

## Potential Business Clients Plentiful in Spain

*A Barcelona-based service company, one of whose functions is the specialized search for technologies and products for its clients, initially seeks technology product brochures that best meet its clients' needs. The contact, (quoting the reference number), for all clients is Jaume Angerri, Department of Technology Corporation, ICT, Via Laietana, 39, Art. 5e, 08003, Barcelona, Spain. Tel.: 319 88 11. Fax: 310 35 35.*

**Ref CIB:** This company seeks novel or development stage products that have applications in the market for physically disabled people. Among the products/systems being sought are: electro-mechanical products for the blind (machines incorporating Braille, domestic or personal electronic devices); PC peripherals, new symbol language software that facilitates communication, new ways of transport for the physically disabled; and artificial voice incorporated systems (voice alarms, industrial robots with voice, new automatic telephone answering devices).

**Ref MEC:** A manufacturer/seller of geared valves and adapters for instrumental installations in the chemical and petrochemical industries seeks: new technologies to harden austenitic steel (316 degrees) and materials with better performance that could be used to substitute stainless steel. The firm also seeks new or improved valves, adapters, filters and joints for chemical/petrochemical installations.

**Ref HIC:** Engaged in the dyeing and finishing of fabrics, this company wishes to diversify its activities in the textile field. Being sought are new materials/products/ systems/ technologies for the garment sector (microfibre); ecologically advantageous chemical products

related to the textile field; and subcontracting/collaboration agreements to help widen its present range of technologies.

**Ref VIN:** This company is searching for new products and technical solutions within the thermal, acoustical and fire resistant insulation fields. Specifically, the firm seeks acoustical screens for roads, railway lines and tunnels; products to insulate and condition false floors; and fire resistant products (not paint) such as panels and putty.

**Ref MAS:** Being sought by this company are new kinds of paints and coatings with different compositions (water-based, powder, natural solvents, and environmentally-friendly raw materials) and with special performance (fire-resistant/retardant paints, rust-proofing paint, antigraffiti paint). In general, the firm is interested in any chemical product (including polyethylene, polypropylene, new plastics) related to the coating sector.

**Ref LUV:** Enjoying commercial relations with all of the most important car manufacturers in the world this manufacturer of all kinds of automobile rubber pipes wishes to expand its present activities and seeks new materials and systems that apply to the conduction of fluids. Being sought specifically are: new rubber formulations (applicable to petrol pipes); new material (technical plastics, synthetic elastomers) and solutions (cloths to reinforce and improve petrol pipes); adapters and quick connectors (to facilitate assembly of pipes within a car); and new fluid conduction systems (water, air, petrol, brake fluid). This firm has two major factories near Barcelona, has its own development team, and can manufacture products that are advanced and competitive.

**Ref BAR:** This well-positioned company that can adapt all its projects to suit the Spanish market is seeking advanced software and multimedia staff training tools (including business simulators, fourth generation programming languages, and systems that help one make marketing, financial and human resources management decisions). Only advanced and innovative tools are being sought.

**Ref GAB:** Selling to many diverse industrial sectors, this competitively positioned company which is engaged in iron wire drawing wishes to expand its range of activities. It seeks products and systems in which wire is an integral part (construction, automobile, wire display shelves); systems which facilitate working with wire (bobbins for use in construction); applications for irregularly shaped wire (triangular, square); substitute materials for iron wire; technologies to treat wire. Here, wire means the round strips of iron ranging in widths from 0.8 mm to 1.2 cm.

**Ref DYC:** This dynamic enterprise designs and implements lag power correction equipment in electrical installations. To expand its activities, the firm seeks new products and systems in the following areas: electrical network analyzers (compact equipment that measures all the electrical values of a power supply facility); electrical apparatus (contactors, switches, automatic circuit protection devices); fuses (semiconductor protection fuses); pole-mounted industrial power capacitors; and innovative relays. The firm also seeks an exchange of know-how in the power lag correction field.

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