

## Spain Abounds in Potential Clients

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**Ref MASE:** Approved by the most important motorbike and bus manufacturers in Spain, this company manufactures and markets a wide range of painting and industrial coatings (primers, clear coats, top coats). The firm, with an important research and development division, seeks new developments in electrostatic var-

nish for plastic pieces and primers for polypropylene.

**Ref COL:** All kinds of products for cleaning, disinfection and sterilization are being sought by a company which has been manufacturing, developing and marketing such items (through sole agents) since it was established in 1925.

The company is particularly interested in new hygienic products/ equipment for hospitals (syringes, endoscopes); the food industry (cleaning, pollution control systems); poultry (machinery to clean eggs); and livestock installations (disinfectant applicators, cleaning of silos).

## BUSINESS OPPORTUNITIES

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

**COSTA RICA**—The Costa Rican Light and Power Agency is calling for prequalification of companies interested in carrying out a feasibility study, viability study and final design of a project to put electrical and telecom cables underground in San Jose. Conditions for prequalification can be obtained up until May 28, 1992 at a cost of US\$90. Contact the Canadian Embassy, Costa Rica. Telex: (Destination code 376) 2179 DOMCAN CR. Fax: (011-506) 23-23-95.

**INDIA**—An export marketing firm seeks a partner/joint venture arrangement pertaining to a Darwin, Australia-based industry engaged in agro-industry, forestry, and forestry products. Interested firms or individuals may contact Kishore Arora, President, Global Business Associates, 413 Commerce House, 140 Nagindas Master Road, Fountain, Bombay 400 023, India. Tel.: (22) 270000.

**MEXICO**—With an extensive background in industrial manufacturing and sales, the English-speaking owner of a company in Mazatlan wishes to contact Canadian manufacturers of marine, mining and aquaculture products. Contact Luis F. Ramirez Garcia, Tauro Ingenieria Naval, Romanita de la Pena No. 122, Mazatlan, Sinaloa, Mexico. Tel.: 011 52 (698) 2 85 15 or (698) 2 12 17. Fax: 011 52 (698) 2 12 17.

**NEW ZEALAND**—A company with Australasia-wide connections seeks a variety of commodities, including: product design and industrial control products, control valves, pneumatically-controlled valving, microswitches, proximity magnetic and capacity products, photo electric switching devices, liquid crystal displays and modules. Contact Peter Botha, Email Electronics Head Office, Private Bag 7, Auckland, New Zealand. Tel.: (64-9) 579-1155. Fax: (64-9) 579-2681.

**NEW ZEALAND**—An IBM remarketing company is looking for production scheduling and forecasting (PS2 or AS400) software pack-

ages. Contact David Smith, Madison Systems Ltd., P.O. Box 8279, Symonds Street, Auckland, New Zealand. Tel.: (64-9) 309-3655.

**NEW ZEALAND**—Specializing in telecommunications project management and systems engineering, a New Zealand-wide consultancy firm is interested in developing an association with a similar Canadian consultancy firm, particularly one that has an interest in satellite technology consultancy. Contact Keith Oliver, Managing Director, Teleconsultants N.Z. Ltd., P.O. Box 74-293, Auckland, New Zealand. Tel.: (64-9) 358-0445. Fax: (64-9) 358-0452.

**UNITED ARAB EMIRATES**—A professional trading group with bases in Cyprus, India, Tanzania and with associate companies in Iran and Jordan wishes to source the following from Canada: commodities, engineering and automotive units, and consumer products. Contact Raj Bharara, Director, Surura (MC) Ltd., P.O. Box 1140, Fujeirah Free Zone, Fujeirah, U.A.E. In Dubai, Tel.: 00971-4-224872; Fax: 00971-4-279029.