

BUSINESS OPPORTUNITIES

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

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 Officer, Canadian Consulate, Travessera de les Corts, 265 Entl. 1, 08014 Barcelona, Spain. Fax: 343-410-77-55.

Ref NOS — A twenty-three-year-old Barcelona-based company that produces **panels and soundproofing products seeks agreements with partners in the same field.** The firm is particularly interested in products for the **soundproofing of walls and ceilings and electronic active/passive soundproofing** (i.e. devices that produce sounds that eliminate other noises).

Ref RUM — A company engaged primarily in the manufacture and construction of industrial factories, using prefabricated module methods, **seeks agreements with Canadian firms that could offer manufacturing licenses for, to name a few: prefabricated concrete tanks for liquid containment; and anti-sound and anti-acoustic screens to block highway noise.**

RefREI—A company whose main activity is the **engineering, design, execution and installation of all types of interior and exterior sign lettering** seeks agreements with Canadian companies that manufacture: neon tubes; transformers for neon tubes; methacrylate plates for sign lettering; interior/exterior electronic lettering signs; and interior neon displays for bars.

Ref DAM — A technology and services company wishes to **co-operate with Canadian companies engaged in the recycling, recovery and/or reusing of computer components and equipment, printing circuits and electrical components used in computers.**

INDIA

INDIA—A company active in the field of manufacturing stainless steel, alloy steel castings and ingots is interested in **technical and financial collaboration** with Canadian companies in the field of **carbide tool tips, coolant water for automobile radiators, bi-metal bearings** for the automobile industry. Contact Mr. Vijender Kumar Garg, Kumar Steels, Ambala, Jagadari -135 003, Haryana. Fax: 91-01732-23531.

INDIA — A limited liability company is interested in **importing materials for plain paper copier viz toner resins, magnetite, waxes, carbon black, additives and other copier related machinery and parts.** Contact Mr. P.K. Aggarwal, Project Manager, Rathi Graphic Tech-

nologies Ltd., A-3 Industrial Area, South of G.T. Road, Ispat Nagar, Ghaziabad - 201009, Uttar Pradesh. Tel.: 91-11-8722005. Fax: 91-11-8722359.

INDIA — A private limited company is interested in representing **Canadian manufacturers of ultra-violet water disinfection units.** Contact Mr. S.M. Khera, Director, Digital Promoters (India) PVT Ltd., 505 Vishal Bhavan, 95 Nehru Place, New Delhi - 110 019. Tel.: 91-11-6425146. Fax: 91-11-6437849.

INDIA — A public limited company currently manufacturing food mixers and grinders, washing machines, is looking for **supply sources of plant, machinery & components for manufacturing washing machines, refrigerators and dish washers.** Contact Mr. Harish Kumar, Managing Director, Maharaja International Ltd., 806 Vikram Tower, 16 Rajendra Place, New Delhi - 110 060. Tel.: 91-11-5732921. Fax: 91-11-5752484, 91-11-7532413.

CHINA

CHINA (People's Republic) — A maker of sheepskins for garments, shoes and carpets, seeks joint-venture with partner willing to invest \$2 million to \$4 million US to enable the factory to come on stream immediately. Opportunity also exists for Canadian exports of **chemicals, tanning technology and effluent treatment equipment.** Contact Mr. Tin Yap, Garsen Garcy Enterprises Inc., Ottawa. Tel: (613) 521-3331. Fax: (613) 521-6482.