

BUSINESS OPPORTUNITIES: Spain

The following potential business opportunities have been provided by the Madrid Chamber of Commerce. As always, we suggest: Before entering into a contractual agreement with a company, you should check the bona fides of the companies listed here.

Sea products — live, fresh or frozen — are being sought by: Andreas Umbria, Hispamar, S.A., c/o Orense, 68, 4^a, 28020, Madrid. Tel.: (341) 741-1141. Fax: (341) 320-4422.

Fish and shellfish — would like to be imported by Pedro Martinez, Cocedero de Mariscos La Mar, Pol. Ind. El Nevero, Parcela H-9, 06001 Badajoz. Tel.: (3424) 274-103. Fax: 274103.

Frozen prawn and lobster — are being sought by: Jose Carlos Gonzalez, Almacenes Loton, S.A., Av. Camino de lo Cortao, No. 12, 28700 San Sebastian Los Reyes (Madrid). Tel.: (341) 654-8799. Fax: (341) 654-9125.

Technical and medical books — would like to be imported by Angel Hernandez, Libreria Ciencia Industrial, S.L., Fernandez de la Hoz, 82, 28003 Madrid. Tel.: (341) 654-8799. Fax: (341) 534-5931.

Casual wear and ladies' wear — are being sought by: Alessandro Corradi, Area Moda, S.L., c/o De la Via, 7, 28019 Madrid. Tel.: (341) 565-0603. Fax: (341) 565-0729.

Table cloths, bed sheets, rugs, shawls, handkerchiefs, bed covers — would like to be imported by: Rafael Escalante, S.A., P^o de la Esperanza 23, 28005 Madrid. Tel.: (341) 474-2700.

Fax: (341) 473-8487.

Exclusive distribution rights from pharmaceutical suppliers — are being sought by: Juan Berenguer, Lineafarm, S.A., c/o Aragoneses, 9, 28100 Alcobendas (Madrid). Tel.: (341) 661-1410. Fax: (341) 661-9584.

Office supplies, data processing supplies, stationery and educational supplies — would like to be imported by Enrique Martinez, Comercial Hesperia, S.A., c/o Rio Guadiana, 2, 28850 Torrejon de Ardoz (Madrid). Tel.: (341) 677-1313. Fax: (341) 677-0452.

PUBLICATIONS

Forest Products — Italy is the world's third-largest importer of sawn lumber, after the United States and the U.K., and the single largest importer of sawn hardwood lumber.

Forest products represent the mainstay of Canadian exports to Italy in the general balance of trade between the two countries. In 1993, Canadian exports to Italy were about C\$230 million for pulp, C\$45 million for paper, and C\$100 million for sawn lumber, plywood and boards.

Estimates for the medium-long term suggest a continuing growth for Canadian forest products, especially for specialty lumber and higher value-added and secondary manufactured wood products.

There are in Italy many international trade shows dedicated to both the forest products and the building construction industries. The main ones are **Sasmil** and **InterBimall**, to be held in Milan in May 1994 and **Saie** and **SaieDue**, to be held, respectively, in Bologna in October 1994 and March 1995. For more information on these shows or on the forest products sector in Italy, dial InfoCentre (Foreign Affairs and International Trade, Ottawa) at

1-800-267-8376 (Ottawa area: 944-4000) for a copy of a report on this subject.

U.S. Medical Market

The U.S. Market for Medical Devices in the Mid-Atlantic States analyzes the current and projected markets for these products, examines U.S. legislation relevant to medical-commercial interests, and provides references. Canadian businesses may consult to increase their market share in this region. A copy of the study may be obtained from M.M. Ellenbogen, Canadian Embassy, 501 Pennsylvania Avenue N.W., Washington DC 20001. Tel.: (202) 682-1740. Fax: (202) 682-7619.

Textile Imports

The Import Controls Division of Foreign Affairs and International Trade has published a guide entitled *How to Import Textiles & Clothing*. The publication, available in both official languages, advises on which procedures and guidelines to follow; it also lists the various Canadian brokers in each province. Available from InfoCentre. Tel.: 1-800-267-8376 (Ottawa area: 944-4000). Fax: (613) 996-9709.