulation have created private investor opportunities in such areas as research and development, infrastructure, production, processing and commercialization (transportation, storage, marketing).

"For Canadians," the report says, "there are many opportunities for investment and technology transfer in dairy, processed foods, grains, poultry and forestry." In this context, the Embassy has identified over 60 high-profile joint venture projects in the agricultural sector.

What's more, the Mexican government promotes foreign investment in projects that help increase its exports. Especially promoted are joint ventures with Mexican producers or agro-industries, infrastructure development projects, as well as projects in storage, transportation, irrigation and seaport facilities.

The country's market for food and beverages is booming. Aggregate consumption of these products has increased 34 per cent from 1989 to 1990, reaching \$21 billion in the last year.

For further information, contact Marcel Lebleu, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 995-8804. Fax: (613) 943-8806.