

BUSINESS OPPORTUNITIES

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

INDIA — A company engaged in the production of water and waste water treatment machinery wishes to enter technology transfer/licensing arrangements with Canadian companies, especially those that can provide the technology to solve difficult problems that arise in this field. Contact R.G. Vaidya, Managing Director, Akar Impex Pvt. Ltd., P.O. Box 577, New Delhi 110001, India. Tel.: (011) 8923291. Fax: (011) 8926025. Telex: 3166811AKARIN.

POLAND — A Krakow-based company specializing in trading commodities seeks a joint venture partner for the supply of cement, gold, construction lumber, gasoline, scrap copper, and steel. The company, which can offer full consulting services for Canadian companies in the Polish market, also seeks investors for a housing project in Poland and to trade commodities with Canadian companies. Contact Rzazewski Grzegorz or Rzazewski Hanna, Inter-Media Business and International Trade Consulting

Service, Division of V.V.V. Enterprises Co. Ltd., UL. Florianska 44, Krakow, Poland. Tel: 011-48-12-229351/229362. Fax: 011-48-12-229344.

TAIWAN — A Taipei-based company seeks Canadian suppliers of glass wool ceiling board; glass wool roll (density: 16kg/m³ to 24kg/m³; thickness: 25mm to 50mm); glass wool press board (density: 32kg/m³ to 100kg/m³; thickness: 15mm to 30mm); glass seed; and fire-resistant heat insulation. Contact H. Lee, China-Asia Glass Wool Industrial Co., Ltd., 4F, No. 77, Nanking East Road, Section 3, Taipei, Taiwan. Tel.: 886-2-5166288. Fax: 886-2-5166289.

TAIWAN — A company here wishes to import cosmetic products, shampoo, detergents, lotions, beauty soap, and household cleansers. Contact Fred

Chou, Giantrich Enterprises Co., Ltd., 3/F, No. 9, Lane 121, Chung Cheng Street, Hsing Chung City, Taipei Hsien, Taiwan. Tel.: 886-2-2779489. Fax: 886-2-2779121.

UNITED STATES — A manufacturer of farm equipment for livestock management (primarily hogs and dairy cows) wishes to broaden its product line either by cross-marketing arrangements or licensing agreements or combinations of both. Product additions include: feed mixer, air intakes, feed carts, manure lagoon pump, barn cleaner, piston pump, plastic flooring, manure spreader, milking machines, nipple waterer, cable scraper, silo unloaders, feed wagon with auger discharge. Contact Desmond Benfield, 804 Cornwall Avenue, Waterloo, Iowa 50702. Tel.: (319) 234-4134.

PUBLICATIONS

The Cattle Breeding Market in Guatemala, a recent study prepared by the Canadian Embassy in Guatemala City, provides a general overview of these two sectors, cites import and export statistics, observes market trends, and provides a list of associations and distributors. For copies of the market study, tel.: (613) 995-0460. Fax: (613) 943-8806.

A combination spreadsheet, database and word processor, with

enhanced facilities for both letter of credit transactions and exports in general, the LC version 2.00 is now available. The program, which also features automatic currency conversion, mark up and discount facilities, runs on all IBM-PC and compatibles and interfaces with dot-matrix and laser printers. The LC 2.00 program is available (at a cost of \$1,600) from Samexco Ltd., 2935 Richmond Road, Suite 204, Ottawa K2B 8C9. Fax: (613) 829-8319.

Number to Note

The facsimile number for the Canadian High Commission in Lusaka, Zambia is (011-260-1) 225160.

InfoExport

Info Export is a counselling and reference service for Canadian exporters. Canadian companies interested in exporting are invited to contact Info Export (toll-free) at 1-800-267-8376 (Ottawa area: 993-6435). To order EAITC publications, fax (613-996-9709) your requests on company letterhead. Include the publication code (in brackets).

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