

BUSINESS OPPORTUNITIES

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

A number of companies in Taiwan are seeking Canadian suppliers of a variety of goods and services. Among them are:

1. A company is seeking to purchase one million units from a reliable Canadian manufacturer of Pexel's CCD cameras for medical use.

2. A manufacturer of sealed lead-acid batteries used for all standby and rechargeable power applications, is seeking to update its technology by obtaining the new formula and process method used in making high-capacity sealed lead-acid batteries.

3. A company wishes to find a Canadian manufacturer of electrical discharge machines (EDM), for: a) licensing EDM products from overseas; b) to become the OEM manufacturer of EDM products and sell to Asia and/or Europe; and c) to become an agent for EDM products and sell to Asia.

4. A company seeks to form a partnership with a Canadian manufacturer of rubber molding machinery, by either becoming their agent or setting up a joint venture involving technology transfer to produce rubber molding machines for sale in Taiwan.

5. A manufacturer of auto components in Taiwan is seeking rubber coating and teflon membrane technology to create temperature endurance and flexible movement.

6. A company wishes to work with a

Canadian partner that specializes in pharmaceutical research, to help it improve its veterinary medicines. It would also like to become the exclusive agent in Taiwan for that firm's products.

7. A company is interested in manufacturing colour ink-jet printing paper, and needs the prescription of fibre in paper, chemicals used and methods to add chemicals, coating prescription and related

technology. It also needs de-inking technology for high-brightness de-inked DNP; de-inking and bleaching technology with brightness of 76-80 degree GE after de-inking and bleaching.

For more information, please contact: Taiwan Trade Centre, Place Montreal Trust, 1800 McGill College Ave., Suite 2108, Montreal, Quebec H3A 3J6. Tel.: (514) 844-8909. Fax: (514) 844-9246.

International Matchmaking

The Business Cooperation Network (BCNet) can put a world of potential partnerships at your fingertips.

BCNet is an international matchmaker for companies producing all types of goods and services, in all industrial sectors. It provides users with profiles of companies — describing the activities they are involved in and the type(s) of partnership they are seeking.

Companies are matched through a network of accredited business advisors. To date 35 countries and thousands of companies are registered on BCNet.

Following is a diverse sample of Hungarian companies listed on BCNet:

1. A company producing a wide variety of chemical fertilizers is seeking investors or main contractors.

2. A metal works company capable of producing any spare parts or ready-made products (according to a sample

or drawing) primarily for metal furniture is seeking a main contractor.

3. An economic consulting firm specializing in investments, financial matters, accountancy, foreign trade and law is looking for foreign partners.

4. A restaurant owner wants to build 5 to 12 guest rooms above his restaurant, located on the Danube. He is looking for a foreign partner to do marketing abroad and aid in the operation of the motel.

5. A food processing plant is seeking technological assistance in the production of jam, honey, juice and fish-and-game-pie; the company wants to develop new products and improve existing ones.

For information about these business opportunities or additional information about BCNet contact the Chamber of Commerce in Ottawa (613) 238-4000, Industry Canada (613) 941-2684 or Foreign Affairs and International Trade (613) 995-6440.

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.

