

BUSINESS OPPORTUNITIES

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

CHINA (People's Republic) — Three companies in China are interested in entering **joint venture relationships** with appropriate Canadian companies. Shangdong Binzhou Fruit Corp. seeks expertise in **fruit processing**; Weifeng Radiator Manufacturing is interested in a joint venture for the **manufacture of car radiators**; and Gaomi Paper Mill seeks a joint venture partner for the **manufacture of non-wood fibre paper**. Contact Linda Lu, Office Manager, China Info Globe Inc., 4002 Sheppard Avenue East, Suite 300, Scarborough, Ontario M1S 1S6. Tel.: (416) 298-2298. Fax: (416) 292-9627.

IRAN — An Iranian based manufacturing company is interested in either a joint venture or a buy back leasing arrangement for the necessary machinery to manufacture **low core concrete beams**. Contact D. Daneshmand at 011-98-21-8857081; fax: 011-98-21-656658. Or Kevin Kargari, Canada Sterling, 304-7085 Stride Ave., Burnaby, B.C. V3N 1T3. Tel.: (604)521-2808. Fax: (604)521-1494.

PAKISTAN — A Karachi-based company is interested in a **collaboration** with a Canadian firm for the **production of needle bearings, tractors and agricultural machinery, and water desalination plants**. The well-established firm would also consider the outright pur-

chase of said items. Contact Irfan Feroz, Managing Director, Metal Engineering Works (PVT) Ltd., S-4, S.I.T.E., Karachi, Pakistan. Tel.: (92-21) 256-1122/256-1123. Fax: (92-21) 256-3338.

SAUDI ARABIA — A Riyadh-based company is interested in sourcing a variety of **paper and medical products** from Canada. The paper products include: woodfree (750 tons); art paper (150, 200 and 400 tons); and eggshell paper (500 tons). The diverse, small, portable medical products being sought include, among others: electronic apparatus for pulse, blood pressure, temperature and oxygen blood levels; apparatus for blood analysis (including blood glucose level, blood urea, blood uric acid); electronic thermometers; and electronic syringes for insulin dosages. Contact Skamsir Incorporation, P.O. Box 3218, Riyadh 11471, Saudi Arabia. Telefax: 464-6102.

VENEZUELA — A reputable dealer in **high-quality office furniture,**

social-area house furniture, office accessories and decorative items for office and home (excluding kitchenware) is interested in **representing Canadian manufacturers of same in Caracas**. Contact Diego Correa, Sales and Operations Manager, Design Center, P.O. Box 68280, Caracas 1062, Venezuela. Tel.: (011-58-2) 904-8494/904-8506. Fax: (011-58-2) 904-8493.

Taiwan Visa Waiver

We have been advised by Citizenship and Immigration Canada that effective January 1, 1995, the current five day visa waiver for Canadian visitors to Taiwan will be extended to fourteen days. This visa-free treatment applies also to nationals of Australia, Belgium, France, Germany, Japan, Luxembourg, the Netherlands, New Zealand, Switzerland, the United Kingdom and the United States.

EDC-Czech Lines of Credit

Small and large-size Canadian exporters selling goods or services to the Czech Republic now can take advantage of additional lines of credit totalling US\$30 million that the Export Development Corporation (EDC) has established with two Czech banks — US\$10 million with Investicni A Postovni Banka PLC and US\$20 million with Ceskoslovenska Obchodni Banka A.S.

These follow a May, 1994 line of credit (US\$10 million) with Komerčni Banka A.S.

The credit lines allow companies to arrange financing for transactions of between \$100,000 and \$5 million through any of EDC's eight regional offices in Halifax, Montreal, Ottawa, Toronto, London, Winnipeg, Calgary and Vancouver.

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.

