

Arab Gulf Site of Several Shows — from page 9

throughout the Middle East.

Gulf International Trade Fair 93 — November 1-4, 1993 — Exhibits will cover products, equipment and services across a broad range of sectors relative to the servicing of the region's infrastructure, industrial base and social services sector. Major areas offering extensive opportunities to the world's technology exporters include: security, environmental protection, water and sewerage, healthcare, education, power, telecommunications,

building and construction, civil engineering, transport, production engineering and industry.

Jewellery Arabia 93 — November 11-14, 1993 — **2nd International Exhibition for the Middle East Gold, Jewellery, Clock and Watch Trade.** Covering the spectrum of the jewellery industry, including: gold, fine and gem-set jewellery, clocks, watches, gems, pearls, parts and components. Also attracts bullion dealers and

specialized service suppliers, as well as suppliers of packaging, manufacturing, machinery and equipment.

Autumn Fair 93 — December 9-17, 1993 — **5th Bahrain Consumer Products Fair.** Public fair for the retail and wholesale of consumer products, including electrical goods, furniture, textiles and clothing, fashion jewellery and cosmetics, toys, foodstuffs, boats and leisure craft, and sports goods.

Malaysia-Canada Strengthen Trade Ties

Increasing numbers of Canadian firms have established promising joint ventures in Malaysia thanks, in part, to the initiative and help of Enterprise Malaysia Canada (EMC), set up by the Canadian International Development Agency (CIDA) to promote business collaborations between the two countries.

Among its successes, EMC has:

- Helped a Canadian agribusiness consortium start a joint venture program to improve the healthy management of pig farms throughout Malaysia.
- Played a major role in helping a Canadian manufacturer establish a co-operation agreement with a Malaysian company, resulting in initial oilfield construction contracts totalling US\$6.8 million.
- Assisted a fast-growing firm that re-conditions used toner cartridges for laser printers, photocopiers and fax machines in setting up a Malaysian joint venture from which it will tap into export markets throughout Southeast Asia.
- Advised a leading Canadian firm of environmental and waste management specialists in setting up a joint venture to help control indus-

trial/medical waste and fight pollution in Malaysia.

- Assisted a Canadian firm of environmental consultants in setting up a joint venture with a Malaysian partner to bid for major government and private-sector anti-pollution contracts in Malaysia and elsewhere in Southeast Asia.

Michael Strong, Canadian director of EMC, says he expects a number of other joint ventures to be concluded by year-end.

Strong says EMC's procedures have been improved, and experience has enabled it to identify strong prospects, reduce the risk of failure and speed negotiations.

For more information, contact the following Enterprise Malaysia Canada offices:

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Canada's Senior Trade Commissioner is located at the Canadian High Commission, Tingkat 7, Plaza MBf, Jalan Ampang, 50450, Kuala Lumpur, Malaysia. Tel.: (011-60-3) 261-2000. Fax: (011-60-3) 261-1270.

CONTRACTS AWARDED

Atlantis Aerospace Corporation, Brampton, Ontario has received the official go-ahead from McDonnell Douglas Aerospace of St. Louis, Missouri for the development of a Royal Saudi Air Force F-15S aircraft maintenance trainer. The contract is valued in excess of US\$15 million. A contract for a second trainer is a possibility. Atlantis is a specialist supplier of high fidelity aircraft maintenance simulation systems, flight training devices and simulators.

A \$100,000 contract, funded by the Caribbean Development Bank, *Continued on page 12 — Contracts*