

# BUSINESS OPPORTUNITIES

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

**NEW ZEALAND** — A distributor of **industrial packaging** wishes to complement its range of existing lines. It seeks: **food services packaging** (up-scale food containers for use in supermarket bakery/meat/pro-

duce departments); **premium-quality adhesive tapes**; **roll-form brown paper**; **up-market gift wrapping paper**; and **toilet tissue**. Contact Ernie Newman, Marketing manager, Carter Holt Harvey Distributors, P.O. Box 22-225, Otahuhu, Auckland, New Zealand, Tel.: (64-9) 276-5065; fax: (64-9) 276-5083.

**PAKISTAN** — A Lahore-based compa-

ny wishes to contact Canadian **auto parts scrap dealers**, specifically those that can supply **discarded aluminium diesel engine pistons** (no rings, connecting rods or steel components). Contact Atta Ur Rehman, Managing Director, Santiago Syndicate, 84-C Canal Bank (Ext), Mughal Pura, Lahore 54840, Pakistan, Tel.: 0092-42-334458; Fax: 0092-42-6863628.

## UNCOVERING GOLD IN DENMARK

While Denmark is not a very big country (population only some 5 million people), it is a giant in many different sectors.

One has only to think of Danish expertise in dairy products, pork production, stereophonic equipment and furniture, for example, to appreciate how Danes have taken the things they're good at and developed state of the art advances in those fields.

Officers from the Canadian Embassy in Copenhagen met recently with some Danish companies in the Jutland region to discuss potential partnering arrangements with Canadian companies. Following are opportunities that have been identified:

**Bioline** — seeks Canadian partner, possibly already involved in sales, R&D and production of medical/laboratory diagnostic kits for **co-marketing and/or technology transfer of salmonella diagnostic kit** for food testing as well as human salmonella poisoning detection. Other products under development include listeria diagnostic kits.

**DTM Medical** — seeks Canadian license production partner, possibly already involved in manufacture of medical plastics products (e.g. disposables) to produce/sell **physiodynamic liquid insoles** that provide pain and fatigue relief during prolonged standing or walking.

**NFN/Fishing Vessel 2000** — FV2000 is a new generation **fishing vessel concept** created by a consortium of Danish marine suppliers, including one of Denmark's largest yards. NFN seeks a Canadian shipbuilding company to promote the vessel in North America and, ultimately, build it under license.

**Dasolas** — seeks a Canadian manufacturing and

sales partner to manufacture under license the Dasolas range of **patented aluminium profiles for external solar shading**. The company offers patented aluminium louvre technology.

**JBH Engineering** — seeks Canadian license production partner, possibly already producing (fire) doors to produce and market a new concept in **fire-proof doors**. JBH's production concept results in low-cost, mass-produced, high-quality, flame-retardant doors.

**Lykex** — seeks Canadian company interested in producing (under license) and marketing patented **self-adjusting book-end products**. It's preferable that the company have experience in manufacturing extruded pipe plastics products for the furniture/consumer market.

**Kinnerup Advokatfirma** — a legal firm which represents several furniture manufacturers interested in **sourcing softwood and hardwood** from Canada. It would be interested in receiving profiles of furniture manufacturers that have products which they could produce for European markets or that the firm might manufacture on their behalf for North American markets.

**MakroPro** — a software company specializing in selling educational and primary school software seeks a dialogue with Canadian suppliers of **educational software** with a view to modifying and selling the Canadian software on the Danish market.

If you wish to obtain further details about any of these opportunities, or about doing business in Denmark, contact: Commercial Division, Canadian Embassy, Kr. Bernikowsgade, DK-1105 Copenhagen, Denmark, Tel.: +45 33 12 22 99; Fax: +45 33 12 42 10.