

BUSINESS OPPORTUNITIES

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

CAMEROON— An entrepreneur seeking to set up shop to manufacture **rubber transmission belts and log rollings systems** would like to contact suppliers of appropriate machinery and equipment. Contact BMG, Trade Section, Embassy of Canada, Box 572, Yaoundé, Cameroon. Fax: (237) 22 10 90.

CAMEROON— A transportation company, specializing in rail and road bulking, urban trucking and transportation of express parcels, seeks a partner to provide **expertise in business management** (control of operational costs) and financing to expand truck fleet. Contact Link SA, Trade Section, Embassy of Canada, Box 572, Yaoundé, Cameroon. Fax: (237) 22 10 90.

CAMEROON— A business seeks partners with expertise in **quarry operation** to participate in expanding capital and in acquiring **new or used heavy equipment** (including leveller, loaders, dump trucks, caterpillars, compacters and crushers). Contact David Undoa, Trade Section, Embassy of Canada, Box 572, Yaoundé, Cameroon. Fax: (237) 22 10 90.

LITHUANIA — A computer trading company wishes to purchase a variety of items. They include: **modems** (2400, 9600, V42); **diskettes** (high density 5.25/3.5'); **dot matrix printers** (all carriage sizes, 9 and 24 pins); **laptop** (286 12-16MHZ), **desktop** (386 25-33MHZ); and **tower computers** (468 33MHZ); and **computer upgrades**. This company also requests price lists, information on taxes, shipping charges, and delivery terms. Contact Paulius Urbonas, Gojus International Ltd.,

Putvinskio 12A, Kaunas 3000, Lithuania. Fax: (70127) 225-642. Telex: 269896 RELAX SU.

NEW ZEALAND — A company which represents and produces local versions of Softdisk Publishing Inc.'s products and which is involved in the development of specialized software for on-line networks is interested in **computers software and on-line computer services via a modem**. Contact Alistair Stevens, I.T. Manager, Hargon International Ltd., P.O. Box 21-423, Henderson, Auckland, New Zealand. Tel.: (09) 837-1759. Fax: (09) 838-5663.

NEW ZEALAND — A company engaged in the repair, maintenance

and modification of all types of earthmoving machinery, cranes and trucks used in the forestry, mining and transportation industries seeks **supplier of component parts for its repair and maintenance divisions**. The company, which would like to act as **local agents to supply all similar operations in New Zealand**, is also interested in **importing and supplying specialist vehicles** (multi-drive trucks, dump trucks, waste disposal vehicles). Contact Wayne Fisk, Director, Wayne D. Fisk Limited (Diesel & Automotive Services), P.O. Box 35-064, Lower Hutt, New Zealand. Tel/ Fax: 64-4-567-3069.

Three-Month Export Sales Total \$1,928 Million

The charts below (covering the period April through June 1991) summarize the quarterly report of External Affairs and International Trade Canada's Trade and Industrial Development Program and are based on the returns (up to February 18, 1992) available from 80 of the 90 missions in all five major regions abroad. Among other findings, they indicate that, during the April-June 1991 period, there were 656 confirmed export sales for a value of \$1,928 million.

REGIONS	MISSIONS		NUMBER CONFIRMED		VALUE CONFIRMED	
	TOTAL	REPORTING	EXPORT SALES		EXPORT SALES (\$M)	
Africa & Middle East	17	14	34		621	
Asia Pacific	19	14	95		241	
Europe	27	25	91		657	
Latin America/Caribbean	14	14	62		173	
United States	13	13	374		236	
Total	90	80	656		1928	
REGIONS	TRADE ENQUIRIES		INVESTMENT ENQUIRIES		BUSINESS VISITORS	
	Cdn	Local	Cdn	Local	Cdn Pr/Pub	Loc Pr/Pub
Africa & Middle East	3313	2811	32	102	448/434	681/587
Asia Pacific	707	7228	413	428	829/802	2336/2515
Europe	7645	7519	538	683	2112/723	1931/866
Latin America/Caribbean	9979	11143	75	61	513/895	877/2755
United States	8228	7063	338	471	1781/777	1692/622
Total	36237	35764	1396	1745	5683/3631	7517/7345