

Partnering Can Prove Profitable — from page 4

sponge system can be loaded with active ingredients (drugs, cosmetics, etc) for sustained release over a prolonged period of time. The company currently markets 2 acne treatment products and a foot powder. They seek strategic alliances with Canadian firms in the form of licensing, establishment of a turnkey production facility, or sales support.

Biosources International Inc.

This company has developed a non-electronic amplified acoustical stethoscope (2 models), which received Canadian patent approval in August 1993, which offer greatly improved clarity and definition over conventional devices. Aside from application to human diagnosis, these devices are particularly useful on large and small animals, birds and reptiles. The company seeks a well established medical products distributor with contacts in the medical, veterinary and military communities. They would also consider licensed manufacture in Canada.

Calypte Biomedical Corporation

Established in 1989, this firm has developed the first U.S. licensed test for detecting HIV-1 antibodies in urine samples. In trials, this product has demonstrated 99% sensitivity and 99.7% specificity. The company has filed an IND with the FDA, but approval is not expected for 18 months. In the meantime, seeking partner for an assembly operation in Canada to produce for Asian customers. Would also consider GMP certified partner for contract manufacturing in Canada.

CCS Associates

This company specializes in biomedical consulting, with expertise in the areas of toxicology, pharmacology, biochemistry, organic chemistry, genetics, nutrition,

chemical economics, regulatory affairs, database development and searching, and business administration. They seek a partner to develop consulting services in Canada in the following areas: clinical plan development, regulatory submissions, development of specialized data-bases, computerized information retrieval, literature summaries, toxicity profiles and structure/activity studies.

MANUFACTURING

Ceracon, Inc.

A R&D company which has patented the Ceracon Process of forming powdered metal parts.

The key to the process is the proprietary pressure transmitting medium, which applies uniform pressure to the preformed part, without the need for a forging die. The process uses a standard press and allows very fast cycle times. It can be applied to almost any metal, ceramic, polymer or composite material, or to the production of parts consisting of dissimilar metal alloys. Successful applications are a variety of automotive parts and tungsten carbide nibs for oil and gas drilling. The company seeks to license its technology.

Continued on page 8 — Partnering

Tourism Big Business — from page 1

- providing the Canadian tourism industry with market information and trends;
- facilitating market access for the Canadian tourism industry;
- identifying and qualifying leads for potential business to Canada; and
- disseminating information in U.S. and overseas markets on new Canadian tourism products and industry developments.

When contacting tourism officers abroad, Canadian companies seeking marketing assistance should be prepared to fully describe their product or service, to explain the reasons for targeting a particular market segment and to provide a list of any marketing support (such as familiarization tours, audio/visuals or display material) they are willing to offer.

In addition to the above services, DFAIT offers, through its posts and federal regional offices, three export development programs.

These programs are for the U.S. market: **New Exporters to Border States (NEBS)** and **Export Development Mission (EDM)**;

and for the Western Europe market: **New Exporters to Overseas (NEXOS)**.

Contact: U.S.A. Trade, Tourism and Investment Development Bureau, Foreign Affairs and International Trade, 125 Sussex Drive, Ottawa, K1A 0G2. Tel.: (613) 944-7344. Fax: (613) 944-9119.

Trade Fairs Directory

The *1994 International Trade Fairs & Conferences Directory*, now available through several outlets, lists approximately 5,000 trade and consumer shows and conferences taking place in more than 75 countries. Published annually since 1985, the directory features listings by product classification, as well as by location, date and show name. The 474-page, soft-cover directory costs \$74.95, plus applicable taxes/shipping/handling. Copies may be ordered from Co-Mar Management Services Inc., 8 King Street East, Suite 1110, Toronto M5C 1B5. Tel.: 9416) 364-1223. Fax: (416) 364-6557.