

# BUSINESS OPPORTUNITIES

**IRAN** — A company is seeking Canadian suppliers of **root preparation plant**. Contact Mrs. Helen Bolvardi, Nimatec Import/Export, Scarborough, Ontario, Tel.: (416) 287-0934; Fax: (416) 287-8133.

**KOREA** — A company seeks up to **1,000,000 MT a year of scrap steel from knockdown vessels or railroads**. Contact Andy Santos, Calgary, Alberta, Av-car International, Tel.: (403) 280-8424; Fax: (403) 280-6719.

**MAURITIUS** — A Mauritian importer of **hardware and building materials** for both interior and exterior finishes is seek-

ing contact with Canadian companies that produce high-quality, value-added products. Canadian firms wishing to explore this export opportunity should contact: C. Jaunbocus, Managing Director, Decorius Ltd., 4, Ramputh Lane, Clairfonds, Phoenix, Mauritius, Tel: (011-230) 696-5085; TeleFax: (011-230) 696-5085.

**NEW ZEALAND** — A subsidiary of the largest company in New Zealand wishes to source **GMC Chevrolet vehicles** (diesel, dual or single cab, 4x2 or 4x4, flat deck or welded side, new or used). Contact John Davis, Fletcher Wood Panels Limited, P.O. Box 946, Taupo, New Zealand, Tel.:

(64-7) 378-5000; Fax: (64-7) 378-2759.

**SPAIN** — A Spanish textile company is seeking Canadian manufacturers/suppliers of **fabrics for mens garments** (jackets, trousers and suits): 100 per cent pure wool raw fabrics, dyed and finished; raw wool-polyester and wool-polyester fabrics, dyed and finished. Contact Institut Catala de Tecnologia, Via Laietana, 37. 3a planta 08003 Barcelona, Tel.: 343-319-8811; Fax: 343-319-8306.

**TAIWAN** — A company seeks suppliers of **rubber products for automobiles**. Other automobile components being sought are: **engine mounts, radiators, condensers and tighteners**. Contact Hunter Hwu, Fine Credit Company Ltd., P.O. Box 77-04, Taipei, Taiwan, Tel.: 886-2-8801898; Fax: 886-2-8801897.

**UNITED STATES** — Venture Capital Corporation, located in the Greater Washington DC area and with the capability of raising up to US\$ 60 million investment capital, is looking for **firms in the telecommunications, software and computer hardware business** well advanced in their line of development and capable of attracting the interest of potential investors. Parties interested in further investigating this matter may contact — by fax or letter — Manuel M. Ellenbogen, Commercial Officer, Canadian Embassy, 501 Pennsylvania Avenue N. W., Washington DC, 20001. Fax: (202) 682-7619. Replies should include details of the business. The inquiries will be referred to the financial corporation that contacted the Embassy.

## Aussies Seek Strategic Alliances

Canadian information technology (IT) companies will be targeted when a delegation of eight Australian IT companies visit Canada this month.

The delegation, which also includes a representative of the Australian Information Industry Association (AIIA) and an officer from the Canadian Consulate General in Sydney, will participate in **Softworld'95**, being held in Vancouver September 17-20. Then, it's on to Toronto for the **Ontario Software Showcase** and a **Canadian-Australian Strategic Alliance Breakfast**, September 22.

Mission participants primarily are small- to medium-size software companies, some of which are active in markets in the Asia Pacific region.

Their objectives are to seek and augment their products and services offerings in Australian and Asia-Pacific markets and, in collaboration with Canadian companies, to explore options for entry to the North American market.

Further information on the visiting Australian companies and where you can meet them is available from the International Trade Centres in Vancouver (tel.: 604-666-1436; fax: 604-666-8330) and Toronto (tel.: 416-973-6154; fax: 416-973-8161.)