

## BUSINESS OPPORTUNITIES

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

**ARGENTINA** — The Commercial Division of the Canadian Embassy in Buenos Aires reports that companies interested in **investing in peanut and peanut butter manufacturing plants**, which have been supplying the local and export markets for 25 years, may wish to contact Andres H. Georgalos. Tel.: (54-572) 21011 to 210/20. Fax: (54-572) 21505. Telex: 51978 GEOCO AR. Private home, tel.: (54-572) 21184 and 21809.

**AUSTRIA** — A company here is offering its services in the **marketing and distribution in Europe of innovative "intelligent" technical products that are easy to understand and demand little after sales service.** Main customer groups are households, hobbyists, and do-it-yourselfers in the metals and plastics industries, tourist and sports organizations, and local governments. Contact Peter Dueregger, Multi Media 2000 GmbH, Salzachtal-Bundesstr. Nord 58, P.O. Box 167, A-5400 Hallein, Austria. Tel.: (01143) 6245/892180. Fax: (01143) 6245/89217.

**Sri Lanka** — A company is seeking, on a regular basis, Canadian suppliers of **wheat flour, steel (mild billets), and fibre polyester.** Contact Bandu Coswatte, Goldwing International Inc., 2235 Kennedy Road, Suite 101, Scarborough, Ontario M1T 3G8. Tel.: (416) 412-2988. Fax: (416) 291-5336.

## Development Awards Deadline Nears

Applications now are being accepted, up to February 15, 1995, for companies wanting to enter the race for the **1995 Canadian Awards for International Development.**

Created four years ago by the Canadian Exporters's Association (CEA), the awards recognize the role of the Canadian private sector in international development, primarily in Africa, Asia, Latin America and the Caribbean.

Since 1992, more than 150 projects have been submitted by private-sector firms. All have demonstrated the involvement of Canadian businesses in the delivery of sustainable human development aid for the benefit of both the recipient country and Canada.

The contest is open to all firms or divisions of firms resident in Canada. Only projects under way or completed within the past 24 months will be considered.

Individuals, associations, organizations, provincial governments, Canadian Embassies and High

Commissions may nominate firms for the Awards.

The assessors and jury will be guided by, but not limited to: the impact of the project on the socio-economic environment of the beneficiary country; the consideration given to women throughout the planning/execution of the project; the sustainability of the effects/benefits of the project to the local population.

The level of Canadian content; the efficiency of the Canadian team involved; and the contribution of the project in introducing Canadian know-how abroad are also considered.

Sponsors are SNC Lavalin Group, Babcock & Wilcox, Northern Telecom, General Motors of Canada Limited (Diesel Division), Bank of Montreal and CIDA.

For complete details, or to obtain an application form, contact **Mrs. Paule Charest**, CEA, 19, Chemin du Ravin, Saint-Thérèse, Quebec J7E 2T5. Tel.: (514) 434-4196. Fax: (514) 430-5684.

## Northstar Financing Tool — *Continued from page 2*

helping small and medium-size Canadian exporters reach for OECD markets.

"We've had 3,000 calls since September", Shepherd said. "The main area we're hearing from is in the equipment manufacturing sector." Northstar's first loan — to a Finnish firm buying plastic packaging machinery from an Ontario manufacturer — has been approved and needs only the final signatures to become a reality.

Three other loan applications — including proposed sales by two B.C. companies — have proceeded to the final acceptance stage.

As Lloyd Axworthy, the Minister for Western Economic Diversification put it "this does fill a very crucial need that has existed for a long time".

*Have you a success story/tips on entering foreign markets? **Canad-Export** will consider them for publication.*

### 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.

