

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

AUSTRALIA — One of this country's largest manufacturers of **plastic outdoor furniture** wishes to form an association with Canadian companies for the license or exchange of moulds for counter items. The products need not be furniture-related, but should be compatible to the utilization of 2500-ton and 1350-ton injecting moulding machines. Contact Jack Chen, J.C. Tanloden Pty Ltd., 8 White Street, Clayton, Victoria 3168. Tel.:

(03) 543-2077. Fax: (03) 543-1725.

AUSTRIA — Companies interested in establishing **industrial operations or other business/trade concerns in Lower Austria** may find the services of Eco Plus helpful. Owned by the Government of Lower Austria, Eco Plus, which runs four fully-developed industrial parks, supports industries wishing to set up in this region. Contact Eco Plus, Corporation for Industrial Development and Regionalization in Lower Austria, Lugeck 1, P.O. 1476, A-1011 Vienna, Austria. Tel.: 43-1-513 78 50-35. Fax: 43-1-513 78 50-44.

BRAZIL — A well-established Brazilian company, involved in fields that range from oil exploration and pulp and paper concerns to computer graphics, wishes to represent additional Canadian enterprises. Contact Gabriel Agostini, AMW Comercio E Participacoes Ltda., R. Joana Angelica, 116-S/401, Ipanema. Tel.: (011-55-21) 287-0644. Fax: (011-55-21) 521-0435.

CHINA - A Guangdong Province-

based manufacturer of **paints and industrial coatings** wishes to upgrade its product range and equipment to better take advantage of the rapid development in the Pearl River Delta. The company is seeking **transfer of technical know-how and possible cooperation with foreign companies in the paint and coating industry**. Submit relevant information to Alex Chan, Deutsche Pfanner (HK) Ltd. (% Chung Fa Paint Factory), Room 904 Easey Commercial Building, 253-261 Hennessy Road, Wanchai, Hong Kong. Tel.: (852) 598-6322.

communications), Novodvorska 994, 14221 Prague 4-Branik, CSFR. Tel.: (0042 2) 4702. Fax: (0042 2) 472 3551.

HONG KONG — A subsidiary operation here is inviting proposals for the construction of a chemical plant synthesizing 200 metric tons of d-phenylglycine and 100 metric tons of d-hydroxyphenylglycine per year. Interested parties should have relevant experience in the production technology, including its hardware and software. Resumes may be sent to Mr. C. K. Pong, Deutsche Pfanner (HK) Ltd., Room 904 Easey Commercial Building, 253-261 Hennessy Road, Wanchai, Hong Kong. Tel.: (852) 598-6322. Fax: (852) 598-4692.

TAIWAN — Suppliers of **scrap paper for recycling** are being sought by Mr. Lu, Manager, Toprack Industrial Corporation, 3F, No. 100, Ti-Hwa Street, Section 1, Taipei, Taiwan. Tel.: 886-2-5557345/5580167. Fax: 886-2-5567283. Telex: 16961 JFIC.

UNITED NATIONS — Developing countries of the Asia-Pacific, through a United Nations regional centre — the Asian and Pacific Centre for Transfer of Technology (APCTT) — seek **information on technology, its development, transfer and utilization**. Specific areas are agro-industrial, environmental and waste management. Appropriate companies can have their commercially-proven products and process technologies freely promoted in the region by submitting catalogues, brochures or videos to Director, APCTT, 49, Palace Road, P.O. Box 115, Bangalore-560 052, India. Tel.: 266930-33. Telex: 845 2719 APCTIN. Fax: 91-812-263105.

BUSINESS OPPORTUNITIES

Fax: (852) 598-4692.

CUBA — The Canadian Embassy in Havana has been informed that a company here, ConsumImport, is issuing a request for quotes for the supply of approximately **750,000 incandescent and fluorescent lamps**. The value could exceed C\$250,000. The lamps are urgently needed by such end-users as the Ministries of Sugar, Internal Commerce and Agriculture. Further details/specifications (unit quantities, wattages, voltages) are available from the Canadian Embassy, Havana. Fax: (011-53-7) 33-2044.

CZECH AND SLOVAK FEDERAL REPUBLIC — An institute is interested in **production or marketing cooperation** with a firm involved in **research and development of data transfer, paging, security, control, testing and measuring systems**. The institute also is active in the area of microwave communication and cable and broadband networks for signal transmission. Contact Vaclav Neumajer, Director, Tesla VUST (Research Institute for Radiocom-