

GE China Contract Could Energize Other Exporters

Those in the energy sector know that China will be one of the largest markets for goods and equipment in the energy field for the foreseeable future.

While companies are usually aware of the commercial funding and Export Development Corporation (EDC) coverage for projects in China, several firms so far have shied away from World Bank and Asia Development Bank financing.

Not so General Electric, and this is paying handsome dividends. The firm has just signed a contract for \$200 million dollars for the supply of transmission equipment on the Ertan Hydroelectric Project, a multi-phase project financed in part by the World Bank. When completed, the entire project will have generated US\$2 billion. Other Canadian firms are positioning themselves for the many downstream contracts that will be arising out of the Ertan development.

The Department of Foreign Affairs and International Trade (DFAIT) invites you to do the same. Through its Offices for Liaison with the International Financial Institutions in Washington (tel. 202/682-7788, fax. 202/682-7789), and in Manila (tel. (011-63-2) 815-9536, fax. (011-63-2) 810-1699/ 815-9595), DFAIT can assist you with project specific information and interaction with the World Bank or the Asian Development Bank. As for the posts, they will assist in country-specific activities.

Mexico Site of Industrial Show

Mexico City — Companies now are being solicited to participate in **The Great North American Industrial Show'94**, being held here November 5-6, 1994.

Participation in this event, which features a wide cross-section of industrial products, technologies and services, could give exporters and would-be exporters valuable

exposure in a market that consists of some 90 million consumers.

For more information — acceptance is on a first come, first serve basis — contact the show organizer: Kane Rouse, President, Alpha Research Incorporated, 2060 Queen Street East, Unit 51514, Toronto M4E 3V7. Tel.: (416) 287-5027. Fax: (416) 282-3399.

U.S. Harvest Could Reap Rewards

Grand Island, Nebraska — Grain equipment and tillage equipment manufacturers are being invited to participate — September 13-15, 1994 — in **Husker Harvest Days**, an event at which the Canadian Consulate General in Minneapolis will have a National Stand.

Harvest Husker Days, appropriately taking place just prior to the Nebraska corn har-

vest, is a 1,000-acre working farm show with a 77-acre exhibit area. It attracts some 400 exhibitors and as many as 150,000 visitors.

Persons interested in taking space at the National Stand should contact Lisa Swenson, Commercial Officer, Canadian Consulate General, Minneapolis. Tel.: (612) 333-4641. Fax: (612) 332-4061.

COMDEX Comes on Strong — *from page 6*

COMDEX'94 is expected to provide an excellent opportunity for Canadian manufacturers to approach the Brazilian market.

Argentina also has liberalized its trade policies and opened large segments of its market to international competition. As well, the privatization of numerous state enterprises has created new busi-

ness opportunities for Canadian exporters of goods and services.

For details on COMDEX'94 and the Argentine mission, contact Jon Dundon, Latin America and Caribbean Trade Division (LGT), Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-6921. Fax: (613) 944-0479.

• NUMBERS TO NOTE •

The Johannesburg Trade Office now is located at Canadian Embassy (Trade Office), Craddock Place Building, 5 Craddock Avenue, 1st Floor, Rosebank, Johannesburg, South Africa.

Telephone: (011) 27-11-442-3130. Fax: (011) 27-11-442-3325.

The mailing address is: Canadian Embassy (Trade Office), P.O. Box 1394, Parklands, Johannesburg 2121, South Africa.