

## Business Opportunities

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

**CHINA (People's Republic)** — The largest foreign trade corporation in Jiangsu Province seeks Canadian manufacturers/suppliers of **corrugators, molds, accessories, related tooling, co-extrusion heads and die, pipe perforators, rotary cutters and extruders.** For sizes, specifications and quantities, contact Li Cheng Xing, Jiangsu Provincial Foreign Trade Corporation, 29 East Beijing Road, Nanjing, China 210008. Fax: (025) 711532. Telex: 34139 JICNJ CN.

**HUNGARY** — An open international tender (bid closing date December 15, 1992) has been issued on behalf of the Ministry of Transport, Communications and Water Management for work on a **road construction project.** Work is expected to begin in April 1993 for completion by mid-1995. Tender documents cost a non-refundable 3,800 ECU, with payment being made to the account of UTIBER Ltd. no. 214-15533, Orszagos Kereskedelmi es Ritelbank (OKHB). Queries or payment should be addressed to Jozsef Starkbauer, UTIBER Ltd., H-1115 Budapest, Csoka u. 7-13, Hungary. Tel.: 36-1-166-6848. Fax: 36-1-166-6678. Telex: 224965 utber h.

**SWITZERLAND** — A company here wishes to represent (for distribution in Switzerland) a well-established Canadian manufacturer/supplier of **bathingsuits for men.** Contact K. Gerne, SPOTEC SA., CH-1261, La Rippe, Berne, Switzerland. Tel.: (41-22) 367 14 27. Fax: (41-22) 367 18 88.

## Potential Business Clients Plentiful in Spain

*The Canadian Trade Office in Barcelona has identified a number of potential joint venture and business opportunities in Spain. Canadian firms interested in the following should — quoting the appropriate reference code number — send general information on their companies to René-François Désamoré, Commercial Office, Canadian Consulate, Travessera de les Corts, 265 Entl. 1, 08014 Barcelona, Spain. Fax: 343-410-77-55.*

**Ref PLA** — A well-established manufacturer of plastic packaging for the cosmetics, pharmaceutical and food industries wishes to import similar value-added products and to enter into a joint manufacturing agreement to manufacture such products in Spain. The company also seeks new or innovative packaging systems.

**Ref ADE** — Established in Barcelona in 1953, a manufacturer of a wide range of paints for furniture, industry and decoration wishes to broaden its product line. The company wishes to enter a distribution/commercialization agreement for machines and accessories that can be sold to painters (airless system painting machines, compressors, drip sponges); painting tools (brushes, spatulas); paint to cover plastics; powder paints; paints with added value (flame retardant, anti-damp); protective paint for wood.

**Ref SOL** — A forty-year old firm engaged in the manufacture of a broad range of loop towels, aprons, mittens and bathrobes wishes to import similar products or manufacture them under license. The company is interested particularly in new fibres or new developments in the textile industry that have detailed technical characteristics (flame retardant, chemically resist-

ant) and that have sanitary (bed spreads), agriculture (hail storm protectors for silos), and security (bullet-proof vests) applications.

**Ref MIS** — A consultancy firm based in Barcelona and engaged in the informatics, telecommunications, electronics and services sectors, seeks similar companies that are interested in entering the Spanish market. The firm is particularly interested in forming distribution/representation agreements, licensing agreements and joint ventures.

**Ref MUR** — A manufacturer and distributor of decorative products (artificially antiqued stone panels) wishes to import new and innovative panels (imitation stone, brick) for interior and exterior decoration; plastic materials (false fire screens); and cement-fibre decorative systems (for fountains). The company has a network of more than 70 distributors throughout the country.

**Ref INT** — A young, innovative company involved in interactive television will consider any kind of collaboration, including investment proposals that will enable it to strengthen its position in this field. The technology allows TV spectators to participate, in real time and from home, in various TV programs.