

# BUSINESS OPPORTUNITIES

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

**NEW ZEALAND** — A well-established company wishes to act as **exclusive agent** in New Zealand for Canadian suppliers of **all types of computer products** (from computers, to disks, software, accessories and peripherals). Contact Bill Swift, Ribbon Xchange Dunedin, 29 Shetland Street, Wakari, New Zealand. Tel.: (03) 466-7379.

**NEW ZEALAND** — Already representing some Canadian companies, a firm here wishes also to **act as the distributor** for Canadian suppliers of **engineering tools, computer add-ons, and current voltage measuring products**. Contact Geoff Vaughan, General Manager, GTS-Nilsen Instruments, P.O. Box 9613, Auckland, New Zealand. Tel.: (64-9) 309-2464. Fax: (64-9) 309-2968.

**NEW ZEALAND** — An electronic communications and security specialist firm wishes to import **home security and alarm products, commercial security installations, electronic cable for TV reception, and computer spare parts**. Contact Graeme Manson, ECL, P.O. Box 24-006, Royal Oak, Auckland, New Zealand. Tel.: (64-9) 579-5888. Fax: (64-9) 579-5881.

**NIGERIA** — A major project for which goods will be purchased on behalf of the United Nations Industrial Development Organization (UNIDO) has started in this country and Canadian companies are invited to participate. Involved is the establishing of new test laboratories for metals (steel), building

materials, electric appliances, textiles, leather, paper and foodstuffs. There will also be supporting laboratories for chemical and microbiological tests along with liquid gas and atom absorption chromatography, including sample preparation. The establishing of a publishing house and information centre with computerized documentation is included in the project. Manufacturers are invited to submit catalogues and price lists for the supply of **physical quantity measuring devices, test equipment, laboratory and office furniture, laboratory glassware, sample preparation auxiliary equipment, and publishing house equipment**. Companies can have their interests forwarded to the Canadian High Commission in Lagos by contacting John Brenchley, Trade Commissioner, Africa and Middle East Trade Development Division (GBTA), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 993-6586. Fax: (613) 990-7437.

**SPAIN (Ref. VET)** — A company specializing in the pharmaceutical-veterinarian sector and open to **all kinds of collaborative ventures** wishes to introduce new products to its well-established Spanish market. Products sought include: **drugs; feedstuffs; cleaning products; non-chemical livestock sector products; and agricultural products**. Contact Jaume Angerri, Technology Management Department, ICT, Via Laietana, 39, 4rt, 5e, 08003, Barcelona, Spain. Tel.: 319-88 11. Fax: 310 35 35.

**SYRIA** — The General Organization for Cement and Building Materials (GOC) has issued two separate tenders, one for the **extension**

**of a cement factory** (bid bond US\$100,000 by Bank Guarantee and with an execution period of 24 months after Letter of Credit opening); the other for the setting up of a **new plant for the production of porcelain tiles** (bid bond US\$50,000 and with an execution period of 18 months after Letter of Credit opening). Both tenders, being offered on a turnkey basis, call for the study, design, procurement and delivery of equipment, civil works, steel structures, erection and technical assistance and services. In both, the value of tender documents is US\$100 non-refundable; payment is by Letter of Credit; performance bond is 10 per cent of contract value; and offer validity is 9 months after closing date. Closing date for porcelain factory bids is **May 18, 1992**. Closing date for cement factory bids is **June 15, 1992**. Interested contractors may contact Commercial Section, Canadian Embassy, Amman, Jordan. Fax: (011-962-6) 689-227. Telex: (Destination code 0493) 23080 (23080 CANAD JO).

## Flower Power

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that all products which serve the same purposes and have equivalence of use are in the same group.

Each Member State has a "competent body" independent of industrial or commercial interest to review the applications. Cost of the application is covered by the manufacturer, the exporter or importer.

For more information, contact European Community Division (RWM), 125 Sussex Drive, Ottawa, K1A 0G2. Tel. : (613) 995-6115. Fax : (613-944-0039.